

I have only learned today of this consultation & just wish to contribute two points from my own selling experience:

- a. My house has been for sale for one year during which three 'buyers' have, after agreeing a price with me, failed to proceed to 'conclusion of missives' (*for reasons unconnected to the Home Report*). Everyone (agent, solicitor, acquaintances) keeps assuring me that I've just been very unlucky. But sellers in this position are unfairly penalised in having to pay for a re-fresh each time. The buyers incur no costs and, it seems to me, can be quite cavalier in making offers with no financial risk to themselves if they subsequently change their minds.
- b. If the seller accepts an offer below the original Home Report valuation, the surveyor reduces the valuation in the 'refreshed' Home Report to reflect this. However if that buyer drops out, the valuation on the Home Report, visible to future potential buyers, remains at the *lower* level. This then becomes a self-fulfilling prophesy, since no buyer (or his mortgage lender) will offer over the Home Report valuation. This issue becomes more serious for sellers in an improving market, as now, since the valuation is 'frozen' at a (past) low point.

Kind regards