

CONSULTATION QUESTIONS

Section 1

Q1) Do you think the Home Report is meeting its original objectives?

Yes mostly

Q1a) If yes, please explain why

Comments It gives a benchmark/ guide on price before marketing commences and allows vendors to know if they can actually afford to sell. It doesn't avoid multiple surveys as some lenders still insist on instructing own survey and ignoring HR and the market had dealt with multiple surveys anyway by accepting subject to survey offers.

Q2) Are the original Home Report objectives still appropriate?

Yes

Q2a) If yes, please explain why – It does give more info to buyers and prompts further reports eg Timber and damp, roof or structural reports as necessary. It gives a fuller picture at the outset and so encourages faster sales.

Q3) Should the Home Report play a more central role in promoting energy efficiency and property condition improvements among home owners?

No

Q3b) If no, please explain why

We do not get any questions about the EPC in the marketing department. No one seems to understand not seems interested in them, especially buyers. They have however produced an income stream for surveyors.

Q4) Should a national register of Home Reports be established?

Yes . Nothing should be introduced on that scale without the ability to measure different aspects of the content.

Q4a) If yes, please explain why including who should have responsibility for development and maintenance

Surveyors – They are responsible for content and receive the fee for the work and so it follows they should be accountable for registration.

Section 2

Q5) Do you think the upfront cost of Home Reports is preventing potential sellers from putting their property onto the market?

No

Q5a) If yes, please provide details.

Comments

Q6) Are you aware of any schemes available (e.g. deferred payment) to help potential sellers to pay for home reports?

Yes

Q6a) If yes, please provide details

J & E Shepherds deferred scheme

Q7) Are there any issues with the majority of Home Reports being commissioned through selling agents?

No X

Q7b) If no, please explain why

WE haven't come across any issues but often give out two surveyors contact details and clients instruct direct anywayit's not an issue.

Q8) Should other organisations be allowed to carry out the Single Survey (including valuation) and/or the Energy Report?

No X

Q8b) If no, please explain why

Purchasers need to have strong faith in the surveyors used to conduct the HR. If the HR is compiled by an obscure company from out-with the local area without a reputation for knowing the immediate area inside out, they will ignore the HR and instruct their own survey.

Q9) In your experience is the requirement for a home report before marketing a property leading to delays in properties coming onto the market?

Yes X of course.

Q9a) If yes, please outline the implications of this.

Legislation says that we must supply a HR on request within 9 days. Any company of good standing will not market until a HR is at least passed the approved draft stage to ensure the property actually goes to market and they can comply with the 9 day rule. So yes there is

more work to be done and so of course it takes longer to get to market.

Q10) Are home reports a useful marketing tool for sellers?

Yes X

Q10a) If yes, please explain why

It gives good guidance on realistic pricing and condition

Q11) Is the 12 week deadline for marketing a property after completion of a home report appropriate and reasonable?

Yes X

Q11a) If yes, please explain why

It is a reasonable time before a return visit is required

Q12) Is the 28 day provision for removing a property from the market without requiring a new home report appropriate and reasonable?

No X

Q12b) If no, please explain why

There are often domestic / family reasons for temporary withdrawals and it often seems unfair to add a financial penalty to that situation.

Q13) Are there any issues with potential buyers accessing home reports?

No X

Q14) Is this the most appropriate way to enforce home report legislation?

Yes X

Q15) What are your views on mortgage lenders' acceptance of home report valuations?

It is not acceptable that vendors comply with legislation and lenders then ignore the locally produced HR in favour of sending in out of area surveyors with little knowledge of the area/ market

Q16) Are the re-dress options available to buyers reasonable and appropriate?

Yes

Q17) Do these exceptions need to be amended?

No

Q17a) If yes, please explain what amendments are required and why
Comments

Section 3

Q18) Does the single survey element of the home report provide an appropriate and useful level of information?

Yes X

Q19) Should the repairs categories in the single survey be amended to make them consistent with the categories used in the Scottish House Conditions Survey?

Yes X

Q19a) If yes, please explain why
Just for uniformity

Q20) Is the valuation element of the single survey a useful element of the home report? Yes X

Q20a) If yes, please explain why
To give some benchmarking and support to marketing levels

Q21) Is the information provided in the energy report appropriate and useful?

No X

Q21b) If no, please explain why

Buyers are just not interested. We do not receive enquiries or questions about EPC s

Q22) Is the information provided in the property questionnaire appropriate and useful? Yes X

Q22a) If yes, please explain why

It can flag up information but cannot be relied upon and often a whole PQ can consist of ...don't know, don't know.

Q23) Should an additional question on land maintenance fees be added to the Property Questionnaire?

Yes X

**Q23a) If yes, please explain why
The more information given the better**