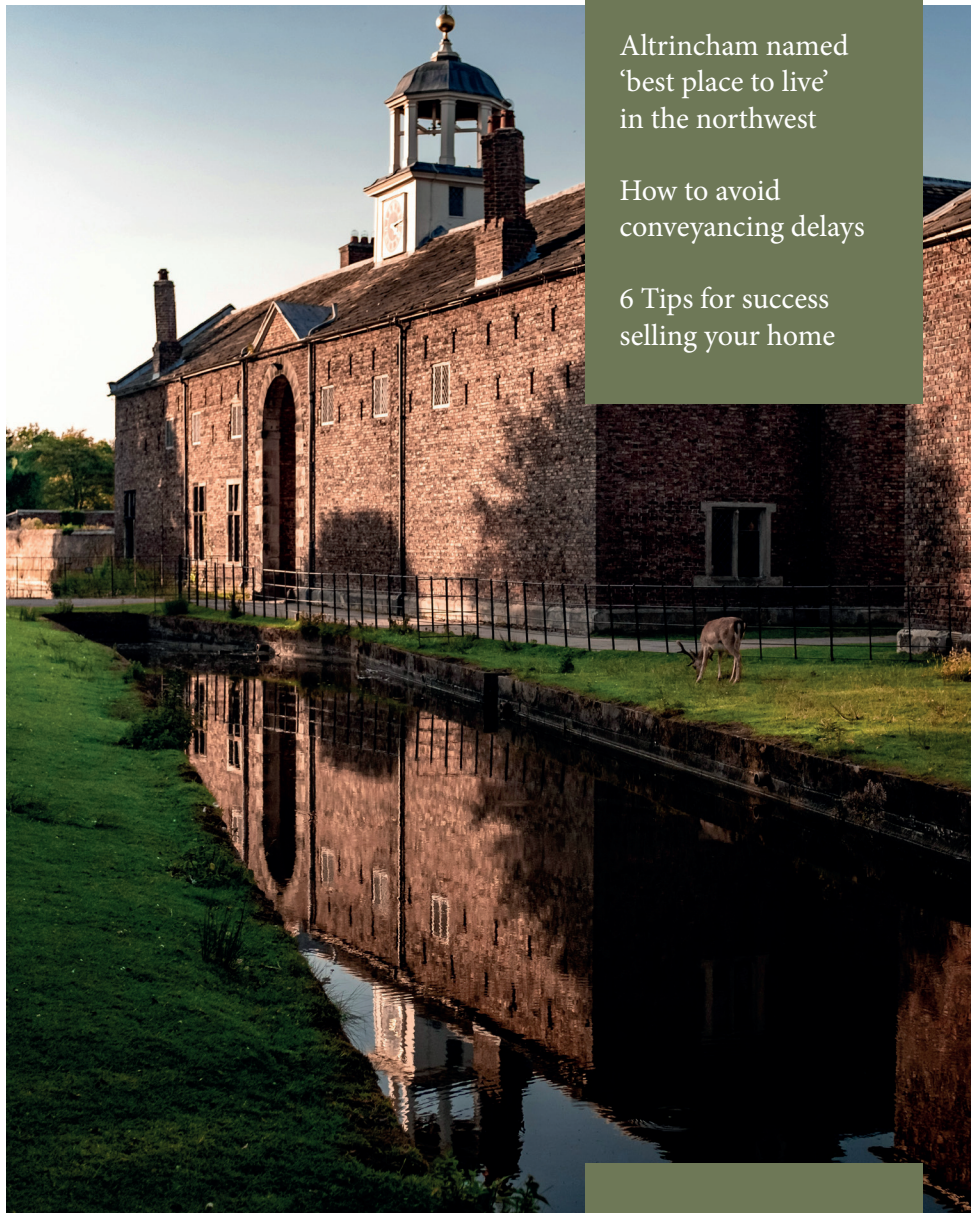


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AND PARTNERS LTD

SUMMER / AUTUMN 2026



Altrincham named
'best place to live'
in the northwest

How to avoid
conveyancing delays

6 Tips for success
selling your home

ALTRINCHAM NAMED ‘BEST PLACE TO LIVE’ IN THE NORTHWEST

More great news for Altrincham! Our town was named Best Place to Live in the Northwest in this year’s Sunday Times Best Place to Live guide.

Altrincham has received similar accolades before, but this latest award goes to prove that our town remains a sought-after place to live.

WHAT THE GUIDE SAID ABOUT ALTRINCHAM

The touring judges who travel the country rating villages, towns and cities, look for locations with charm, community spirit, excellent schools, reliable infrastructure and more.

Altrincham was crowned best place to live in the northwest for being “classy, cool and effortlessly comfortable” as well as being a “top-notch town brimming with independent businesses and big brands.”

ALTRINCHAM’S POPULARITY IMPACTS PROPERTY PRICES

Average property prices in Altrincham have exceeded the wider northwest averages for many years. Yes, it’s expensive to buy a home in Altrincham or the surrounding area. But you have to remember the many benefits of living here. It’s more than owning a home, it’s enjoying a slice of all that Altrincham offers. People want to live and raise their families in Altrincham and property prices reflect this.

THE MARKET THEN AND NOW

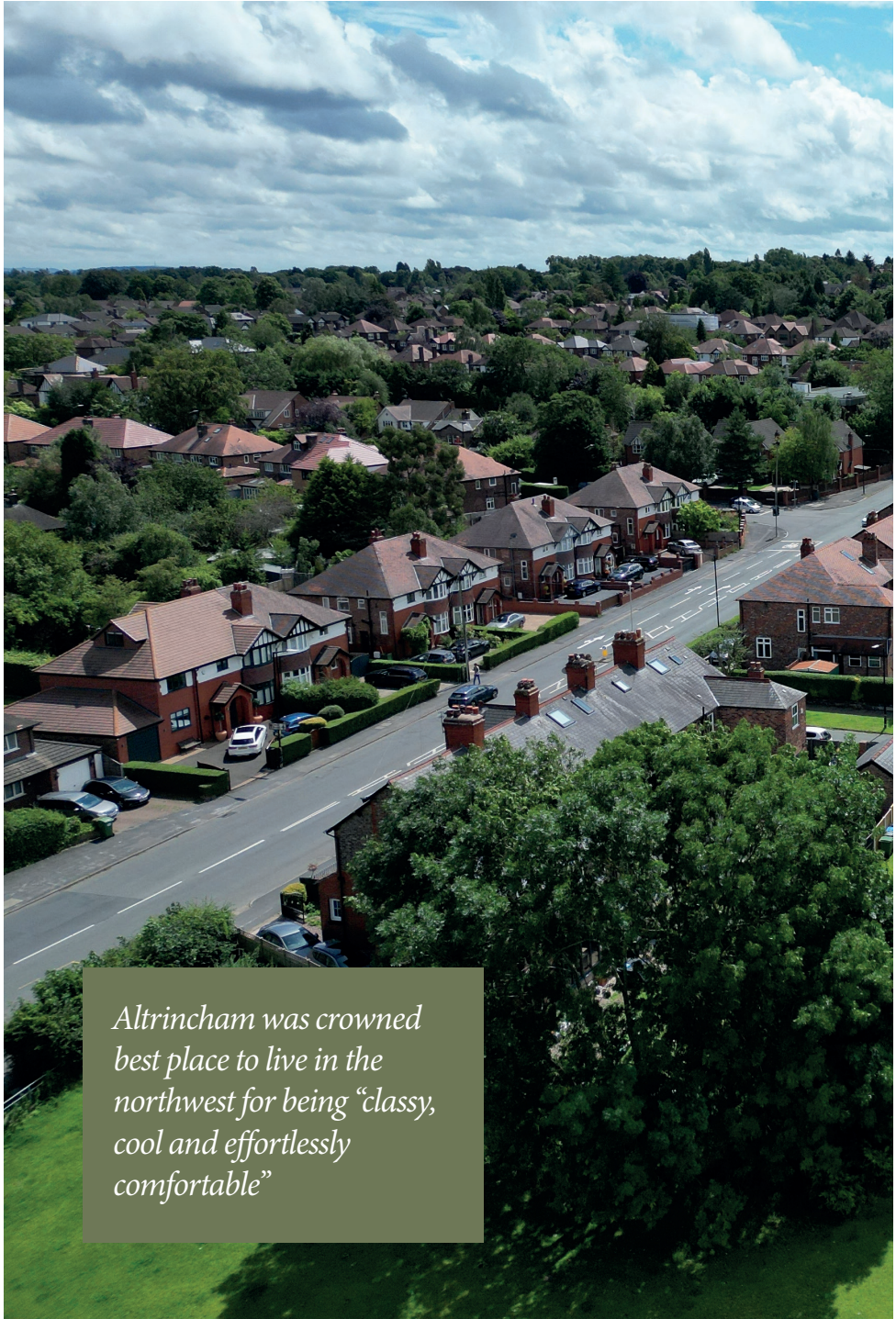
The average sale price of houses in Altrincham have seen eye-watering increases. Data shows increases of 122% compared to 20 years ago, 64.8% since 10 years ago, and 22.3% over the last 5 years. And last year, house prices continued to increase, at 2.3%.

This data is based on the final agreed sale price of houses: the actual price properties sold for, not the initial advertised price.

Today, we can see the market in Altrincham is steady. Prices aren’t crashing, they’re stabilising. And the market isn’t quite as turbulent as it was. The sales process itself is slowing down, and pricing is much more considered. When the market is like this, it’s vital to get an accurate property valuation. You might find buyers are taking longer to decide and want to negotiate more.

But one thing’s for sure, if you are looking to sell your home, you can feel confident that people still want to move here. And with Altrincham featuring in the Best Places to Live guide again, they will want to more than ever.

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HOW TO AVOID CONVEYANCING DELAYS

Conveyancing delays can be stressful; you might feel a loss of control or that your chain might collapse. But there are things you can do to avoid them, to speed your conveyancing up and keep it on track.

HOW LONG DOES CONVEYANCING TAKE?

The average amount of time for a typical conveyancing transaction on a freehold property is 12 to 16 weeks. Without unforeseen delays, this can be done quicker at around 8 to 12 weeks. If your property is deemed more 'complex', for example it is leasehold or you're in a long chain, you can expect your conveyancing to take longer, from 16 up to 22 weeks.

CONVEYANCING TIME HAS INCREASED

20 years ago, the property market was much different to today. Back then, conveyancing took an average 6-8 weeks. What's changed? Well... Conveyancers deal with more regulatory work today. On top of preparing contracts, conveyancers must carry out detailed, compulsory checks on anti-money laundering, source of funds, sanctions screening, identity verification and lender compliance.

There are delays with Land Registry too, with conveyancers today being dependent on an outdated, manual system. Plus, a lot of the conveyancing process relies on information from third parties. If your mortgage lender has their own backlog, this alone could slow your conveyancing transaction down.

Then combine all this with a drop in conveyancer numbers since 2021 and it's easy to see how and why conveyancing delays occur.

The issues are a nationwide concern and reforms are coming. Technology is being rolled out too, for example digital ID checks, which will help speed certain areas of conveyancing up.

COMPLEX PROPERTIES REQUIRE MORE TIME

No matter how much you prepare, some properties will always be considered more complex. Leasehold properties, like flats or apartments, will usually take around 3 to 4 weeks longer than a freehold property. Here, the complexities involve elements such as management company requirements, ground rent or service charge checks, and lease reviews. Other 'complex' property sales where you might experience conveyancing delays include probate sales, listed buildings, and properties in a chain.





TIPS FOR EFFICIENT CONVEYANCING

But here's what you can do to help get your conveyancing completed efficiently, regardless of the type of property you are buying.

- Choose a pro-active conveyancer
 - check reviews & feedback or receive recommendations from others to be sure you have an efficient conveyancer working for you.
- Have your conveyancer instructed, ready to go. You can do this before an offer is accepted.
- Get all your paperwork and proof of identity ready so you can complete the necessary checks promptly.
- Be organised & submit your mortgage documents early.
- When you do receive enquiries, try and respond to them the same day.

If you treat everything as urgent while you go through the conveyancing process, you can reduce the time it takes and avoid delays.

But remember, even with diligence, improved processes and technology, the length of your conveyancing will always depend on your property type, whether you're in a chain, and your mortgage approval.



6 TIPS FOR SUCCESS SELLING YOUR HOME

Do you want to maximise viewings and get more offers on your property? For success selling your home, we recommend you focus on these tips.

KERB APPEAL

Before you think about the inside of your home, make sure your property looks the best it can from the outside. Why? Because viewers will make their mind up about your property within seconds of seeing it, from the outside. Step outside and take a look at your home from a short distance away. Does it look the best it can?

And if you're not sure what 'good kerb appeal' looks like, well...

Check your boundaries like walls or fence panels. Is everything intact and upright? Broken fence panels don't just look bad; they suggest a compromised boundary.

Front gardens, including driveways should be clear of clutter, litter and as many overgrown weeds or overhanging branches as possible. Small jobs like cleaning your front door, jet washing your drive, clearing out your gutters, or a lick of paint on cracked or peeling paintwork will go a big way.

And why not make a welcoming first impression by adding a pretty pot with some seasonal flowers, which can be easily purchased from a local garden centre.

If prospective buyers like what they see from the outside, they will feel more confident continuing with their viewing.

CREATE A HOMELY FEEL

Always remember – viewers are looking for their first or next home, a place where they can see themselves living. Does your property look and feel as homely as possible?

If you're out of ideas, here are some easy tricks you can do:

In the colder months, have the heating on ready for viewings. A warm, cosy house brings reassurance to prospective buyers.

In the summer months, open your patio doors and show how easy it is to access your garden space. And at the same time, lay out your garden furniture so viewers can picture themselves enjoying time outside in the lighter evenings.

Smells are important too, a couple of plugins or a spritz of a room spray before prospective viewers arrive can make a big difference.



HIDE YOUR CLUTTER

When we talk about clutter, we mean bits and pieces, large and small, which might be able to be stored in a cupboard or the loft. Such clutter prohibits seeing the true size and space of a room. You don't need to clear rooms completely, leaving your walls and floor totally bare. Anything unused or piled up is best kept elsewhere. And if you haven't got the storage space for it, consider paying for temporary storage.

It's important viewers can see how much space there is in a room. They want to picture their own possessions in there. And it's the same in the garden too. Have a little tidy up and clear any unnecessary clutter into a shed or garage, so viewers can get a real idea for its size.



KEEP PETS OUT OF SIGHT

While you might love animals, your prospective buyers might not. Don't assume that all viewers love pets. Of course, your pet is very much part of your family in your home, but while you are selling your home, it's best that pets remain, temporarily, out of sight.

For viewings, we very much advise that any pets are kept out of the way. Even if your viewer is a pet

lover, you want them to focus on your home when visiting, not on your pet.

And in terms of pet accessories, we're not asking you to move all elements of your pet out of your house. Any food bowls, bedding or cages can of course stay, just keep them neat and tidy.

FIX, PATCH AND MEND

Before viewings start, make sure any clear, identifiable faults in the home are sorted. Viewers will only spot them with their eagle eyes, which can lead to reduced offers or worst case, no offers at all.

You don't need to fully renovate your home to sell it. But if you have visible cracks, damp patches, broken fencing, or anything which you can consider 'minor repairs', then get them done. A few hundreds of pounds spent on repairs is better than risking thousands knocked off the value of your home.

SHOWCASE YOUR HOME'S BEST BITS

If you have a favourite room, decorate it to perfection and showcase it. Is there a feature in your home that makes for a unique selling point? It could be a parquet wood floor, fireplace, or interesting glazing. Let these areas stand out so viewers can see them clearly.

Don't forget, prospective buyers look at many properties for sale. So, you want your home to stand out from the others.

What do you love the most about your property? Tell us and we can help you highlight that in our marketing material and property pictures when you sell with us.



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