

Are you brave enough to sell your house on eBay?

Mary McQueen of McQueen Legal tells us whether this might be a good idea or not! You may be used to eBay for buying or even selling but is it appropriate for your house?

Would you risk putting your home on eBay and selling it there? eBay sells over 4000 properties a month. Would you risk putting your most expensive asset on an auction site, or would you rather be in safe hands when it comes to selling your home?

When it comes to your most expensive asset, do you want to risk selling it on eBay, best known for auctioning junk and memorabilia, or would you prefer to go down the traditional route of instructing an estate agent?

There are now over 4,300 real estate properties sold on eBay Real Estate every month, although many of these are somewhat 'unique homes' or vacation homes.

Mary McQueen, Partner at McQueen Legal told us: "eBay might sound like a cheaper and innovative option, but unless you have a unique treehouse villa or a converted nuclear bunker then it is unlikely that eBay will attract the right audience for your property."

A good estate agent is worth their weight in gold. So it is worth choosing wisely if this is the route you decide to go down.

[McQueen Legal](#) offer:

- ☐ A database full of potential buyers – buyers who are actively searching for a new home and ready to purchase;
- ☐ Knowledge of the local market – knowing the area and the demand, a good estate agent can then realistically

- put a value on your property;
- ☐ Advice on how best to present and promote your property to the target market;
- ☐ Management and conducting of viewings;
- ☐ Heavy investment in marketing, maximizing the potential reach of the target audience and giving you the best possible chance of finding the right buyer and the right sale price;
- ☐ Strong negotiation skills – making sure you get the best deal possible; and
- ☐ Management of the whole sales process including surveys, home reports and all conveyancing needs.

Mary continued: “We have sold hundreds of homes in the Edinburgh area and always ensure our clients have a stress free selling experience – that’s just what we do. We don’t claim to be experts when it comes to selling Lady Gaga’s sequin jumpsuit or a loom band dress. If that’s what you have then please use eBay. But if you want a stress free sale and to get the best possible price for your home then please do get in touch.”

At present the largest house that McQueenLegal have on their books is Cluny House. We interviewed the owner [here](#) to find out why it was so special.





