



Selling your Shared Ownership home

You can sell your Shared Ownership home like any other property, but there are some restrictions to ensure that properties remain available to people in need of affordable housing.

Under the terms of your Shared Ownership agreement and before you can list your property on the open market, you have to give the landlord the opportunity to find a Shared Ownership buyer. This is usually a period of eight weeks, during which time they will offer the property to potential buyers on your behalf. Two Rivers Housing will also have to approve any purchasers that are interested in buying your home.

About TwoCan



twocan
estate agents

TwoCan is the Two Rivers Housing Group's inhouse estate agency.

The team at TwoCan provide estate agent services to assist you in selling your home and is a **Shared Ownership specialist**.

As it is part of the Two Rivers Housing Group, selling through TwoCan counts towards the period that your property must be offered exclusively to other Shared Ownership buyers.

And, if your property remains unsold after eight weeks, you can choose to try a different estate agent or carry on marketing with TwoCan.

Did you know...?

As part of the Two Rivers Housing Group, TwoCan's profits are gifted to the Two Rivers Housing Association to help them provide more affordable housing across Gloucestershire.

Our homeownership team offers two different options to help you sell your property:

Option one Basic listing

The homeownership team will advertise your property on the TwoCan website for the initial period required by your lease.

They will do the administrative work and send you the details of any interested parties. You will need to pay the admin fee* detailed in your lease to Two Rivers Housing.

Option two Managed sales process

The TwoCan team do pretty much everything so you don't have to. This includes advertising on Rightmove and OnTheMarket.

If you are a Two Rivers Housing homeowner, you can take advantage of this service for a special fixed rate of £1750+VAT.

For full details of TwoCan's options please see overleaf...

*This is normally 1% of the share value of your home plus VAT.

Selling your home with TwoCan estate agents

Our homeownership team offers two different options to help you sell your Shared Ownership property:

Option one Self managed sales process

This is a light touch approach to selling your home, where the homeownership team will do the administrative work and send you details of interested parties.

The basic listing option includes:

- Advertisement of your property on TwoCan's website for the initial period required by your lease.
- Emailing you the details of any interested parties, for you to contact and arrange a viewing.

Please note: If a suitable buyer is found during this period, Two Rivers Housing (or the housing association that owns shares in your property) will assess their eligibility for the scheme and decide whether the sale can proceed. Two Rivers Housing will charge a fee for this service. If this is the case, it will be detailed in your Shared Ownership lease. Normally this is 1% of the share value +VAT.

If you choose our basic listing, you will need to:

- Complete a property information form sharing the details of the property.
- Provide pictures of your home that show it off.
- Arrange and undertake viewings of the property and answer any questions potential buyers have.

If no buyer is found within the timescales noted in your lease, your home can then be advertised through an estate agent of your choice – including TwoCan.

The fee for this service will depend on the conditions in your Shared Ownership lease.

Option two Estate agent

Selling your home can be stressful, so many people choose to appoint an Estate Agent to manage the process for them.

The managed sales process service includes:

- Production of a full set of details of the property including photographs and floor plan.
- Advertisement of the property on OnTheMarket, Rightmove and the TwoCan website (www.twocan.estate).
- A 'For Sale' sign (if required).
- Arrangement and attendance of viewings with potential buyers.
- Assessment of applicants using the Two Rivers Housing Shared Ownership criteria, and approval of applications for no additional fee.
- Recommendation of mortgage brokers and solicitors who specialise in Shared Ownership to interested parties.
- Provision of feedback from interested buyers following viewings.

Once a purchaser is found we will also provide written confirmation to all parties, check their mortgage offer, and monitor the sales process through to completion.

You will need to provide a current RICS valuation and an Energy Performance Certificate for the property.

TwoCan offers this service for both Shared Ownership and open market sales.

For Two Rivers Housing homeowners, we can sell your home for a special fixed rate of £1750+VAT. This fee is payable on completion of the sale.

If you wish to instruct TwoCan to sell your property and take advantage of the fixed fee offer, or if you have any queries about selling your Shared Ownership home, contact the Two Rivers Housing home ownership team on 0800 316 0897.



TwoCan estate agents is part of the Two Rivers Housing Group, and every penny made in profit goes to support its work – investing in homes people can afford and building strong communities.

TwoCan is a trading division of Centigen Facilities Management Ltd which is a wholly owned subsidiary of Two Rivers Housing
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V4 (March 2024)

