



Northumberland County Council

Selling of Discount Market Value Properties Homeowner Guidance Note

(Approved by the Director Planning - 1 December 2020)

This note guides the seller through the process of selling your Discount Market Value (DMV) property. DMV property sales are controlled by Section 106 legal agreements and each S106 agreement includes different criteria which need to be followed.

Please note that all Section 106 Agreements are different so your property cannot be compared to other properties outside your particular housing development.

- 1) Check the requirements of re-sale in the Section 106 agreement for your development. This can be found via the S106 map on the Council's [Affordable Housing](#) webpage within the Discount Market Sales - Advice for Developers and Advice for homebuyers sections..
- 2) Contact the Council's on housing.proposals@northumberland.gov.uk to make the Council aware you intend to sell your DMV property.
- 3) Dependent on the details of the S106 agreement, you will either need to provide three up-to-date estate agent valuations or a RICS valuation for your property. It is recommended that a Royal Institute of Chartered Surveyors (RICS) survey is obtained to ensure you are getting the true value of your property.
- 4) Once a price has been agreed, contact a local estate agent to market and advertise the property for sale. Be aware of any other advertising requirements in the S106 agreement.
- 5) Be sure to tell the estate agent that the property is a Discount Market Value (DMV) property and ensure that this is stated on the property advertisement. Wording can be provided for the estate agent if required.
- 6) Once an interested buyer is found, please refer them to the Council's guidance on purchasing a DMV property which is available on our [Affordable Housing](#) webpage.
- 7) An administrative charge (currently £35 +VAT) is payable by the seller, through your conveyancing solicitor, to the Council for issuing the necessary certificate for HM Land Registry purposes to confirm compliance with Section 106 affordable housing requirements as per the restrictions contained within the Land Title.
- 8) A further administrative charge (currently £35 +VAT) may also be charged and payable by the seller when selling a DMV home if you require the Council to provide a letter to confirm that the obligations of the Section 106 agreement have been complied with. This is usually requested by a conveyancing solicitor during the sale process.

Contact Details:

Housing Enabling Team (Planning Policy)

E: Housing.Proposals@northumberland.gov.uk