

Home-swap deal's just 'magnifique'

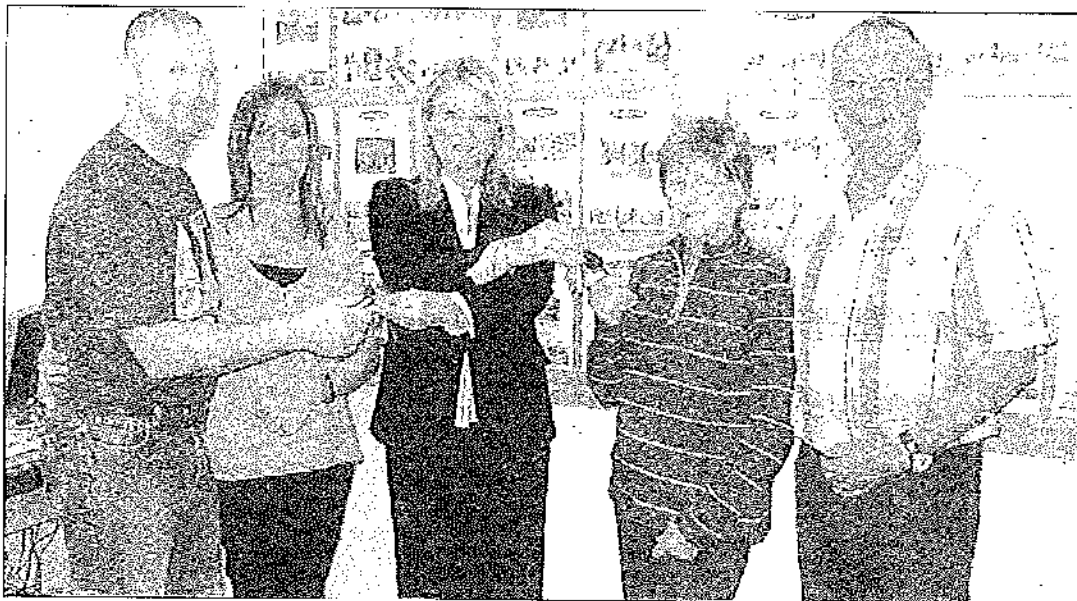
EVERYONE knows that the house market is not as buoyant as it should be and quick-thinking estate agents have had to resort to ever more resourceful methods to help their clients sell houses.

One of these is house swapping – an initiative tried recently by Barkers estate agents of Birstall, which met with great success for two couples who both secured their ideal homes.

David and Ann Tattum had a four bed room house at Woodlands Road but were keen to downsize in a bid to release some of the capital to fund a building project in France. After 12 months they had received no interest and were despairing of ever being able to sell.

That was until they contacted Barkers and Amanda Humphreys suggested they may like to consider part-exchanging their house for a smaller one. After initial scepticism Mr Tattum eventually came around to the idea. He said: "Barkers came along and, at the first meeting said, it's just an idea, but have you considered doing a swap?"

"My initial response was I didn't think it would solve anything but then she's put the idea to me that it might release some capital on my house as we're hoping to move to France.



By swapping we have released capital and given us a smaller, more manageable property for when we're away."

Chris and Debbie Flesher lived in a three bedroom house at Birchwood Avenue, which had

been for sale for around nine months. Mrs Flesher spotted the Tattum's house as it was offered on a part-exchange basis and contacted Barkers to find out more. The two couples were put in touch with each other and just a few weeks

later the contracts were exchanged and the moves took place. Mrs Flesher said: "We absolutely love our new house."

Amanda added: "Home swapping isn't revolutionary by any means – it's been happening for years – but the housing market is not going to recover overnight and this is a way of helping homeowners, as well as ourselves, to move homes.

"With house swapping your

Director of Barkers estate agents Amanda Humphreys (centre) with Mr and Mrs Flesher and Mr and Mrs Tattum. (N5)

home may be a similar size or type or totally different – all that matters is that you are both happy with your exchange arrangements. Be as flexible as possible and even consider locations you may not have thought about before."

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