

## **The costs of selling a residential property**

### **Our approach to fees**

Residential property transactions can be difficult to accurately price as no two properties (or transactions) are the same and often something arises during the course of the transaction which could not have been anticipated at the outset (which may result in increased fees).

We will discuss every transaction with our clients to enable us to understand the scope of the work that we anticipate we will be required to undertake. Where possible, clients will be provided with a “fixed fee” quote. This will take into account any relevant information which we have gathered during our discussions. We aim to reduce the possibility of extra costs arising during the course of the transaction. However, in many transactions, we will be providing an “estimate” only.

### **What’s involved?**

The amount of time spent on each stage of the process will depend on the complexity of the sale.

Typically this will involve:

- Complying with Law Society and government regulation including client identification procedures
- Obtaining the information we need including a list of fittings and contents in the property and replies to the Law Society’s Property Information Form
- Liaising with the Landlord/Managing Agents and obtaining management information from them (if applicable)
- Reviewing all papers, preparing the sale Contract and sending it to the Purchaser’s Solicitors with the legal title of the property and additional information
- Corresponding with the Purchaser’s Solicitors and the Estate Agent (if any)
- Dealing with enquires raised by the Purchaser’s Solicitors and negotiating the terms of the Contract
- Providing a full report on the Contract and arranging for it to be signed when it has been approved by the Purchaser’s Solicitor
- Exchanging Contracts with the Purchaser’s Solicitors and receiving the Purchaser’s deposit
- Obtaining a redemption statement from the Lender confirming the amount to be repaid on completion of the sale (if applicable)
- Obtaining the Estate Agents commission account (if any)
- Informing the parties of the arrangements for completion of the sale
- Approving the Land Registry Transfer Deed and arranging for it to be signed
- Preparing a financial statement showing the net sale proceeds
- Receiving the money for the sale from the Purchaser’s Solicitors and confirming to all parties when completion has taken place
- Repaying the mortgage out of the sale proceeds by bank transfer and obtaining evidence of repayment (if applicable)
- Sending the completion documents to the Purchaser’s Solicitors, paying the Estate Agents commission and transferring the net sale proceeds

## How much will it cost?

Total Estimated Costs		
Property Value	Lower Range	Upper Range
£0 - £150,000	£695 + VAT	£1,495 + VAT
£150,001 - £250,000	£750 + VAT	£1,895 + VAT
£250,001 - £500,000	£895 + VAT	£2,295 + VAT
Above £500,001	£1,550 + VAT	Based on a percentage of the transaction price. Please, therefore, telephone for an estimate

## What factors can affect these costs?

The fees set out in the table above could be affected by the following:

- the transaction involves any unregistered land
- there are multiple titles
- the property is freehold or leasehold (in most cases fees will increase by approximately £300 plus VAT where the title is leasehold)
- there is a mortgage to redeem (or more than one)
- the transaction involves a sale of part of a legal title
- the transaction involves any agricultural or equine aspects
- the complexity of the legal title
- there is a short deadline between exchange and completion
- the contract is to be conditional
- consent to the sale is required from a third party
- additional work is required to perfect a defect in the legal title or otherwise satisfy a mortgage Lender's requirements
- completion does not take place on the contractual completion date or there is another breach of the Contract by either party

Please contact us to discuss your requirements and we can provide you with a bespoke estimate based on the complexity of your matter and, subject to existing workloads, we may be able to offer you a lower fee.

## Expenses and additional charges

Expenses and additional charges that you are likely to be required to pay include:

- Land Registry fee for downloading an official copy of the title and supporting title documents (the Land Registry typically charge £3 per office copy);
- Fee for Landlord/Managing Agents Information Pack (this charge will depend on circumstances but varies between £100 - £600)
- Bank transfer fee per transfer (a charge of £30 plus VAT);
- Postage and telephone charges (a charge of £30 plus VAT)

### **How long will the matter take?**

A straightforward transaction should exchange contracts within 4 – 8 weeks of a purchase being agreed (upon issue of the draft Contract documentation) if the matter proceeds smoothly, however, the national average is over 12 weeks. Completion is, of course, dependent on individuals involved in the transaction, especially where there is a chain. If you have a preferred date for exchange or completion we shall endeavour to meet that date. However, we are not always able to influence other parties in the transaction and unforeseen complications and delays can arise.

### **Referral Fees**

Thompson & Jackson Solicitors have arrangements with several Estate Agents, Financial Advisors and Management Companies whereby we pay them a Referral Fee for the introduction of your business to us. Please note that we act independently of the Introducer, and the amount paid by us to them in no way affects the fees we charge you as it is paid from our own funds after completion of the matter. The exact Referral Fee we pay to these third parties for introducing you varies depending on the Introducer however full details of this fee will be disclosed to you when we send you our Terms and Conditions of Business and our Letters of Engagement.

### **Our team**

We have nine members of our team who may work on your matter and further details on each of them can be found by clicking on their names below. Regardless of who works on your matter, they will be supervised by one of the partners within our Residential Property team.

Neil Keatt – Solicitor and Partner	Richard Barker – Solicitor and Partner
Tom Langrishe – Solicitor and Partner	Michelle Davis – Conveyancer
Daniel Richardson – Solicitor and Partner	Katie Eden – Chartered Legal Executive
Kathryn Garbett – Conveyancer	George Beckett - Paralegal
Darron Blackmore – Conveyancer	