



Guide to Buying and Selling Properties

For most people, the most important transaction of their lives

Why do I need a conveyancer?

To transfer ownership of the property from one person to another.

How long does it take?

It varies. We usually say a minimum of two months from start to finish, but factors may affect that timing, many of which will not be within the control of your own solicitor (e.g. mortgage arrangements, dependent transactions – i.e. the progress of other properties down the chain).

What documents will I need to sell my house?

First and foremost, you will need to prove that you own your house. Nowadays the majority of properties have what is called Registered Title. This is proof of legal ownership and can be obtained direct from the Land Registry. Your Solicitor will do this for you. However, your title may be unregistered if you have owned the property a long time, in which case when you first decide to sell you need to be sure your deeds are available.

Your Solicitor will ask you to complete a Property Questionnaire, which asks for information about the property and for copies of guarantees and documents for building work, windows, electrical work, roofing etc. Do keep all paperwork to hand.

Why are searches on the property necessary?

They ensure that the Buyer knows what they are getting. Whether the property is at risk of flooding, has a protected tree in the garden or the property owner is responsible for maintaining a nearby road - it is best to know.

Jargon busting!

Conveyancer = property lawyer

Completion = the point at which the property is transferred from Seller to Buyer – and the latter gets the keys

Exchange of contracts = the point at which Seller and Buyer legally commit themselves to the transaction and the date of completion is agreed

Transfer deed = the legal document which transfers the ownership of the property from Seller to Buyer

For a competitive quote contact RG&CO

Call us on **01722 329 966** (Salisbury)

or **01425 616 809** (New Milton)

Email info@rg-law.co.uk

Drop into our offices – 86 Crane Street, Salisbury
or 10 Mallard Buildings, New Milton

The Conveyancing Process

*For the sale and purchase of a registered freehold property**

Ideally make contact with your Solicitor before a transaction is agreed - they can help prepare for a sale or purchase



When an offer has been accepted Seller's Solicitor submits draft Contract and associated paperwork to Buyer's Solicitor



Buyer's Solicitor does searches on the property, reviews the paperwork and raises any necessary additional queries



The Buyer will be asked to send their deposit money to their Solicitor ready to send to the Seller



The completion date is decided. Some compromise may be necessary - particularly with a chain of transactions when the same date must apply to all



Once a date is agreed and all parties are ready the respective Solicitors effect the exchange of contracts



Final paperwork is agreed between the Solicitors and the Buyer's Solicitor ensures the purchase funds are ready (including mortgage money if applicable)



Seller's Solicitor approves the transfer deed



Both parties prepare for completion - the Buyer or the Lender transfer money to the Buyer's Solicitor



Completion - the purchase price is transferred to the Seller's Solicitor and the Buyer is given the keys

***Please note: the process will differ slightly for leasehold property and unregistered property**