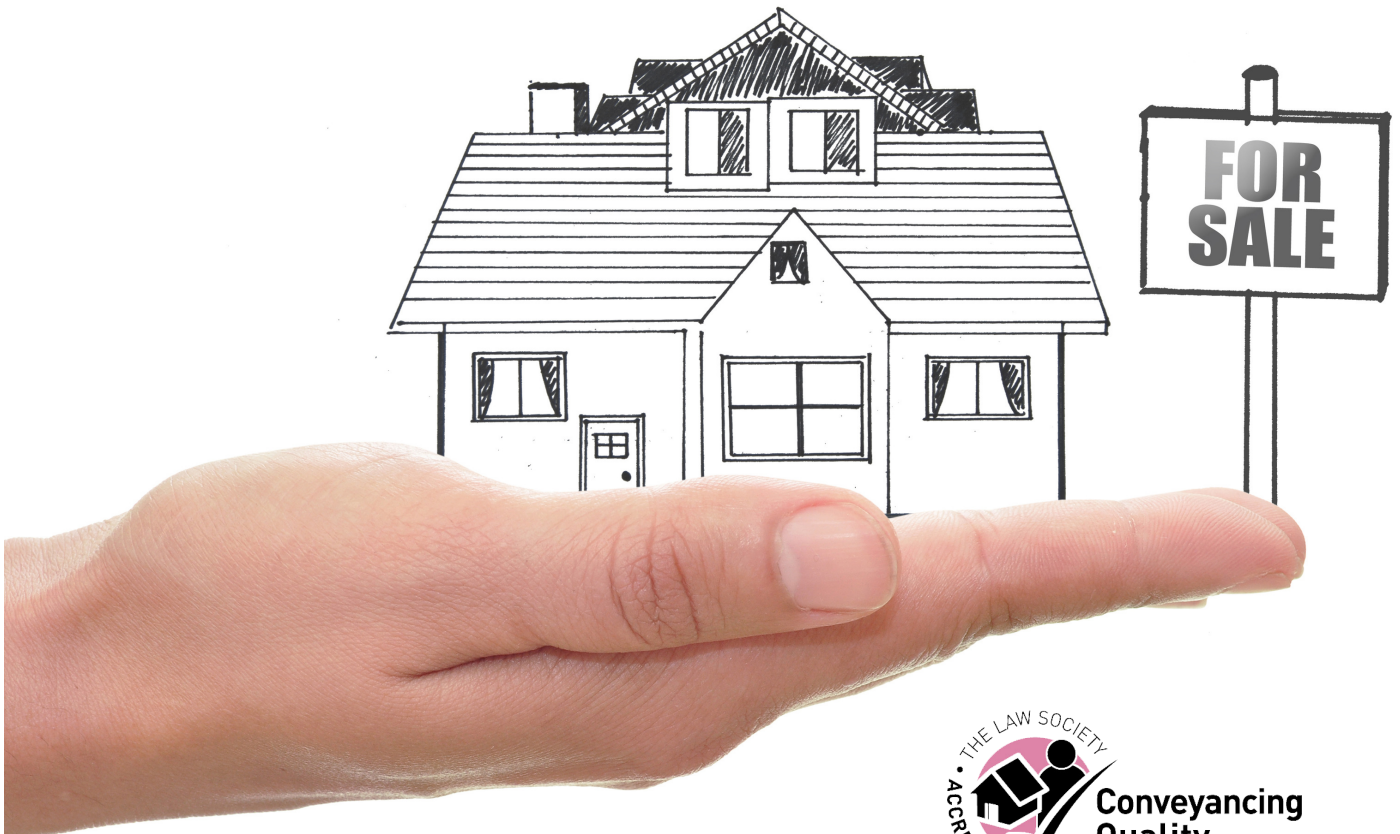


PRICING FOR SALE OF FREEHOLD OR LEASEHOLD PROPERTY

NALDERS LLP

RESIDENTIAL SALE



Lexcel
Legal Practice Quality Mark
Law Society Accredited



Nalders
Solicitors

Our fees* cover all of the work required to complete the sale of your home.

Conveyancer's fees

- We usually charge on the basis of a fixed price ranging between £500 and £2,000 for a freehold sale depending on the time we expect to spend working on your transaction. For leasehold sales, the fixed fee will be higher as we will be required to enter into additional communication with the management company instructed on behalf of the landlord. Time spent will include any meetings with you; any time spent considering, preparing and working on papers; correspondence; and making and receiving telephone calls. In addition to the time spent, we may take into account a number of factors which include the complexity of the issues, the speed at which action must be taken, the expertise or specialist knowledge that the case requires and, if appropriate, the value of the property or subject matter involved. We will add VAT to our charges.
- If you are selling with a mortgage, we will not charge you any extra for any work undertaken on your behalf in respect of communicating with your lender or redeeming your existing mortgage.
- Generally in residential sale transactions where the property you are selling is your principal residence (i.e. it is not a second home or buy-to-let), if for any reason the transaction should fail to proceed to exchange of contracts, **we will not make any charge for the work we have done** and you will only have to pay the balance of any payments we have made to third parties plus any administrative fees. Please note this relates only to work usually carried out prior to exchange of contracts.

Disbursements

Disbursements are costs related to your matter that are payable to third-parties, such as Land Registry fees. We handle the payment of the disbursements on your behalf to ensure a smoother process.

- Copies of your Title Documents from the Land Registry: £6.00

Leasehold Specific Disbursements

Where we are instructed on a leasehold sale, we will need to obtain information about the freehold from the management company or from the landlord. The fees charged by management companies for providing this information vary considerably; some freeholders will provide the information voluntarily but most charge administrative fees. These are typically between £100 to £300 per response but they can be more. We will update you on the specific fees when we receive a demand for them from the freeholder or their agent. Please note that these fees are out of our hands as they are imposed by third parties and there is no discretion to 'shop around' or to negotiate.

Administration Fees

There will be additional fees payable on a transaction-by-transaction basis. These include but are not limited to e-verification of your identity per person; e-Storage of your file; banking administration including bank transfer fees which apply per transfer. The average combined value of these fees is between £60 to £80 plus VAT.

How long will my house sale take?

How long it will take from you accepting the offer until the property is sold will depend on a number of factors. The average process takes between 8 to 12 weeks. It can be quicker or slower, depending on the parties in the chain. For example, if you are selling to a first-time buyer and they have a mortgage in principle in place, it could take 8 weeks. However, if you are selling a leasehold property and the buyer requires an extension of the lease before they proceed, this can take significantly longer, between 3 to 6 months. In such a situation, additional charges will apply.

Stages of the process

The key stages of the process include:

- take your instructions and give you initial advice;
- obtain information about you and your transaction;
- obtaining the deeds of the property and checking them and any other relevant papers;
- obtaining and checking all relevant Land Registry documents;
- providing you with Property Information and Fittings and Contents Forms for completion and return;
- drafting the contract paperwork and sending it to your buyer's solicitors with the forms;
- agreeing the contract and/ or the transfer with the buyer's solicitors;
- send final contract and transfer to you for signature;
- agree completion date;
- exchange contracts and notify you that this has happened;
- complete sale;
- account to you/ your lender for the purchase funds, as applicable;
- sending proof that your mortgage has been paid off to the buyer's solicitors, where applicable.

Our Team

Our team has many years collective experience in delivering high-quality work in all matters relating to residential conveyancing. Details of all members of our Residential Property team and the office they work in are below. Please click through to view an individual members profile.

Truro

- [Simon Rogers](#)
- [Cathy Forsythe](#)
- [Charlotte Owens](#)
- [Sam Fahey](#)
- [Ines Cheeseman](#)

St Austell

- [Catherine Hendry](#)
- [Gemma Ellison](#)
- [Leanne Symons](#)
- [Sian Morley](#)
- [Katy Jones](#)
- [Conor Phillips](#)

Camborne

- [Kerry Tresidder](#)
- [Kate Cooper](#)

Falmouth

- [Mark Buswell](#)
- [Sharon Burley](#)

Helston

- [Rebecca Joyce](#)
- [Daryl Pentecost](#)
-

Newquay

- [Kieran O'Sullivan](#)
- [Anna Pipe](#)
- [Michelle Harper](#)

Penzance

- [Ellen Regan](#)
- [Jodie Boyns](#)

* Our fees assume that:

- this is a standard transaction and that no unforeseen matters arise including for example (but not limited to) a defect in title which requires remedying prior to completion or the preparation of additional documents ancillary to the main transaction;

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- that the sellers' title to the property is in order and, if applicable, that you will have no unusual requirements for your mortgage;
 - where applicable, this is the assignment of an existing lease and is not the grant of a new lease;
 - the transaction is concluded in a timely manner and no unforeseen complications arise;
 - all parties to the transaction are co-operative and there is no unreasonable delay from the parties providing documentation;
 - no indemnity policies are required. Additional disbursements may apply if indemnity policies are required.

We will notify you if any unforeseen extra work becomes necessary, e.g. due to unexpected difficulties or if your requirements or circumstances change significantly during the matter. It is unusual for this to happen. If it does, we will agree with you how the additional work will be charged before we start work. Common issues which arise on purchases include:-

- Defective title deeds.
- Negotiated new price with buyer's solicitors if, for example, their survey or valuation gives an unexpected result.
- On the sale of a leasehold flat, obtaining up to date information from the Landlord or Management Company about the service charges, need for repairs on the building, rent, receipts, etc. if you are not able to supply this information.
- If there are excessive delays and a long chain is involved, identifying the other solicitors acting for the various buyers and sellers and obtaining information as to the ability of their clients to proceed and reporting to you.
- Problems over lack of planning documents with your deeds.
- Negative equity.
- Negotiating terms for Buyers to have access pending completion, for example to redecorate, including providing appropriate undertakings signed by them to protect your position.
- Any other unforeseen difficulties.