



Ledingham Chalmers

Residential property services (selling) — pricing

Moving home is one of life's major milestones. That's where we come in. We've got everything you need in one place to make it happen: from straightforward, friendly advice to get you started, to experienced legal specialists who'll negotiate the best deal on your behalf.

Residential property services (selling) — pricing

Selling a home — estate agency and legal services

We offer a complete estate agency service – from pre-sale valuation through to completed sale.

With in-depth local area knowledge, our experts work with you to develop a marketing strategy for your property to achieve the best sale price possible in the shortest time.

We offer a percentage fee quote for our estate agency sales service and a fixed fee for the associated legal/conveyancing work.

What to expect

We first carry out a free property appraisal, give you advice on the current market and the best way to present your property.

Before we can actively market your property, we will need a home report and you'll have to have completed anti-money laundering documentation.

Once we are instructed to sell your property, we will arrange a home report through a chartered surveyor. It is a legal requirement in Scotland for a seller to provide this report before the property is marketed. This does not apply to a new build property as long as it has never been lived in. This cost is paid directly to the surveyor and is based on the property's value.

We offer a range of marketing packages covering website listings, property schedules, professional photography, virtual tours, virtual staging, aerial videos and selective advertising campaigns. We'll recommend one that suits your property and your budget.

How long will it take?

Your property should be on the market within 10 working days of instructing us, provided we have the home report and anti-money laundering documentation in place.

Costs

Our percentage fee for our estate agency sales service is typically 1.0% of the sale price, depending on the location of property and the work involved to achieve a successful sale.

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We will provide you with a written quote after our initial consultation and we'll agree all fees with you before your property is put on the market.

It can sometimes be hard to work out if you're comparing like for like when you're researching costs. We'll make this easy and break costs down and list everything you need so you can see exactly what's included and what your fee covers. We will never disguise a fee as an "additional cost".

By way of example, a sale at £200,000 where we carry out the estate agency and associated legal work would typically incur the following —

Estate agency	£2,000
Conveyancing fee	£650

VAT at 20% will be added to these fees.

If you don't use us for the estate agency element, conveyancing starts at £1,050.

There may be a further charge for unforeseen, additional work. Quotes will be provided before any work begins

Disbursements and outlays

Aside from our legal fees, you'll also have to pay disbursements or outlays, which are costs from third parties that need to be paid as part of the process. Some, like registration dues, are payable to the Land Register and are set according to a scale which it issues.

We can arrange to pay disbursements or outlays on your behalf, but you may have to transfer the funds for that beforehand.

Typical third-party costs include —

- Aberdeen Solicitors Property Centre fee £300
- Property photographs and floorplan prices start at £123
- Property searches £130
- Registration fee for discharge of standard security £80
- Registration dues of advance notice £20
- Company search (if applicable) £45
- Plans report (if applicable) £127
- Bank transfer fees £20

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There may also be miscellaneous expenses such as obtaining copies of missing title deeds, the cost of which can vary depending on the number of deeds required.

These costs are either inclusive of VAT or no VAT is payable.

Marketing package costs

Our £200 plus VAT marketing fee covers aspects including producing schedules, website listings and social media posts.

Plus, our marketing packages start at £423 plus VAT. Our basic package includes ASPC insertion and professional photographs.

Our valuation consultants will make recommendations on what would best suit your needs and budget.

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Selling a home — legal services

We offer a fixed fee service for the legal work when selling residential property in Scotland.

Our typical legal fees for selling a residential property range from £850 plus VAT for simple transactions to £5,000 plus VAT for larger properties with associated complexities.

Where we are also engaged to provide estate agency services, see estate agency services above, we are able to offer significantly discounted legal fees.

What to expect

Every sale of a residential property is different, and we will keep you updated and informed throughout, but here are the typical steps —

Step 1: We take your instructions and give initial advice.

Step 2: If you have not yet received an offer on your property, we will look to obtain your title deeds and have everything on file awaiting an offer.

Step 3: Your dedicated sales negotiator will discuss with you the level of noted interests and set any closing date if appropriate. When an offer has been received, your solicitor will contact you to discuss the offer terms.

Step 4: We then issue a formal written acceptance to the purchaser's solicitor along with the title deeds for them to review.

Step 5: We deal with any title queries from the other solicitor and liaise with you on any further property queries.

Step 6: We obtain a redemption statement for your current mortgage and deal with that at completion.

Step 7: Once the purchasers and their solicitor are happy with everything, they issue a concluding letter. At this point, the contract (or missives) becomes legally binding for all parties.

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Step 8: We liaise with you on the signing of all relevant documentation in relation to the sale and ensure this is all signed in advance of the completion date.

Step 9: We receive the purchase price from the purchaser's solicitor and deal with the repayment of your mortgage, the estate agent and the fees and outlays.

Step 10: We remit the balance of the purchase price to your designated bank account or transfer to your onward purchase if required.

Step 11: We deal with having the mortgage discharged from the title of the property once the mortgage has been repaid.

How long will it take?

The average process takes between six to eight weeks, but it can be quicker or slower depending on the number of parties in the chain or if any complexities related to the title or other details arise.

Costs

We will provide you with a written fee estimate once we have had an initial discussion or email exchange with you to find out all the relevant information for the sale. If there are any expected complications during the sale, we will inform you and discuss any potential impact on price before additional fees are incurred.

It can sometimes be hard to work out if you're comparing like for like when you're researching costs. We'll make this easy and break costs down and list everything you need so you can see exactly what's included and what your fee covers. We will never disguise a fee as an "additional cost".

Disbursements or outlays

Disbursements or outlays are costs from third parties which require to be met as part of the process. These do not form part of our legal fees. Some, like registration dues, are payable to the Land Register and are set according to a scale which they issue.

We can arrange to pay disbursements or outlays on your behalf, but you may have to provide us with the funds to do this beforehand.

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Typical third-party costs include —

- Property searches £130
- Registration fee for discharge of standard security £80
- Registration dues of advance notice £20
- Plans report (if applicable) £127
- Bank transfer fees £20

There may also be miscellaneous expenses such as obtaining copies of missing title deeds, the cost of which can vary depending on the number of deeds required.

These costs are either inclusive of VAT or no VAT is payable.