



March 2024

Sale of a Leasehold or New Build Residential Property Fees Guide

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Indicative fees for residential property transactions

Buying or selling a residential property can be a daunting experience. Not only is it a very significant financial transaction, but the process is also subject to change and it is therefore important that, from the very beginning, you seek proper legal advice.

Unlike some conveyancing firms, an experienced lawyer specialising in residential property will be personally assigned to your transaction and will be responsible for liaising with all parties, chasing progress on your behalf and keeping you updated and fully informed throughout your transaction. We will also do as much as we can to remove any stress from the transaction, identifying and resolving any potential issues as early and as quickly as possible, leaving you free to deal with other matters.

For over 135 years, our Residential Property teams have been serving the local communities in which they operate. It is this local knowledge, combined with the fact that we have, during that time, built up good relationships with local agents and other conveyancing firms operating in our regional markets (including central London) that can make all the difference if issues arise that need the parties to work closely together to resolve them.

"I wanted to send our huge thanks again for successfully completing our sale this week. Your work was really excellent and we are hugely grateful for everything you did to help make it happen. We will continue to recommend you to friends and family!" – Mrs K, London

More details about individual lawyers are shown on their [profile page](#). We use the term "lawyer" to refer to anyone undertaking fee-paying work for our clients. This includes: solicitors; chartered legal executives (CILEx); licensed conveyancers; those training to become solicitors, CILEx or licensed conveyancers; and paralegals. The term "paralegal" is used to refer to someone part-qualified or without a legal qualification, but who may still have a number of years' relevant experience.

We take supervision very seriously and operate team structures where junior individuals' work is supervised by a senior member of the team. By working in this way, we endeavour to offer a cost-effective service while ensuring a consistently high level of client care. You may therefore work with more than one individual during the course of the matter. Occasionally a member of the team may leave, or be away from the office for an extended period. If this is the case, we will tell you as soon as we can and will advise you if the fees are likely to change. We will not charge you for the time spent by a new member of the team reading into your file.

We are an accredited member of the Law Society's Conveyancing Quality Scheme (CQS), the mark of excellence for the conveyancing process.

Helping you understand our costs

The links below are intended to give you an outline of our fees in 5 different scenarios, but once we have been in touch with you to understand the details of your particular matter, we can provide a specific estimate, tailored to your situation.

If you are a developer, we will still be able to assist you, but would need to understand your specific requirements before we are able to give an indicative price for any work that we might undertake on your behalf. If this is the case, we would recommend you contact a member of [our Residential Development team](#) in the first instance.

Sale of a leasehold residential property

Our fees cover all of the work required to complete the sale of your home, including dealing with the redemption of the mortgage.

Conveyancer's fixed fees *

Sale price	Fixed fee	Total including VAT
Up to £250,000	£ 1,350 plus VAT	£1,620
£250,001 - £500,000	£ 1,450 plus VAT	£1,740
£500,001 - £850,000	£ 1,550 plus VAT	£1,860
£850,001 - £1M	£ 1,850 plus VAT	£2,220
Over £1M	0.1% plus £900 plus VAT	From £2,280

A minimum fixed fee of £2,450 plus VAT (£2,940 including VAT), but excluding additional fees and disbursements (below), applies if the matter is dealt with by our team in London.

* Our fee assumes that:

- a. this is a standard transaction and that no unforeseen matters arise including, for example, (but not limited to) an unregistered or defective title, which requires remedying prior to completion or the preparation of additional documents ancillary to the main transaction
- b. this is the assignment of an existing lease and is not the grant of a new lease
- c. the transaction is concluded in a timely manner and no unforeseen complication arise
- d. all parties to the transaction are co-operative and there is no unreasonable delay from third parties providing documentation
- e. no indemnity policies are required. Additional fees and disbursements may apply if indemnity policies are required.

Additional fees

- Electronic money transfer fee (CHAPS) £35 plus VAT (£42 including VAT)
- Onboarding fee £25 plus VAT (£30 including VAT)

Note: the onboarding fee covers the cost of the matter opening tasks and steps we are required to take to comply with our regulatory obligations, including in relation to anti-money laundering.

Disbursements

These 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.

- Management pack (dependent on Management Company)
- Official copies £18 no VAT payable

How long will my house sale take?

How long it will take from your offer being accepted until completion of the sale will depend on a number of factors. The average process takes between 6-8 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, it could take 4-5 weeks. However, if you are selling a leasehold property that requires an extension of the lease, this can take significantly longer, between 6 and 12 months. In such a situation, additional charges would apply.

The precise stages involved in the sale of a residential property vary according to the circumstances. However, please refer to our [Seller's Guide to Residential Property](#) for a more detailed breakdown of what's involved and approximately how long it will take.

"It is a great comfort to know that we have a trustworthy and reliable organisation we can call upon when needed, within a local area to our primary residence." – Client testimonial, Oxford



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March 2024 Public