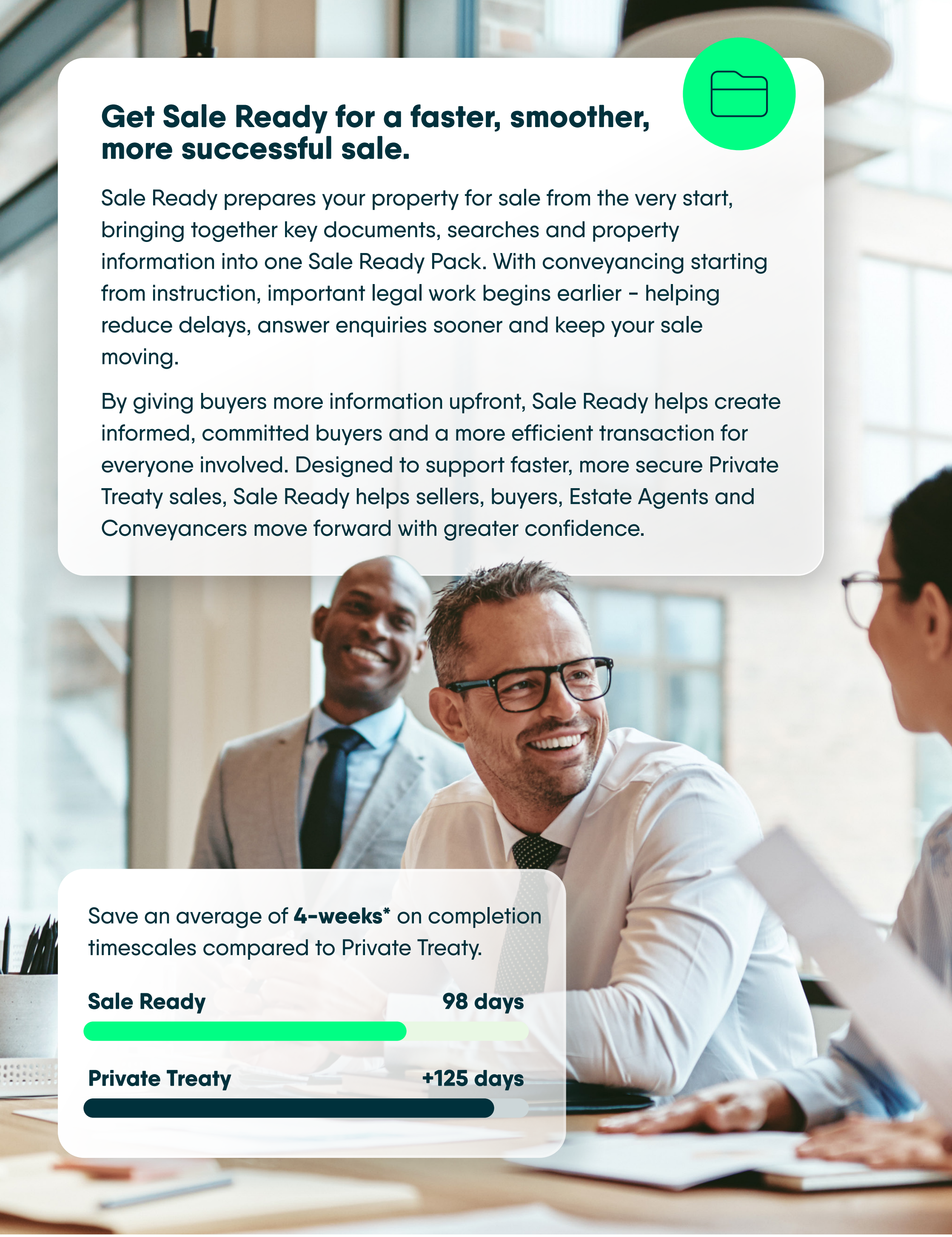
iam property

Sale Ready Legal Packs explained

FAQs for vendors



Get Sale Ready for a faster, smoother, more successful sale.

Sale Ready prepares your property for sale from the very start, bringing together key documents, searches and property information into one Sale Ready Pack. With conveyancing starting from instruction, important legal work begins earlier – helping reduce delays, answer enquiries sooner and keep your sale moving.

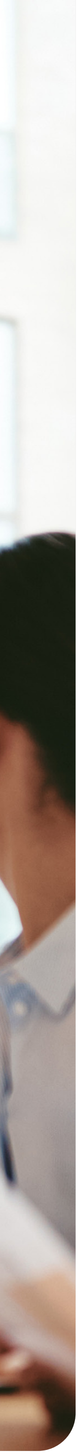
By giving buyers more information upfront, Sale Ready helps create informed, committed buyers and a more efficient transaction for everyone involved. Designed to support faster, more secure Private Treaty sales, Sale Ready helps sellers, buyers, Estate Agents and Conveyancers move forward with greater confidence.

Save an average of **4-weeks*** on completion timescales compared to Private Treaty.

Sale Ready **98 days**

Private Treaty **+125 days**

*From exchange of draft contracts



What's included in Sale Ready?

Sale Ready includes key legal documents, searches and upfront property information, alongside full conveyancing support from instruction. By preparing everything earlier in the process, we help reduce delays and keep your sale moving smoothly.

The Sale Ready Pack includes:

Property information forms
You'll complete a short set of forms that explain important details about your home, helping buyers understand exactly what they are purchasing. Includes:

- Property Information Questionnaire: TA6, and TA7 for leasehold
- TA10 fittings and contents form

Title and ownership documents
We obtain official documents that confirm ownership of the property and outline any rights, restrictions or boundary details. Includes:

- Official copy of Title Register
- Title plan

Property searches
Searches provide important information about the property and surrounding area, and identify potential issues early and includes:

- Local Authority search
- Water and drainage search
- Environmental search
- Climate change report

Legal preparation
Your conveyancer prepares key legal documentation early so your sale is ready to progress once a buyer is found. Includes:

- Draft contract prepared
- Standard Enquiries reviewed

FAQs

How long will the Sale Ready process take?

On average, properties that follow the Sale Ready process complete 4-weeks* quicker than through Private Treaty, taking an average of 98-days. It's important to note that there are no guarantees on timescales.

If your buyer is in a chain, or you are connecting your sale to an onward purchase, you may experience delays outside of our control. However, following the Sale Ready process will ensure any unnecessary delays are minimised.

Why do sales complete quicker if I use Sale Ready?

Completing a Sale Ready Pack before a buyer is found saves valuable weeks in your property sale by getting you legally prepared much earlier in the process.

Will a buyer still raise enquiries on my property?

Your nominated Conveyancer will answer all Standard Enquiries within the Sale Ready Pack, but you should still expect your buyer to raise additional enquiries for their intended use of the property.

You should however see a significant reduction in the volume of enquiries raised.

When does the buyer pay for the Sale Ready Pack?

You can request that the buyer pays £360.00 (inc. VAT) for the Sale Ready Pack on completion. If the sale doesn't complete, the buyer won't incur any costs. During a standard Private Treaty sale the buyer will pay their Conveyancer for searches after a sale is agreed. However, through the Sale Ready process the standard searches are included in the pack, therefore there are no additional cost to the buyer.

What if the buyer doesn't want to pay for the Sale Ready Pack?

The buyer will need to keep in mind that the cost of the Sale Ready Pack will be paid on top of their offer amount.

If the buyer is unwilling to pay for the Pack on completion and follow the Sale Ready process, the offer will still be presented. It is up to you to decide whether that offer is then accepted and you cover the £360 (inc. VAT) pack fee.

**From exchange of draft contracts*

Can the buyer still pull out of the sale if I use Sale Ready?

The Sale Ready process is about legally preparing the property for sale and providing all the required Material Information upfront. With more informed buyers, Sale Ready properties have a lower fall-through rate than Private Treaty, and although the buyer is not contracted to purchase the property and doesn't need to pay a deposit, the risk of withdrawals is significantly reduced.

What happens if my property doesn't sell or I withdraw from the market?

If no buyer is found or the property is withdrawn, you are not liable to cover this cost.

Is the pack information only valid for a certain timeframe, if so, will I be liable for any additional costs if it needs updating?

As part of the Sale Ready service, should any information need updating, or if the searches need to be refreshed, this will be done at no additional cost to you.

The Sale Ready process

- You instruct the Estate Agent to sell your home.
- The Sale Ready Pack is ordered.
- The property is advertised.*
- Sale Ready Pack completed (usually within 14 days).
- Interested party views the Sale Ready Pack.
- An offer is made on the property.
- The Buyer Agreement is signed.
- The Solicitors are instructed.
- The Sale Ready Pack is provided to the buyer's Solicitor.
- Additional enquiries are raised and answered for the buyer's intended use.
- Exchange and completion.

*Sale Ready properties are advertised with the necessary disclaimers about the pack and associated costs.

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