

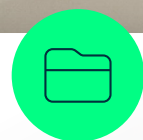


# Sale Ready Legal Packs explained

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

## 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\* sooner 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.

## How much does Sale Ready cost and when do I pay?

A £100 + VAT setup fee is payable when you instruct the service. The remaining £360.00 (inc. VAT) fee is payable on completion of your sale. If your property does not sell, you won't pay the £360 completion fee.

## What if the buyer doesn't want to proceed with Sale Ready?

If a buyer chooses not to proceed with Sale Ready, their offer will still be presented for your consideration.

However, this may impact the speed and certainty of the sale, as the upfront legal information would not be used in the same way. You can then decide whether to accept the offer based on what works best for your situation.

## 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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