



A Guide to a Smooth
and Stress Free Sale
with Nicholsons
 SecureMove

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Nicholsons  SecureMove



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Welcome

Hello, My name is Mark and I'm the founder and CEO at Nicholsons Estate Agents.

Since 2019, we've been serving the people of Bassetlaw, and during that time we have helped hundreds of clients to sell their homes.

In our experience the most difficult and stressful part of selling a property is the conveyancing process after a sale is agreed.

As estate agents often more of our time is dedicated to progressing a sale behind the scenes than it is marketing and selling a house.

Over the last few years, conveyancing times have become longer and its now the norm for a transaction to take up to six months to complete.

The process is also unreliable with around 2 in every 5 sales agreed falling through and failing to go on to exchange contracts.

To combat this Nicholsons have introduced the 🏠 SecureMove process which is proven to speed up transactions and reduce the chance of a sale falling through significantly - making the sale process smoother, less stressful and a more enjoyable experience.

If you would like some more in-depth or bespoke advise on your property please feel free to get in touch, one of our experienced team will be more to offer free, no obligation help and guidance.

Mark Nicholson



The Problem with Property Transactions in England

Have you ever experienced a property transaction fall through?

If you have you will know how stressful and costly this can be.

Whether you're a seller or a buyer - until the point where sale contracts are exchanged, either party can withdraw from a property transaction without giving a reason. There is no route of recourse or compensation available to the innocent party.

Currently - just under two in every five sales that are agreed nationally fail to reach exchange of sale contracts*. The loss of your sale and/or the purchase of your dream home is incredibly stressful. Finding another buyer and then re-securing your purchase, or finding another property that suits your needs is often difficult, and with abortive legal fees, lost search and survey fees the costs can comfortably be into the thousands.

To combat this Nicholsons have implemented the SecureMove process to make property sales quicker, more efficient and more reliable. This makes Nicholsons the safest agent in the area - reducing the chances of your sale or purchase falling through to just one in every twenty.

SecureMove is included within the fees of our Signature Secure package, the details of what's included and how it works are in the following pages.

The Problem with Property Transactions in England

Here are some statistics for you:

- **1 in 3 Property Sales Fall through in Normal Times**

Source: The Times

- **~ 300,000 Property Transactions Collapse Each Year**

Source: TwentyEA

- **£3,337 - Average money lost by home movers due to a sale collapsing.**

Source: House Buyer Bureau

- **>40% Property sales collapse during uncertain economic conditions.**

Source: House Buyer Bureau

- **~ 6 Months of Time Lost due to a Sale Falling Through**

Source: TwentyEA

An Introduction to SecureMove

The SecureMove process significantly reduces legal conveyancing times and the chance of a sale falling through.

This is done by legally preparing our clients and their property with a Buyer Information Pack in advance of their sale being agreed and by putting a law society-approved reservation agreement in place to govern the terms of the sale.

Combining these two elements reduces the chance of a sale falling through from the national average where nearly 2 in 5 sales that are agreed fail to complete, down to just 1 in 20 and saves 6-8 weeks during the conveyancing process.

SecureSale makes property transactions quicker, reduces the chance of a sale falling through significantly - making the sale process smoother, less stressful and a more enjoyable experience



The Buyers Information Pack

The buyers information pack has been put together to give a buyer and their solicitor everything they need to make an informed decision about a property at the point that their offer is accepted.

This allows the sales process to be completed significantly quicker as the legal work, usually done in the first four to eight weeks after the sale is agreed, is completed upfront.

The searches, which can take up to five weeks, are ordered on the day we are instructed by our clients, and are transferable to the successful buyer to be used as part of their legal due diligence.

These searches allow the buyers solicitor to start raising enquiries immediately.

Documents Included in the Buyers Information Pack

- TA6 - Property Information Questionnaire
- TA10 - Fittings and Contents Form
- Land Registry Title Register
- Land Registry Plan
- Historic Land Registry Conveyancing Deeds
- Local Authority Search
- Environmental Search
- Water & Drainage Search
- Mining Search**
- Energy Performance Certificate (EPC)

** Mining search included in relevant areas.

The Reservation Agreement

The reservation agreement is supplied by a specialist 3rd party and has been approved by the law society. It sets the terms around the transaction including completion timescales.

If either the buyer or the seller break the agreement then compensation must be paid and this compensation is awarded to the other party to help with cost that have been incurred such as abortive legal costs, searches and surveys.

Benefits to the Seller

The reservation agreement prevents the buyer from trying to renegotiate a lower offer, without justification, just before exchange of contracts, commonly referred to as “gazundering”. It also awards compensation to the seller if the buyer withdraws because they have simply changed their mind, found something else they prefer or have had an unexpected change in their personal circumstances.

Benefits to the Buyer

The reservation agreement prevents a seller from accepting a better offer from another buyer after the sale is agreed, commonly referred to as “gazumping”. It also awards compensation to a buyer if the seller changes their plans and decides to stay put, withdrawing from the sale.

The reservation agreement is fair by design, so if the sale falls through for a reason outside of the buyers or sellers control the agreement is cancelled and no compensation is payable. A few common reasons where this can happen are:

- The survey throws up necessary repairs, which exceed 1.5% of the value of the property and that were unknown to the buyer.
- The buyer requires a mortgage and the mortgage throws up an issue in their survey that prevents them from lending against the property.
- The buyer solicitor cannot report on the title of the property
- The downward chain collapses.

Selecting a Solicitor

Buyer information packs and reservation agreements are reasonably uncommon so some solicitors may not be familiar with them.

We have a handful of really good conveyancing solicitor which we are happy to recommend to our clients and buyers.

These solicitors understand how the SecureSale process works and the benefits that it brings and can advise on it appropriately.

Speak to the Nicholsons team if you would like a recommendation on solicitors.



Why we can help you

Selecting the best agent to give you advice and help you sell your property is a big decision, especially with so much already going on in your life. Here's why we like to think you'd be wise to choose us to work for you.

Experience

We've been helping the people of Bassetlaw buy and sell their property since 2019, collectively our team has more than 40 years experience, and during that time we have helped hundreds of clients to sell their homes.

Marketing

With the largest following on social media of any estate agency in Bassetlaw, AI targeted advertising, presenter led videos and virtual tours we can offer the greatest level of market exposure in the district. Simply put - we place properties on more screens and in front of more buyers - giving you a better chance of securing a sale.

SecureMove

Selling a property is stressful enough without the worry of a sale falling through once you've found a buyer.

To reduce the chances of a transaction falling through, Nicholsons have introduced a solution called SecureMove, which reduces stress, significantly speeds up conveyancing times and makes property sales more reliable by reducing the fall-through rate dramatically.

For further info click [here](#)

Reviews



We have used Mark and the team 3 times now both buying and selling properties.

With our last property selling within 2 weeks, as Mark is a perfectionist at marketing, and the team go above and beyond to make the experience as smooth and straightforward as possible. Highly recommend!

The other estate agents' marketing isn't a patch on Nicholson's



I truly believe the marketing (images and videos) taken and distributed by Nicholson's are the best in the market. They have a large social media following which encourages interest and ultimately viewings.

The support given once a sale had been agreed was absolutely awesome, keeping us up to date and supporting with information on the chain.

I wouldn't hesitate to recommend!

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