Transparency in Pricing

Conveyancing

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Hansells Solicitors

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RESIDENTIAL PROPERTY

Our Approach to Pricing

At Hansells Solicitors, we understand that every property transaction is unique. Our priority is to provide a service tailored to your individual needs while giving you clear, transparent and upfront information about costs.

Because no two transactions are the same, we calculate our fees according to the anticipated level of work involved. This approach means that our fees are fair, transparent and aligned with the complexity and demands of your matter.

Our dedicated residential conveyancing team will guide you through each stage of your transaction, providing clear communication, practical advice, and a tailored service from start to finish.

Onboarding Fee

In addition to our legal fees and third-party disbursements, we charge an onboarding fee of **£100.00 plus VAT (£120.00 including VAT) per matter** for all residential conveyancing transactions.

This fee covers the regulatory and administrative work required before substantive work can commence, including identity verification, anti-money laundering (AML) compliance checks, conflict checks, client and matter risk assessments, and the opening and set-up of your matter on our compliance and case-management systems.

These steps are required in order for us to comply with our professional and regulatory obligations. The onboarding fee becomes non-refundable once the required compliance checks have been completed and your matter has been formally opened.

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The onboarding fee is separate from any third-party disbursements incurred during the transaction.

Selling a Property

Stages of the Process

A typical freehold sale will involve the following key steps:

1. Taking your initial instructions and providing a tailored quotation.
2. Carrying out required compliance and anti-money laundering checks.
3. Obtaining title documents from HM Land Registry or preparing an epitome of title (for unregistered land).
4. Preparing and sending the draft contract pack to the buyer's solicitor.
5. Responding to enquiries raised by the buyer's solicitor.
6. Sending the contract and transfer to you for signature.

7. Obtaining redemption figures for any mortgage or charge.
8. Agreeing a completion date with all parties and exchanging contracts.
9. Completing the sale, redeeming any mortgage and settling estate agent fees.
10. Transferring the remaining balance to you, in accordance with your instructions.

Factors That May Make a Sale More Complex

Certain circumstances may increase the complexity of a sale, including:

- Restrictions or unusual entries affecting the title.
- Leasehold ownership.
- Some or all of the property being unregistered.
- Adverse entries revealed in the buyer's search results.
- Title defects requiring investigation or rectification.

If any issues of this nature arise, we will discuss them with you and explain any impact they have on overall cost or timescale.

Fees for Selling a Property

Our fees for selling a freehold property valued up to £1,000,000 range from £1,150 (plus VAT) to £2,500 (plus VAT).

For properties valued above £1,000,000 or sales by auction, we provide a bespoke quotation.

Additional charges may apply for certain work. Examples of such costs are provided in our Menu of Additional Charges, which can be found at the end of this document.

If any work is required outside the scope of the original quotation, we will notify you promptly and agree any additional costs before undertaking further work.

Disbursements (Sale)

Disbursements are costs that are payable to third parties, which we arrange payment of on your behalf. Typical sale disbursements include:

Disbursement	Fee	VAT	Total
Anti-Money Laundering (AML) check	£14.00	£2.80	£16.80
Office copy document (Land Registry)	£8.80	£0.00	£8.80
Bank transfer charge	£25.00	£5.00	£30.00

Example – Freehold Sale at £250,000

Below is an illustration of the typical legal fees and disbursements you could expect to pay for a straightforward sale transaction of a freehold property valued at £250,000.00:

Fee/Disbursement	Fee	VAT	Total
Legal fee	£1,250.00	£250.00	£1,500.00
File storage fee	£10.00	£2.00	£12.00
AML check	£14.00	£2.80	£16.80
Onboarding fee	£100.00	£20.00	£120.00
Office copies (Land Registry)	£17.60	£0.00	£17.60
Funds transfer admin fee	£15.00	£3.00	£18.00
Bank transfer charge	£25.00	£5.00	£30.00

Please note: this is an illustration. A personalised quotation will confirm your exact costs.

Selling a Leasehold Property

Leasehold sales are more complex due to the need to review the lease, deal with additional enquiries, and obtain information from the Landlord or Management Company.

For leasehold properties valued up to £1,000,000, an additional fee of 50% (plus VAT) of the basic legal fee applies. For leasehold properties valued over £1,000,000, we provide a bespoke quotation.

In addition, third-party fees for leasehold information packs are often payable. The fees typically range from £75 (plus VAT) to £500 (plus VAT).

Referral Fees

On occasion, we may pay a referral fee to a third party who has introduced you to our firm. This does not affect the cost to you, the quality of service you receive, or the independence of our advice.

How Long Will a Sale Take?

The average timescale for a residential sale is around 18 weeks (Rightmove, February 2025). However, timescales may vary depending on:

- The number of parties involved in the chain
- Mortgage arrangements
- The speed of third-party responses
- Complexity of title
- Issues arising from enquiries

We will keep you updated throughout and advise you of any anticipated delays.

Assumptions Underpinning Our Fees

Our quotation fees assume that:

- The transaction proceeds without unforeseen complexity
- No defects in title require additional investigation
- There is no need for additional documentation outside of standard conveyancing work

If additional work becomes necessary, we will inform you promptly and explain any impact to our overall costs.

Purchasing a Property

Stages of the Process

A typical freehold purchase will involve the following key steps:

1. Taking your initial instructions and providing a tailored quotation.
2. Carrying out the required compliance and anti-money laundering checks.
3. Receiving and reviewing the contract pack from the seller's solicitor.
4. Undertaking searches.
5. Confirming finances are in place, reporting on mortgage offer and liaising with your lender (where applicable).
6. Raising enquiries with the seller's solicitor.
7. Advising you on documents and search results.
8. Sending the contract and transfer deed to you for signature.
9. Exchanging contracts.
10. Receiving completion funds from you and your lender.
11. Completing the purchase and paying Stamp Duty Land Tax (SDLT).
12. Registering your ownership with HM Land Registry.

Factors That May Make a Purchase More Complex

Certain circumstances may increase the complexity of a purchase, including:

- Part or all of the property being unregistered.
- Title defects, such as absent easements or rights of way.
- Missing planning permission or Building Regulations documents.
- Property comprising of more than one title.
- Adverse search entries.
- Overage, uplift, or pre-emption provisions.

Fees for Purchasing a Property

Our fees for purchasing a freehold property valued up to £1,000,000 range from £1,250 (plus VAT) to £2,650 (plus VAT).

For properties valued above £1,000,000 or purchases at auction, bespoke quotations are provided.

Additional charges may apply for certain work. Examples of such costs are provided in our Menu of Additional Charges, which can be found at the end of this document.

If any work is required outside the scope of the original quotation, we will notify you promptly and agree any additional costs before undertaking further work.

Disbursements

Disbursements are costs that are payable to third parties, which we arrange payment of on your behalf. Typical purchase disbursements include:

Disbursement	Fee	VAT	Total
Anti-Money Laundering (AML) check	£14.00	£2.80	£16.80
Searches pack	£246.80	£0.00	£246.80
Land Registry official search (OS1)	£8.80	£0.00	£8.80
Bankruptcy search	£7.80	£0.00	£7.80
Bank transfer charge	£25.00	£5.00	£30.00
SDLT Check	£10.00	£2.00	£12.00
Lawyer Check	£15.00	£3.00	£18.00
Land Registry fee (starting at)	£20.00	£0.00	£20.00

Example – Freehold Purchase at £250,000

Below is an illustration of the typical legal fees and disbursements you could expect to pay for a straightforward purchase transaction of a freehold property valued at £250,000.00:

Fee/Disbursement	Fee	VAT	Total
Legal fee	£1,350.00	£270.00	£1,620.00
File storage fee	£10.00	£2.00	£12.00
AML check	£14.00	£2.80	£16.80
Onboarding fee	£100.00	£20.00	£120.00
Searches pack	£246.80	£0.00	£246.80
SDLT Check	£10.00	£2.00	£12.00
Lawyer Check	£15.00	£3.00	£18.00
Land Registry OS1	£8.80	£0.00	£8.80
Bankruptcy search	£7.80	£0.00	£7.80
Funds transfer admin fee	£15.00	£3.00	£18.00
Bank transfer charge	£25.00	£5.00	£30.00
Stamp Duty Land Tax (if applicable)	£2,500.00	£0.00	£2,500.00
Land Registry fee	£150.00	£0.00	£150.00

Please note: this is an illustration. A personalised quotation will confirm your exact costs.

Stamp Duty Land Tax

The amount of Stamp Duty Land Tax (SDLT) payable depends on your purchase price and individual circumstances. You can use HMRC's online calculator to calculate the amount of SDLT payable.

Purchasing a Leasehold Property

We are not currently acting on leasehold purchase or leasehold remortgages due to ongoing issues relating to the Building Safety Act 2022. We continue to monitor developments and will update our position as necessary.

How Long Will a Purchase Take?

The average timescale for a residential purchase is around 18 weeks (Rightmove, February 2025). However, timescales may vary depending on:

- The number of parties involved in the chain
- Mortgage arrangements
- Third-party response times
- Complexity of title
- Results of searches or surveys

We will keep you informed throughout the process and provide regular updates on progress and anticipated timescales.

Remortgaging a Property

Our fee for a standard remortgage is £850 (plus VAT).

Additional Services

Some transactions require work outside the scope of a standard sale, purchase or remortgage. Examples include:

- Preparing additional deeds
- Rectifying title issues
- Dealing with complex lender requirements
- Specialist searches

Additional costs may be applicable for these services, depending on the extent of work required. Examples of such costs are provided in our Menu of Additional Charges, which can be found at the end of this document.

Your Conveyancing Team

Our residential conveyancing team has over 60 years of collective experience in freehold and leasehold transactions, remortgages and complex title matters. We also act for high-net-worth clients in premium and high-value transactions.

Full details of our team can be found on our website.

Hansells Solicitors

Menu of additional charges

Residential Property

Indemnity policies
£50 + VAT per policy (purchase only)

Statutory Declarations / Statements of Truth
£300 + VAT

Not acting for Client in BOTH sale AND purchase
£150 + VAT

Declaration of Trust
£300 + VAT

Certification of POA for existing Client
£15 + VAT

Giftors
£60 + VAT per Giftor

New Build fee
£500 + VAT

Unregistered property (sale or purchase)
£200 + VAT

Help to buy ISA fee
£50 + VAT

Certification of POA for new Client
£25 + VAT

Administration fee for postage of original documents to Land Registry
£10 + VAT

Administration fee for postage of documents to be sent post-completion (which cannot be sent electronically)
£10 + VAT

Freehold Management Pack administration fee
£150.00 plus VAT - £450.00 plus VAT each

Lifetime ISA (LISA)
£50 + VAT