

Fee Transparency – Residential Property Sales

At Neale Turk Rochfort Solicitors, we are committed to providing clear, upfront, and tailored pricing for every residential sale. Our fees and disbursements vary depending on the specific circumstances of your sale, including:

- Whether you have a mortgage to repay
- Whether the property is freehold or leasehold
- If you're repaying a Help to Buy loan
- If there are any third-party loans secured on the property

To give you an accurate and transparent quote, we need details about your individual transaction. We are happy to provide a no-obligation estimate – just get in touch.

Contact Us for a Quote

Email:

- Keren Vinall-Morgan – keren@n-t-rochfort.co.uk
- Lisa Clements – lisa@n-t-rochfort.co.uk
- Donna Draper – donna@n-t-rochfort.co.uk

Phone:

- Lisa or Donna – 01276 20551

Fixed Fee Pricing – Sales with a Mortgage

Freehold Sales

Sale Price	Fee (Excl. VAT)
Minimum Fee	£1,250.00
£250,000 - £500,000	£1,675.00

£500,001 - £600,000	£1,875.00
£600,001 - £750,000	£2,075.00
£750,001 - £1,000,000	£2,175.00
£1,000,001 - £1,500,000	£2,675.00
£1,500,001 - £2,000,000	£3,175.00

Leasehold Sales

Sale Price	Fee (Excl. VAT)
Minimum Fee	£1,500.00
£250,000 - £500,000	£1,950.00
£500,001 - £600,000	£2,275.00
£600,001 - £750,000	£2,475.00
£750,001 - £1,000,000	£2,675.00
£1,000,001 - £1,500,000	£2,975.00
£1,500,001 - £2,000,000	£3,350.00

Note: VAT at 20% is applicable on all fees.

What's Included in Our Fee

Our standard fixed fee includes:

- Checking the legal title and drafting the contract
- Responding to buyer's solicitor's enquiries
- Redeeming your mortgage
- Ensuring funds are received and transferred securely

- Liaising with landlords/managing agents to obtain necessary sale information and consents
 - Settling your mortgage and providing final financial statements
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What's Not Included (Subject to Additional Fees)

Additional costs may apply for:

- Repayment of third-party loans
- Complex identity or anti-money laundering checks
- Sales involving more than one registered title
- Conditional or optional contracts
- Delays or contractual issues from either party
- Unforeseen legal complexities

Additional work is charged at £325/hour + VAT, and we will always inform you in advance if such fees apply.

Additional Expenses (Disbursements)

In addition to our fees, you will be responsible for third-party disbursements. These include:

- **Land Registry documents:** £8.80 per document
- **Telegraphic Transfers:** £49.50 + VAT per transfer
- **Anti-Money Laundering Search Fee:** £14.40 + VAT per person
- **Mortgage lender redemption fees:** Varies – check your mortgage deed
- **Freehold Management Pack (if applicable):** £200–£500 + VAT
- **Leasehold Sales (if applicable):**
 - Landlord's Sale Pack & Consents: £200–£500 + VAT (estimate)
 - Managing Agent's Fees: Varies (not possible to estimate)

- Landlord's Consent Fee: Varies (not possible to estimate)
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Key Stages of a Residential Sale

1. ID Verification

We must verify your identity before starting. This usually takes a few days, assuming prompt responses.

2. Contract Pack Preparation

We review title and prepare the contract documentation. Timeframe: up to 2 weeks.

3. Buyer Enquiries

We liaise with you to respond to the buyer's legal and practical queries. Timeframe: 2–3 weeks on average.

4. Buyer's Mortgage & Surveys

The buyer arranges funding, surveys, and searches. This stage is led by their solicitor and usually takes 6–8 weeks.

5. Exchange of Contracts

Once all matters are resolved, contracts are exchanged. Timeframe: typically 10–16 weeks from instruction.

6. Completion

You vacate and the buyer pays the remaining balance. Usually 1–4 weeks after exchange, though same-day exchange and completion is possible.

Factors That May Delay the Process

- A long or complex property chain
- Probate sales (delay due to Grant of Probate)
- Title or planning/legal issues
- Leasehold sales – delays obtaining consents/information from landlords or managing agents (a frequent cause of delay)

Our Service Approach

We work in dedicated teams, each led by a qualified Solicitor, Fellow of the Institute of Legal Executives, or Licensed Conveyancer with at least 7 years' experience. Your team leader will manage the legal work and supervise the process throughout. On instruction, we will confirm your dedicated team members and contact details.

For clear, reliable legal guidance throughout your sale, contact us for your bespoke, no-obligation quote today.
