

*Helping our clients to achieve*

## **Article: ‘For sale .....eventually!’**

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**by Alex Preshaw, partner specialising in residential property**

Direct line 01256 854635 email [apreshaw@phillips-law.co.uk](mailto:apreshaw@phillips-law.co.uk)

‘Despite the barrage of criticism, Home Information Packs (HIPs) are here to stay’, writes Alex Preshaw, partner at Phillips specialising in residential property ‘and if you are planning to sell your house you’ll need a HIP, whether your buyer wants one or not! And while you may be more concerned about the lack of buyers this spring, you still must have ordered a HIP before you can put up your ‘for sale’ sign.’

So who should organise the pack for you? Your estate agent can or your solicitor. Most of the contents are legal documents so it’s a good idea to ask your solicitor to provide the pack for you because they can check that there are no legal difficulties and explain the contents to you. The pack contains your home’s title deeds, local searches and an energy performance certificate rating the property’s energy efficiency on an A to G scale.

How much are these packs? Surprisingly much less than government predicted – we offer the pack to our clients at £295+VAT, which you can pay upfront or take the option to defer payment until completion of your transaction. What’s more, this is not an incremental cost – rather a substitution for what you would have paid further down the line as a buyer: for example, the searches and the energy performance certificate on the new property that you want to buy.

So have the packs speeded up the buying process? ‘On the contrary they have become a barrier to the whole process’ says Alex Preshaw, ‘the theory was that by forcing the seller, rather than the buyer, to compile key documents before the house hit the market, it would stop lengthy delays. But this has not been the case - the average time to sell a house has climbed to a record high in recent months and government research shows that home buyers are ignoring the documents and around 80 per cent do not even ask for a pack before making an offer for a property. But our advice to you is - ask your solicitor to organise the HIP for you alongside all the usual legal work that has to be done anyway.’

Call us now to help you move on 01256 460830 or visit our website for more info at [www.phillips-law.co.uk](http://www.phillips-law.co.uk)

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