

### **13 Tips: When buying or Selling a house.**

1. Speak to a Solicitor first as he or she will be able to advise you on any pitfalls. Do not be pressured in to using the estate agents 'preferred' or "panel" Solicitor. Some agents receive a commission from Solicitors for referred instructions. You will more than likely end up meeting this unnecessary additional cost.
2. Ask the agent if they are receiving a commission for their referral.
3. If you go down this route ask the Solicitors if they are paying a commission and whether this is hidden in their charges.
4. Avoid being referred by a mortgage broker to a Solicitors you don't know or who are out of the local area.
5. A conscientious Solicitor will want to meet you and form a lasting business relationship whereas Solicitors who are involved in referral fees or who are Internet based are more likely only in it for the money.
6. Telephone around for detailed estimates and ask for confirmation in writing of the full cost breakdown.
7. Use a Solicitor you know or who is recommended. They will not want to see their reputation tarnished.
8. Avoid using Solicitors you have never heard of or large conveyancing 'factories' where you can never speak to the same person or the matter is being dealt with by 'a team'.
9. When you chose a Solicitor make sure the conveyancing process is being supervised by someone suitably qualified. Remember, job descriptions such as conveyancer or fee earner usually mean that this person is not legally qualified. Ask the question – if it isn't, consider another option.
10. Make sure the Solicitors firm is accredited by the S.R.A.
11. Remember, cheapest is not always the best value – look for hidden extras.
12. Check out The Legal Ombudsman's 'Ten Questions to ask your lawyer about conveyancing and costs (<http://www.legalombudsman.org.uk/>).
13. Finally, use an experienced local Solicitor who will take an interest not only in you but also in receiving your instructions.