

HIPS & Your First Choice Estate Agent



You will have seen a huge amount of information in the press over the last few months about this highly contentious topic. We at Chancellors are aware of the issues for our clients and are able to help through our unique placement in the market.

For our views on this Government initiative please read on. If you would like more specific advice and information regarding the impact of HIPs on your situation, please call 0800 454 898 or go to www.chancellors.co.uk for your local office contact details.

With the Government changing their plans at the last minute our Chairman, James Scott-Lee FRICS, will explain some of the key issues presented at the last draft of the new legislation as well as outlining how Chancellors' MoveFirst service has allowed us to get ahead of the game.



"It was proposed that from June 1st 2007 you will require a Home Information Pack (HIP) before your property can be placed on the market for sale. This has been changed by Yvette Cooper in the face of a strong legal challenge by the RICS and a realisation that with only 520 Domestic Energy Inspectors fully accredited the HIPs Regulation if implemented on the 1st June would have resulted in chaos. New regulations now need to be drafted and properly consulted on and whilst alterations to the draft regulations are still expected, as things currently stand it is the Government's intention that a HIP will be needed before being able to market the majority of properties in the UK by the end of the year.

The roll out of the HIP is planned to follow interim legislation that is said will enable the following:

- The roll out started on 1st August for properties with 4 or more bedrooms.
- From the 10th September the requirement was extended to properties with 3 or more bedrooms.
- Smaller properties will require a HIP at some stage but as yet this phasing in is not clearly defined.
- Until the end of the year, as long as a HIP has been applied for a property can be marketed.

Please bear in mind the schedule for implementation may change and we will of course be able to keep you updated if requested.

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The HIP pack is expected to need to include: an Energy Performance Certificate (EPC); title documents, searches and if leasehold, the lease as well as accounting information etc. Other optional documents can also be included such as a Home Condition Report (HCR) survey.

HIPs Will Disturb The Market

All change takes time to come to terms with so we are expecting the market to quieten after HIPs becomes compulsory. This has not been the case so far as we have received as many instructions this year as we did in the same period last year albeit less 4 or more bed roomed properties. In anticipation of the changes we expect the run up to each implementation to be very busy. Selling when demand is high and supply is short usually produces a better price. We still do not have enough properties in many price ranges to satisfy the demand from prospective buyers.

So instruct Chancellors now!

Home Information Packs Special Offer

You should be aware that we expect all properties listed for sale by us before the implementation date for that size of property to be exempt by law from requiring a pack until the end of the announced interim period (31st December 2007). We can offer a full and unobtrusive marketing package on a no sale, no fee basis to all wishing to take the opportunity to avoid this deadline.

If you are considering a possible sale in the next year we would urge you to bear in mind the implications of this legislation. To arrange a free marketing appraisal of your home at no obligation, please contact our local office. We will be happy to give full information regarding the impending legislation as well as useful advice on the market and preparing your property for marketing.

So What Has Chancellors Done About HIPs?

Movef1rst demonstrates our commitment to improving the selling process and we have demonstrated it works:

- Movef1rst is similar to a HIP with title information being requested and management issues being investigated when the property starts being marketed.
- Lawyers are instructed so that a draft contract and other important documentation can be made available as soon as we find a buyer. This can significantly reduce the time to exchange and means the purchaser is presented with an information pack full of solutions to any conveyancing matters which would in the past have coursed confusion and nervousness.
- The lawyers on the panel are used to working in a HIP way and have full online access to its contents in real time during the phases of its production.

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HIP Content

All HIP packs are required to contain:

- Index
- EPC
- Sale Statement
- Proof of Title
- Standard searches

If Leasehold:

- Lease
- Service charge statements
- Out goings reference service charges, ground rent, insurance etc.

First Day Marketing

The regulations used to state that marketing may not commence until the HIP and the required content has been made available. This we expect to be the case from the beginning of 2008 but until then as long as a HIP has been ordered then the regulations will have been satisfied.

Once we reach 2008 we are advised by Government that first day marketing will no longer be possible. All the "required" information must have been collected before marketing can begin. Our suppliers are geared up to meet this requirement so we can commence marketing with the minimum of delay.

How much will it cost?

It will cost you nothing when you instruct us to market your property under our Movefirst package!

Please drop in to your local branch or call us on Freephone 0800 454 898.

We look forward to hearing from you".

James Scott-Lee FRICS

Chairman

The Chancellors Group of Estate Agents Ltd (trading as Chancellors, Anscombe & Ringland and Russell, Baldwin & Bright)