BUYERS AND SELLERS / FREE DOWNLOAD

How to Reduce the Risk of a Sale Falling Through

Simple preparation that can avoid expensive surprises.

Front-load the facts

Sellers should collect title, approvals, guarantees, EPC and leasehold information where applicable before marketing. Buyers should ask early about access, charges, physical condition and any known restrictions.

Check funding before making promises

Buyers should obtain reliable borrowing advice and understand their deposit. Sellers should ask about the buyer's position without assuming an agreement in principle equals a final mortgage.

Use suitable professional checks

A survey, searches and legal enquiries can reveal matters that need resolution. Treat that discovery as useful information, even when it affects the timetable.

Agree a communication rhythm

Ask each side's solicitor and agent which outstanding items could stop exchange. Track one accountable person and an expected next step for each issue.

Keep contingency plans

Chains can break for reasons outside your control. Avoid non-refundable commitments until timing is reliable, and keep funds available for unforeseen repairs or moving delays.

FIVE QUESTIONS TO ASK

☐ Which key documents are missing?

☐ Are mortgage and survey milestones on track?

☐ Has the chain changed?

☐ Who owns the next action?

☐ What is our fallback if dates move?

COMMON MISTAKES TO AVOID

- Assuming early disclosure guarantees a sale
- Ignoring known defects until enquiries
- Making costly move arrangements before exchange

TRUSTED SOURCES

https://www.gov.uk/government/consultations/home-buying-and-selling-reform/outcome/home-buying-and-selling-reform-roadmap

https://www.gov.uk/buying-a-home

https://www.gov.uk/selling-a-home

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