

HIPS made EASY

BEFORE a house can be put onto the market it is now MANDATORY for a Home Information Pack for the property to have been ordered. From 1st June 2008 it will be the case that a HIP will actually have to have been obtained before a house can be marketed.

A Pack contains relatively limited documentation about a property, mostly relating to legal title, but the central piece of information is a DOMESTIC ENERGY PERFORMANCE CERTIFICATE. A Pack is intended to give potential buyers more information "up front" in order to kick-start the selling and buying process for all concerned, and to identify problems with the property that would cause delay once lawyers are instructed to look after the seller's and buyer's interests.

FOR CLIENTS OF **GORDON BROWN ASSOCIATES** THERE ARE MANY REASONS TO BE CHEERFUL, WHERE HIPS ARE CONCERNED:-

1. **WE ARE BEST PLACED TO PREPARE YOUR HOME INFORMATION PACK** whether you are selling your property through one of our Estate Agency branches or not – more so than other Estate Agents, because we are also residential conveyancing solicitors and have been successfully so for more than 30 years. The important parts of the Home Information Pack are documents and paperwork which are essentially **legal** documents and which we automatically source, evaluate and prepare for all of our selling clients. Most Estate Agents will actually instruct legal search agencies to prepare HIPs on their behalf, and the legal implications of matters arising from the Pack will not be realised or reported by these Pack Providers

A HIP is essentially a legal pack, not a marketing pack, even though it is required in order for the property to be marketed. Leave the marketing to the Estate Agent and the Pack to the lawyer.

2. **WHEREVER** your property may be - Sunderland or Southampton, Gateshead or Guildford, Chester le Street or Chelsea – we are qualified to prepare your HIP. A HIP that we have prepared can be used to market your property through any Estate Agent, wherever their office may be. Because we work hand-in-hand with our own Estate Agency staff we work well for you as a team with any Estate Agent, as we understand what the Agent wants.
3. **A VARIETY OF METHODS OF PAYMENT AND PRICING STRUCTURES** are available, ranging from discounted fees for pre-payment to long-term credit facilities with several options in between.
4. **WE CAN GET YOU YOUR ENERGY PERFORMANCE CERTIFICATE QUICKLY**, through our close association with a locally-based National Panel of Domestic Energy Assessor. This puts us in a great position to get your house on the market quickly. We will, using our direct computer links, arrange for your Energy Performance Certificate (EPC) in minutes at a time convenient to you.

Our Domestic Energy Assessor will advise you on simple ways to improve the energy efficiency of your home before your Energy Performance Inspection is carried out, to achieve the highest possible Energy Efficiency and the Environmental Impact Ratings for your property in your EPC.

6. **YOUR GORDON BROWN ASSOCIATES HIP** will be portable, unlike those produced by some Estate Agents. Where you want to change your Estate Agent you may find that you need a "new HIP", meaning unnecessary delay, double the work and - what could be worse - double the cost! This will not apply with our HIP. Our HIP will be truly portable to take wherever you want.
7. **WE OFFER AN "ADDED VALUE" HIP.** The basic HIP provides only the required information but, because we're coming at the situation for a lawyer's point of view, we can go the "extra mile" for you. We will get the additional information that is not required by the basic HIP, but will be required by the eventual buyer's lawyer, and iron out all the potential issues that may delay your sale. So, when you do have a buyer and really want to progress your sale there will be no unforeseen issues to delay matters; e.g. missing consents from the original builder to recently built conservatories - perhaps the most common stumbling block in modern conveyancing.

8. **WE ARE A TRUE ONE-STOP PROPERTY FIRM**, ONE OF VERY FEW FIRMS IN THE AREA TRULY COMBINING ESTATE AGENCY AND LEGAL SERVICES. Other agents say they offer this service, but really only recommend a separate firm of lawyers and so cannot control the whole property-selling procedure from start to finish - SO -

WE GET YOU MOVING FASTER