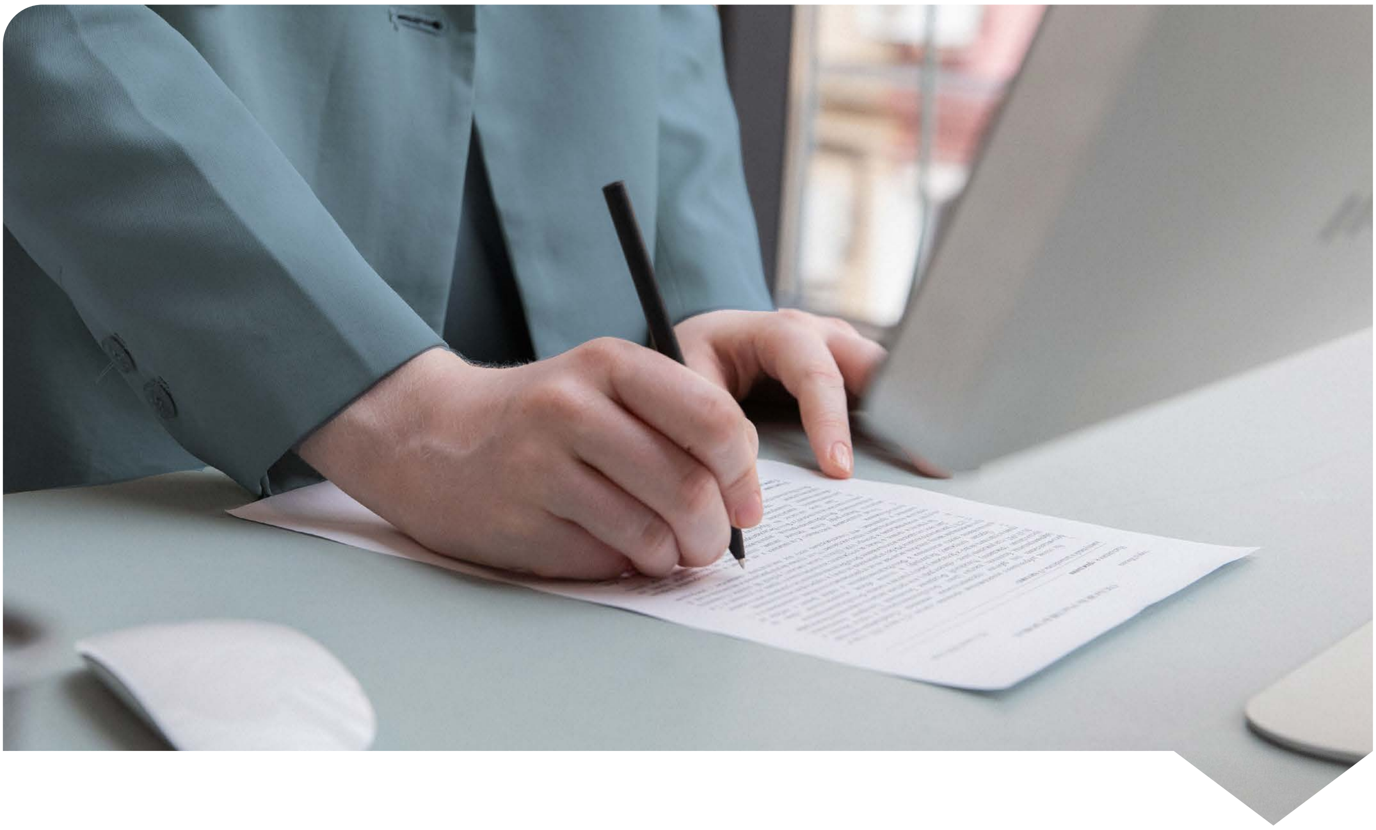
Lightning Legals

ACCELERATED • ASSURED • CONVEYANCING

A guaranteed speedy, fair, legal transfer of residential property assets.



A 'guaranteed fast' conveyancing service to help investors and other cash buyers secure high value deals

Lightning Legals is an innovative new service tailor made for Investors and discerning homebuyers who want to buy off-market property. Lightning Legals enables the buyer to offer the seller a 'packaged sale process', like an auction but quicker, in-private and at less overall cost.

This bespoke product is used where the investor/homebuyer has sourced the seller themselves and is utilising their own cash or an authorised bridging facility to finance the deal.

BUYERS MARKET

CBH Cash Buyer Hub

Triple A

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Triple A Transactions and Cash Buyer Hub are wholly owned brand of **Buyers Market Property Group Ltd**

Attributes of the new service

Lightning Legals Platform

Utilises: accurate, real-time data to assess completion risks early in the transaction lifecycle. It then continuously monitors this risk, keeping all parties informed of the projected completion date.

Avoids: delays due to survey or legal information appearing late in the conveyancing process and revealing legal or property condition issues. CBH pro-actively filters the transaction for potential obstacles and looks for solutions at the first opportunity.

Assists: sellers to realise their residential property assets quickly and with certainty.

Removes: the uncertainty of the traditional conveyancing model where the respective solicitors have no obligation to progress the transaction expeditiously and where lenders or chains on the buying or selling side can hold up progress.

Comparison of traditional sale conveyancing and auctions processes with lightning legals

Traditional

- Seller's Material information from Estate Agents can often be held back from buyers
- The absence of an up-front survey of the property condition or value can often lead to 'late surprises' that wreck the deal
- Lenders have the capacity to make late changes to their lending criteria or sums approved and often do
- In the average 5 months taken, illness and job losses intervene to hold up or end the transaction
- Waiting for minor, insurable information such as Local Authority searches can hold up completion
- The sale, in many cases, may be dependent on other parties completing their sale .ie. in a Chain
- The entire 'Chain' might break due to one party pulling out
- One solicitor may be a sole business owner and gets 'too busy' to deal with important issues
- No one can plan with any certainty as 25% of all conveyances fail to complete

Auctions

- The auction process forces buyers to pay a non-refundable deposit on property that a buyer successfully bids on.
- Properties can often have hidden structural problems that are not raised in the Auction Selling Pack.
  When your survey reveals this and that the property may be un-mortgageable it is too late to back out.
- Auctions are very public and sellers often value their privacy as a main priority
- Auctions charge the buyer a fee of around 3% of sale value
- Modern Method Auctions (MMA) are online auctions which take over a 28 days timeframe for sellers and buyers and then allows 56 days to complete legals- ie. 54 days plus
- Reservation fees charged to winning bidders is high at 4 - 5% of sale price

Lightning Legals

- A guarantee of a 28-day completion is provided with most completing in 14 days or less.
- The buyer and seller have signed 'performance-based contracts' independently with CBH to ensure commitment to completion
- As a 'Peer to Peer' cash buyer transaction there are no lenders or chains to hold things up
- The solicitor firms are selected and authorised by CBH to act for our clients based on their skill at expedited conveyancing and their adherence to our Service Level Agreement (SLA)

Why use Lightning Legals?

Speed

The deal is protected by a guarantee to complete within 28 days at the latest, although normally within a target date of 14 days, possibly earlier. Where the guaranteed timeline is not met, there will be no charge from CBH, although all other regular legal fees, including the Legal Pack, shall be due to be paid.

Certainty

CBH will recommend one of their authorised panel solicitors who has the necessary skills and systems to be able to move quickly and apply industry-approved solutions such as Title Insurance to items such as delayed information where there is no intrinsic risk to providing good title for the property or leading to a loss of assumed amenity of the property.

Any solutions used to complete the transaction on time will be industry-approved and should not result in any diminution in the fitness of the Title. The service-focused contracts which the Buyer and Seller sign with CBH reflect the same conditions which CBH agree in their SLA (Service Level Agreements) with the buyer and seller solicitors.

This third-party contractual structure with built-in commitments is impossible to achieve with a standard buying -selling solicitor arrangement.

The Lightning Legals third-party facilitation process means CBH can contract directly with the seller and the buyer to enable them both to commit to the process in terms of information supply, timeliness, and commitment to complete with accepted conditions and penalties for failing to comply.

Transparency

An Investor Buyer may be accused of being compromised by offering to pay or even recommending the conveyancing solicitor to the Seller. In this situation the difficulty can often be how to control the seller's chosen solicitor from delaying the sale due to their lack of incentive to act quickly and sometimes unwillingness to apply available solutions to problems that arise.

The Investor pays the seller's legal fees. CBH acts as independent facilitator for both parties. This protects the deal. CBH secures a pre-appointment agreement from the seller. This agreement comes before the seller appoints their solicitor. Once appointed by CBH, the seller tells their chosen solicitor about the signs agreement. This contract commits the seller to act in a diligent orderly, and timely way.

Value

The additional fee paid by Seller and Buyer to CBH for facilitating the transaction is a small price to pay by both parties to avoid all the expense of a failed or a late transaction. The CBH process helps avoid the seller's expense of having to re-market the property or an Investor's expense of the lost opportunity. Certainty is an under-valued virtue in the world of home buying and selling.

Lightning Legals Typical Costs

Illustration of costs based on a £260,000 purchase

The total Lightning Legals service costs are the combination of the following:

Cost of Service – to the Buyer (Investor/Homebuyer)

Buyer conveyancers' legal fee plus disbursements	£1300 (estimate)	
Phase 1 Legal Pack	£250	
CBH Facilitation Fee	£450	
	Total	**£2000 +VAT**

Cost of Service – to the Seller

Full Legal Pack	£700	
Seller Conveyancers' Legal fee plus disbursements	£1000 (estimate)	
CBH Facilitation Fee	£450	
	Total	**£2150 +VAT**

Legal Pack contains:
RICS Level 2 Homebuyer Report with valuation and Traffic light condition report, EPC, Search Pack consisting of Local search, Water & Drainage search, Environmental search, Title search, Title Plan plus all other specialist searches as advised and necessary.

Where Investor is paying for the legal fees	**Total**	**£4150 +VAT**

Comparison with Traditional conveyancing

Cost of Service – to the buyer-legal fees		£1800 +VAT
	Valuation survey	£700 +VAT
	Total	**£2500 +VAT**
Cost of Service – to the seller-legal fees		£1100 +VAT

Total buying & selling costs	**£3600 +VAT**

How Lightning Legals works

Step 1

An introducing party – such as a cash buyer, investor, homebuyer, seller or agent – contacts CBH to arrange a Lightning Legals conveyance and completes the information request form. CBH immediately orders the Phase 1 Legal Pack, paid for by the introducing party.

Step 2

Once the Phase 1 Legal Pack is received, CBH reviews it alongside the form details, including the buyer and seller, property address, description and offer price. CBH then carries out an immediate Transaction Risk Assessment (TRA) to assess whether the transaction is suitable for accelerated completion and categorises it as Clear, Contingent or Fail.

Step 3

CBH responds to the introducing party as soon as possible, and no later than four hours, confirming whether the transaction can proceed. If the assessment is Fail, the TRA cost is non-refundable, though this should occur in fewer than 5% of transactions. If accepted, CBH asks the buyer to sign and return the standard CBH buyer contract, including commitments on information, performance and payment. CBH then asks the seller to sign and return the CBH seller agreement.

Step 4

Once the signed agreements are received, CBH orders the full Legal Pack for the property.

Step 5

At the same time, CBH uses its Solicitor Selection Criteria to choose suitable independent buyer and seller solicitors from its authorised panel. CBH then contacts both parties with service quotes and cost details for the recommended firms. Once both parties accept the solicitors' appointment terms, the legal work can begin.

Step 6

CBH maintains regular contact with both law firms and, where needed, the buyer and seller, while continually updating the TRA. If the TRA or either law firm identifies issues that may delay completion, CBH works with the solicitors to discuss and implement available solutions.

Step 7

The solicitors agree to exchange contracts and complete at the same time, unless the buyer, seller and CBH agree otherwise. The seller's solicitor then distributes the sale proceeds to the relevant parties, including CBH for the Legal Pack and facilitation fee.

Why risk delay when Lightning Legals can assure you today?

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