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Do I Need To Use A Local Solicitor?

Making your move more expensive than it needs to be

There are many expenses when one buys or sells property, and it seems that there is an endless queue of people asking for your money before you can finally buy or sell your home. This report deals with one specific cost – your legal conveyancing costs.



Introduction

“Do I need to use a local solicitor for my Conveyancing or Re-Mortgage?”

This may seem like a strange question to you. Perhaps you have never even *considered* using anyone other than a local solicitor. Perhaps you are unaware that there are other options – better options.

Turning the question on its head is a good way of looking at this issue:

“Why do I need to use a local solicitor?”

There is perhaps only really one good reason why you would want to use a local solicitor: - because you can walk into their offices and meet them face-to-face.

This raises a second question doesn't it?

"Why do I need to meet my solicitor face-to-face?"

Every day most of us trust people that we've never met face-to-face with things of importance to us.

- Insurance for our cars, homes or possessions
- Mortgages
- Our investments, savings and pensions
- The Education of our children
- Even our weekly shop (if we use a home delivery service)
- Our utility providers
- Our car mechanics

It's a simple matter of trust – we entrust professional, qualified individuals and organisations with things that matter to us – even if we don't know them or have never met them. Their experience, qualifications and reputations are all of the assurance that we need to trust them to do their jobs well, and act on our behalf.

Conveyancing doesn't need to be treated or viewed any differently – and by *not* using a local solicitor you could actually benefit significantly. Read on to see how:

A Trade Secret

Most of us are painfully aware that we live in “rip-off” Britain. Well, here’s a little secret that you may have guessed at... on many occasions (but not all), when your Estate Agent “recommends” a local solicitor, they will receive a financial “thank you”. This can be a small thank you – but it can also be as much as £400 or more! The commission costs inevitably get passed on to the customer and push up the cost of using the solicitor – so you end up paying more.

The Alternative To A Local Solicitor

Did you know that there are conveyancing “Supermarkets” operating in the UK? Think of them as the “Tesco”, “Sainsbury’s” and “Asda” of the conveyancing marketplace – offering a consistent, quality product at a competitive price. These operations are very well staffed, efficient, experienced and cost-effective. They are the alternative to using a local solicitor. They are 100% qualified solicitors, registered with the law-society. They have proper offices and handle the conveyancing business for large broker networks and the like. They are also receptive to handling the conveyancing on behalf of people such as you, and partly use the Internet as a medium to win this business.

This is great news for you, as you can compare quotes from some of these conveyancing “Supermarkets” on conveyancing comparison websites such as www.agentquote.co.uk, www.totalconveyancing.com and www.quotecompareconvey.co.uk.

Here are some of the advantages of using a “conveyancing Supermarket” over your local solicitor:

Economies Of Scale

Your average local solicitor is likely to be a small firm, and is unlikely to be dedicated to or have a department dedicated to conveyancing. This means that they will be unable to pass on any savings to you through economies of scale. Large solicitor firms who compete for business via the Internet are usually very efficient operations, handling hundreds of cases a day. They have the staffing levels to be able to begin your case without any delay, and can command some good discounts on the costs that are usually passed onto you.

Expertise

Your local solicitor is unlikely to specialize in conveyancing – whereas the solicitors who compete via the Internet for business are highly specialized in conveyancing. They have systems and departments dedicated to the process, and very much expertise. These solicitors will have already come across most of the *unusual* circumstances that can arise during the conveyancing process – and will already know how to best steer the ship through troubled waters. Your local solicitor may have no such experience or knowledge, and may slow down the process while they get to grips with the issues at hand.

Communication

Despite being local, you may find your local solicitor is not a good communicator, necessitating a trip to the premises to try to get any information on progress. This is rarely the case with a “conveyancing Supermarket”. Adequate staffing levels and multiple phone lines ensure that your queries can be promptly answered. These firms have usually invested heavily in on-line case tracking systems – allowing you to simply log-in to see progress. They also often guarantee to respond to queries within a given timeframe.

In Conclusion

Local Solicitor	National Solicitor (Conveyancing “Supermarkets”)
Local – so you can visit face-to-face; but even so – sometimes unexpectedly prone to communication problems	Communications conducted efficiently and securely by telephone, email & post. On-line case tracking is provided as standard in most cases.
Often small, multi-disciplinary and tied in with local estate agents. Some experience of conveyancing, but perhaps not familiar with <i>all</i> of the strange problems that can crop up.	Large, dedicated, well staffed and experienced – usually familiar with all of the strange intricacies of conveyancing that can come up from time to time, simply because of the large volume of business handled on a day to day basis.
Often comparatively expensive	Usually <i>hundreds</i> of pounds cheaper
Well known locally, so may have a good reputation – which is important to you.	The internet is brutal with companies who give bad service – so read the reviews.

We hope that this document has helped you to see that using a local solicitor isn't necessarily the **best** or **only** option open to you, and that you could really save some money, and have a better experience by instructing a nationally based solicitor.

So, why not get a quotation from:

www.agentquote.co.uk, www.totalconveyancing.com or
www.quotecompareconvey.co.uk

and see how much you could save.