

REVOLUTIONARY CONVEYANCING



Welcome

to the first edition of our new corporate newsletter, designed to give you a greater insight into Convey Law and to introduce you to some of the fantastic people who work with us.

What a tempestuous year it has been so far. If the elements, including snow and volcanic ash, were not enough to bring a level of uncertainty to the conveyancing market place this year, try adding a general election and a football world cup!

With David and Nick forming the first coalition government for more than 80 years, we look ahead to see what this government has in store for the housing market and the investors that have driven it through the last few years.

The new government certainly hasn't been slow to act in the removal of Home Information Packs. Some would say that their decisive action in suspending HIPs on the 21st of May was as reckless as the legislation was flawed, with potentially thousands of jobs lost as a result. I firmly believe that quick, decisive action is always necessary as far as the housing industry is concerned. If you are going to do it – do it. Delaying the inevitable would have certainly affected the market with vendors delaying marketing their properties, pending the abolition of HIPs.

It is definitely going to be a very interesting year for the housing industry, as we wait to see what the new Housing Minister, Grant Schaps, has in store for us and the effect that his housing policies will have on the property market in terms of activity and house prices.

Hopefully you'll find our newsletter fun and informative and to keep you reading this issue - we're running a competition. Somewhere in this newsletter we have hidden a small, silver piggy bank pig – affectionately called 'Colin'. Spot Colin and WIN a FREE bottle of champagne, delivered to your doorstep. The first correct email entry is the winner. Good luck.

Lloyd Davies
CEO Convey Law

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Contact Us

Convey Law
Maxwell Chambers
34-38 Stow Hill
Newport
NP20 1JE

www.conveylaw.com

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Good is the enemy of GREAT?



Becoming a good company is a relatively straight forward process in an established legal environment. Becoming a great company is something much more difficult.

As one of the largest specialist conveyancing companies in the UK, we act for a wide range of businesses including estate agency chains, mortgage lenders and mortgage broker networks. Our philosophy is to be the very best at what we do and exceed our clients' expectations.

We aim to offer exceptional legal advice and a quality of service which is second to none for all of our clients. In our industry the need for attention to detail is of paramount importance, as is the need for accuracy, punctuality and speed. The ever increasing use of email and mobile phone technology has meant that we have had to adapt our working practices to suit the needs of our clients and our introducers.

Communication is the key to our success moving forward. Our challenge lies in keeping all parties informed of the progress of their transactions and processing those transactions as quickly as possible. To this extent we have invested in one of the most sophisticated case tracking systems in the conveyancing marketplace.

No amount of technology can replace the need for human telephone contact, when required. Every one of our clients and introducers are provided with a nominated conveyancer, giving them one point of contact at Convey Law for all of their enquiries.

Our most important assets are the individuals that work within our environment and the way that we all interact as a team. The attitude and commitment of our staff will ultimately dictate if we are to achieve our goal.

Moving from being a good company to a company acclaimed by others as a great company, is a challenge that we will relish over the years to come.

"I wish every company had such good service, the staff at Convey Law are so friendly and so helpful"
Mr & Mrs Smith

"The transaction went through really easily and everything was so easy to understand. Thank you all!"
Miss Gaffney



Ask Ceri?

What is a 'Know Your Neighbour' search and should I have one?

This search is a comprehensive guide which provides details relating to your prospective neighbours and neighbourhood.

The data supplied in the report includes local information on the property sector, education, health, law and order, an aerial photograph of the property and detailed planning information on the surrounding area.

As the mantra goes 'Location, Location, Location'. I'd highly recommend this search especially if you are buying in an area that you are unfamiliar with. It's always better to have too much information in relation to the environment immediately surrounding your new investment; the alternative is to regret it!

Ceri Howells
Senior Conveyancer at Convey Law

You could WIN a FREE bottle of champagne!

Somewhere in this newsletter we've hidden a small silver piggy bank pig called "Colin" (just like the one below).

Spot the wee little piggy and you could WIN a FREE bottle of champagne, delivered to your doorstep.

The first correct email entry to arrive is the winner. The race is now on - have a good look through and get Colin spotting. Good Luck.

Email your guess to mfeehan@conveylaw.com



Fundraising at Convey Law

We are dedicated to raising as much money as we can to aid our favourite charity, the Ty Hafan Children's Hospice. Ty Hafan offers comfort, care and support for life-limited children and young people and is dedicated to improving the quality of life of their whole family.

Our aim is to raise £2,000 per month for Ty Hafan.

So far this year we've managed to raise £9,394.50.

April was a bumper month for our fundraising and below are some of the fund raising activities that we took part in throughout the month of April.



tŷ hafan
providing care
being there

FREE Legal Fee Competition

Please enter our Ty Hafan FREE Legal Fee competition

With your help we could raise over £2,000 for Ty Hafan, if all our clients take part in the competition, every month!

We need your client's assistance in helping these children and their families.

- Your client's pay £5 to enter our competition on completion of their transaction.
- They will then be entered into the prize draw that is held each month.
- If they WIN their Basic Legal Fees will be refunded back to them by Convey Law.

Full details of the competition have been outlined in our Transaction Guides.

Please help us to help these children and their families.

You can find more details about our Free Legal Competition at www.conveylaw.com.



London Marathon 25th April

Congratulations to Tracey Havelot who ran the London Marathon for the first time in aid of Ty Hafan.

Tracey is a conveyancing assistant in Sara Watkins' team. Tracey trained every evening and on weekends, whilst still attending college, and was determined to finish the race in good time and with maximum sponsorship.

Not only did Tracey finish in 4hrs 28mins but she has also raised just over £1,000 for Ty Hafan.

Well done Tracey - maybe you'll be running with some other members of staff next year?



Midnight Sleep Walk 30th April



19 female members of staff took part in the eight mile Midnight Sleep Walk through Cardiff in their pajamas, raising £1,473.50 for Ty Hafan.

Lloyd Davies and Rob Hosier also volunteered as walking (beer) marshals.

Well done ladies and I'm sure you're all looking forward to taking part again next year!

Coalition and the housing market

We take a look at the new policies that will affect the housing market over the coming months



Home Information Packs Suspended

The decision to abolish HIPs can only improve the entire process of home buying and selling.

The Home Information Packs have been unnecessary and expensive, hindering an already fragile housing market. These packs were never in the interest of the consumer. In suspending HIP's the total cost of selling a home will lower, and a pointless regulation will be removed from the buying process. Sellers will still need an energy performance certificate, before marketing their home. The decision to suspend and ultimately get rid of HIPs is unlikely to be popular with the thousands of people who trained as home inspectors to as they see their industry disappear.

Capitol Gains Tax Increases

It is feared that this could cause investors to sell off their shares and their second homes. Two years ago, Alistair Darling simplified CGT by axing various reliefs in return for a low flat rate of 18%. We are now potentially returning to the pre-2008 system, with rates of 20 %, 40 % and 50%. This bitter pill could be sweetened with the government bringing back taper relief, a scheme that will reward long term ownership by gradually reducing the tax on assets owned for three years or more before sale.

Any major changes to CGT could have significant issues for the housing industry with a potential quick flood of property sales designed to beat the new tax regime, followed by famine as landlords sit tight on their investments, waiting for the right time to sell.

Will the new coalition government help First Time Buyers?

For first-time buyers struggling with large deposits, high rates and tight credit checks (you can now be rejected for not having a landline), the new coalition government is likely to make little difference. The number of approvals may be 20 per cent higher than a year ago, according to Bank of England data, but the average age of a first-time buyer, with no help from mum and dad, is now 37!

At Convey Law we provide a 'First Time Buyer Product' offering a discounted fee structure to help these guys along.

We're doing our bit Mr Cameron!



"The documentation was very accurate and I was kept in touch by Claire Fords' team every step of the way. I'd recommend your company as everything ran very smoothly".

Mr Childs

"The service was very quick and superb, it couldn't have gone any better. Gareth Richards was brilliant".

Mr Mallet

"I had used your services before and found Convey Law to be excellent and would definitely use you again. I've already recommended you to family and friends".

Mr Dixon

New Faces at Convey Law

With the housing marketing picking up, we have welcomed thirteen new faces to Convey Law. Our new members of staff will help to strengthen our conveyancing teams as we strive to provide an excellent conveyancing service for all of our clients.



Back Row from left to right: Alex Harris, Donna Weymouth, Kathryn Birt, Sarah Duanee, Helen Rogers, Toni Finn and Emma Selfridge.

Front Row from left to right: Frances Wilson, Sarah Farrell, Sarah Mason, Danielle Harris, Luisa Carter and Shellie Ivins.

Introducing **Rob Hosier** - our New Sales Account Manager



Rob Hosier

Sales Account Manager

Direct Dial: 01633 261212
Mobile: 07971 249968
Fax: 01633 261261
Email: rhosier@conveylaw.com

We would like to take this opportunity to introduce our New Sales Account Manager, Rob Hosier. Rob has worked in our conveyancing environment for a number of years.

With the knowledge and experience gained working hands on as a Conveyancer, Rob is ideally placed in his role as our sales account manager and is readily available to assist introducers and clients with any conveyancing problem or question that they may have.

Rob's role is to develop and maintain new business relationships and to help to develop conveyancing products and packages that are tailor made for our clients and our introducers of business.

Rob's contact details are to the left and should you have any problems or questions, please do not hesitate to contact him.

You can also catch up with Rob via his blog at www.conveynews.com where you can also read articles that may help you to secure new business and keep you up to date in relation to the current conveyancing, business and property market.

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First Time Buyer Stamp Duty Land Tax Relief

Certain criteria need to be met before a buyer can be considered eligible for this Stamp Duty Land Tax relief. The buyer or buyers, if a joint venture, must not have previously owned a property anywhere, here or abroad. If a partner has previously owned a property and the other has not, that couple would not be entitled to stamp duty relief.

The property must be the buyer's one and only home, buy-to-let investors will not qualify for this relief. Gifted or inherited property owners would also be excluded from this tax relief. Lawyers and tax experts believe that this relief will be very difficult to police. The onus is on the buyer to declare that they have not previously been property owners. Now is the time for more consistent, innovative long-term policies on housing. The Government needs to listen and take advice from professionals within the industry.

It will be interesting to see what the new government has to offer the housing market. It would be difficult for them to do worse than their predecessors!

Are you missing your HIP commission?

You could earn over **£200**

Receive **FREE EPC's** and set your own commission on every legal case.

Contact Rob Hosier on

01633 261212

rhosier@conveylaw.com

for further details.



HIPs Abolished

With the suspension of HIPs, with immediate effect from 21st May 2010, there are numerous questions that our conveyancers are being asked by buyers and sellers. Below are the most frequently asked questions in relation to the HIP legislation.

Home Information Packs: Questions and Answers

I am just about to put my house on the market. Do I still need a HIP?

Homes put on the market on or after the 21st May 2010 will no longer need a HIP. However, you will need to have commissioned, but not necessarily received, an Energy Performance Certificate before marketing can start.

My home is already on the market with a HIP - do I have to do anything?

No. Sellers still need to provide an EPC to potential buyers under separate legislation but that should be included in your HIP.

I have ordered a HIP but have not received it yet - what should I do?

You should contact your HIP provider as soon as possible. The duty to have a HIP will be suspended on Friday 21 May and homes put on the market on or after that date will not need one, although you will still need to have commissioned but not necessarily received an Energy Performance Certificate before marketing can start.

Can I reuse the EPC I received in the HIP when I come to sell my home if it (the EPC) is more than 3 years old?

Yes. Following the suspension of HIPs, all EPCs will be valid for 10 years.

I know there was a HIP produced for the house I am buying but the agent is now refusing to provide a copy - is that right?

Yes. There is no longer a duty on estate agents to provide a copy of the HIP to potential buyers.



If you still have a HIP question that you need clarification with, just go to our news website www.conveynews.com where we have a more in-depth question and answer article on HIPs.

Welcome to www.conveynews.com

Over the last 18 months we have developed Convey News as a comprehensive news website with all the latest news and events within the UK conveyancing industry.

The Convey news website has been designed specifically for Estate Agents, Conveyancers and Mortgage Advisors.

Simply choose which specialist section of the site you wish to view to enter the section of the site specific to your industry all be it Estate Agent, Conveyancer or Mortgage Advisor. Live news feeds are available to view, bringing you up to the minute advice and information. Our Links section will allow you to access websites that are relevant to your area of interest.

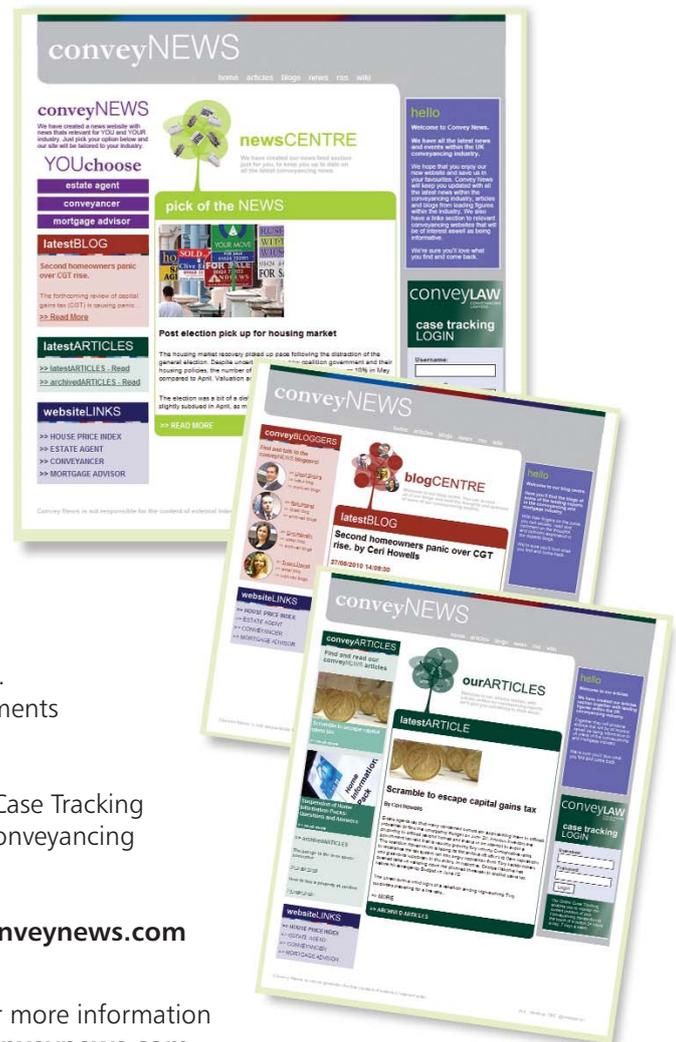
Read some of the fantastic articles and blogs our experts have written. Please feel free to enter into a debate with our bloggers, via our comments section at the end of their blogs.

You also have the option on the home page to log in and access our Case Tracking Facility, e365 - enabling you to monitor the current position of your conveyancing transactions at the touch of a button 24 hours a day, 7 days a week.

We hope that you enjoy our Convey News website and save www.conveynews.com to your favourites. Please let us have your comments on the site.

You could also promote your products or services to our audience. For more information on media advertising on convey news, please email: advertising@conveynews.com.

If you'd like to suggest an idea for an article for Convey News or contribute in any way please contact Tracey Davies the Convey News editor, please email: tdavies@conveylaw.com.



"I would recommend Convey Law any day. Marion Wood was excellent, she answered all my questions and was happy to spend time with me on the phone if I didn't understand anything. Great service".
Mrs Rust

"Phill Edwards' team were fantastic and always on the ball. I couldn't fault them".
Ms Drewniak

"I would recommend Convey Law to my friends and family. I had a remortgage case and Cheryl Head was lovely. She was very helpful and very informative. The paperwork you sent out was very clear and very easy to understand. Thank you".

Mr and Mrs Hopkins



Movie Star Party Night
 All staff at Convey Law had a great time at our first party night for 2010.
 Not long until our Summer Party!

Each month our outstanding members of staff are given the opportunity to win achievement awards.
 Here are our winners with their June Awards.



Sara Watkins Team - Team of the Month
 Most Completions and Ty Hafan Star Award



Natalie Arr - Employee of Month



Claire Fords Team - Fastest Timelines



Cheryl Head - Client Service Award

Convey Law
 Maxwell Chambers
 34-38 Stow Hill
 Newport
 NP20 1JE

Telephone: **01633 22 33 44**
 Email: **info@conveylaw.com**
www.conveylaw.com
www.conveynews.com

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 LAWYERS