

A HOW-TO GUIDE

Navigating the Chain: Everything Sellers and Buyers Need to Know



MEYERS
MOVING BEYOND EXPECTATIONS



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ABOUT MEYERS

With Meyers, You'll Feel The Care.

We're a family run business, which influences the way we work. Our customers always come first and the service you receive from our 'family' of experienced professionals is tailored to exactly meet your individual needs.

Selling? We accompany around 90% of our viewings and we specialise in fast sales for customers so we aim to call you back by the end of the day.

Mortgages? Our great local connections mean you can be referred to respected and friendly professionals.



We're better value. We believe our service will not be beaten by any local agency.

We give back to the community. Our community fund has raised over £300,000 for local good causes since 2011.

Our philosophy is simple. We're friendly, experienced, determined, great value and absolutely focused on you. We really look forward to hearing from you.

Mark Meyer



Contact Us Today

Trusted Property Experts

Strong Links for a Seamless Move.

If you're new to the moving home process, the idea of a property chain might feel overwhelming. However, with a good understanding of how chains work and what to expect, you can be well-prepared to manage your home move effectively.



Being informed is key to avoiding surprises and keeping everything moving smoothly.

We know that buying or selling a home can be stressful without the added complexity of a property chain!

Unfortunately, when multiple transactions are linked, one delay can affect every part of the chain. It's important you have peace of mind and recognise how to keep things moving, so here's everything you need to know.



KNOWLEDGE HUB

What is a Property Chain?

A property chain is when several linked transactions need to complete simultaneously for each buyer and seller to move.

Each person in the chain relies on others to complete their part of the process. If one sale is delayed or falls through, it can impact everyone and cause significant disruption.

For example, if one person in the chain cannot secure their mortgage in time, it can delay the completion for every other party involved. Understanding how chains operate helps you plan and manage your move.

While chains can sometimes present challenges, they also have benefits.

- For sellers, a well-connected chain can mean multiple committed buyers and a structured timeline.
- For buyers, it provides a clear path to securing a new home with co-ordinated completions.



KNOWLEDGE HUB

How Long is a Property Chain?

The length of a chain varies depending on how many buyers and sellers are linked together.

A short chain might involve just two transactions, while a longer chain could include four or more linked sales, each dependent on the others.

Each link in the chain must complete on the same day and delays at any point - such as waiting for a mortgage offer or fixing survey issues - can hold up the whole process.

The longer the chain, the greater the chance of encountering complications. However, staying proactive and organised can help reduce the risk of delays.

- Shorter chains typically move faster because there are fewer parties involved, reducing the risk of delays.
- Longer chains require more coordination as multiple buyers, sellers, and conveyancers must align their timelines to ensure a smooth transaction.



KNOWLEDGE HUB

What Does Chain-Free Mean?

Being chain-free generally means fewer complications and a more straightforward sale process.

- Chain-free buyer: Typically, a first-time buyer or a cash buyer with no property to sell. They can often move quickly.

- Chain-free seller: A seller with no onward purchase, perhaps moving into rented accommodation or another property they already own.

Chain-free transactions tend to be faster and less stressful because there are fewer moving parts. If you're part of a chain, having a chain-free party at either end can simplify things considerably and help create a more predictable timeline for your move.

It also reduces the chances of a transaction falling through, giving everyone involved greater peace of mind.



UNDERSTANDING THE CHAIN

Why are Property Chains Often Challenging?

Property chains rely on things running smoothly at every link. The more people involved, the higher the chance of delays or unexpected issues.



Several factors can cause delays, so it's important to stay flexible and work closely with your estate agent and conveyancer.

- Waiting for mortgage approvals can push back timelines.
- Issues in a survey may require renegotiation or repairs.
- Missing documents or unclear property boundaries can cause setbacks.
- Illness, job changes, or personal matters can affect proceedibility.



UNDERSTANDING THE CHAIN

What are the Risks Involved in a Property Chain?

While most property chain are completed successfully, there are always risks to consider. It's essential you stay informed and work with professionals to reduce these risks.



- **Chain collapse:** If one person pulls out, it can disrupt the entire process.
- **Delays:** Even minor delays can add stress, increase costs, and complicate arrangements.
- **Gazumping or gazundering:** Though uncommon, these practices, where a seller accepts a higher offer (gazumping), or a buyer reduces their offer (gazundering) - can derail a sale.



UNDERSTANDING THE CHAIN

How to Keep Your Part of the Property Chain Moving

Here are some practical tips to help you keep your chain on track and avoid unnecessary delays:

- Keep important documents handy and respond quickly to requests from your solicitor or estate agent.
- Regular updates with your estate agent and solicitor help avoid misunderstandings and keep things moving.
- Being open to adjusting your moving date can help the entire chain align.
- A good conveyancer can anticipate potential problems and work to resolve them quickly, keeping your transaction on track.



DID YOU KNOW?

Nearly one-third of all property transactions in the UK involve a chain.

UNDERSTANDING THE CHAIN

How Your Conveyancer Can Help Manage Your Property Chain



Conveyancers play a vital role in keeping the process running smoothly. They are your key point of contact for managing the legal side of your move and ensuring each stage happens on time.



Having an experienced conveyancer on your side can make a big difference to how smoothly your move progresses.

A good conveyancer will:

- **Manage timelines:** Making sure everything happens in the correct order and at the right time.
- **Identify and resolve issues:** Quickly addressing any problems that arise.
- **Provide regular updates:** Keeping you informed so you know what to expect next.



- **Coordinate with other professionals:** Ensuring that communication between estate agents, mortgage lenders, and surveyors is clear and consistent.



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Find out why more people than
ever are trusting Meyers to sell
their home.



Selling your home?

**For a free expert or instant
valuation, head to
meyersestates.com and find
your nearest branch partner
who can help.**

If you have instructed another agent on a sole agency and/or sole selling rights basis, the terms of those instructions must be considered to avoid a possible liability to pay two commissions.