

THE BUYERS' GUIDE



KENSINGTON®

Finest Properties International



YOUR GUIDE TO BUYING WITH KENSINGTON FINEST PROPERTIES INTERNATIONAL

PREPARATION

BUYERS

As a buyer, the first step is to assess your finances and establish a clear budget. If you require a mortgage, securing an Agreement in Principle (AIP) early on will strengthen your position when making an offer. It is also essential to consider additional costs such as stamp duty, legal fees, surveys, and deposits, ensuring you are fully prepared for the financial commitment. Once your budget is set, defining your property preferences will help refine your search. Communicating these preferences to us will allow us to identify the best options for you and arrange viewings accordingly.

YOUR SOLICITOR

Ideally, you should contact your solicitor as early as possible in the process to avoid any delays. If you already have a solicitor, inform them when you decide to buy a property so they can prepare for the legal work ahead. If you have not yet appointed a solicitor, it is advisable to do so before making an offer, as this will help speed up the process once your offer is accepted.

KENSINGTON'S ROLE

At KENSINGTON Finest Properties International, we take time to understand your needs and recommend properties that align with your lifestyle and investment goals. We arrange and accompany you on viewings, offering insights to support confident, informed decisions.

As part of our legal duties, we must verify your identity and the source of your funds under UK Anti-Money Laundering (AML) regulations. In some cases, enhanced checks may apply—for example, for overseas buyers or politically exposed persons (PEPs). We'll guide you through this process efficiently and discreetly.

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OFFER

BUYERS

Once you find a property you love, the next step is to submit a formal offer through us. This offer should include any conditions, such as being subject to survey or mortgage approval. At this stage, having your finances in place is crucial, as a strong financial position can improve your chances of securing the property.

YOUR SOLICITOR

After your offer is accepted, you must formally instruct your solicitor to begin the legal process. The first step involves Know Your Client (KYC) and Anti-Money Laundering (AML) checks, which are legal requirements to verify your identity and confirm the source of your funds. Your solicitor will also request proof of identity and address, such as a passport or driving license, along with a recent utility bill or bank statement. If you purchase with a mortgage, your solicitor will work with your lender to complete financial checks and ensure the funds are available. You may be asked to provide bank statements and details of your deposit to confirm the legitimacy of your funds. Once these checks are complete, your solicitor will proceed with legal searches and review the contract details provided by the seller's solicitor.

KENSINGTON'S ROLE

Our team at KENSINGTON will act as your representatives during negotiations, working to secure the best possible deal on your behalf. Once an offer is agreed upon, we will prepare the Memorandum of Sale, which outlines the terms and confirms the details of the transaction for all parties involved. We ensure that communication remains clear and that all aspects of the agreement are documented correctly.





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LEGAL PROCESS

BUYERS

After your offer is accepted, the legal process begins. You should arrange for a surveyor to assess the condition of the home and identify any potential structural issues. This step is optional, but we recommend conducting a survey to determine the state of the property.

Additionally, if you are using a mortgage, it's crucial to finalise your mortgage application and work closely with your lender to ensure a smooth approval process.

You will also need to carefully review the legal documents provided by your solicitor and respond to any inquiries in a timely manner to keep the transaction moving efficiently.

YOUR SOLICITOR

Your solicitor will order and review property searches, including local authority checks, environmental assessments, and water and drainage reports. They will also examine the title deeds, planning permissions, and any legal restrictions that may affect the property.

During this stage, your solicitor will raise enquiries with the seller's solicitor to clarify any concerns, such as boundary disputes, rights of way, or outstanding service charges (for leasehold properties).

This stage is often the most time-consuming part of the transaction, as multiple legal checks must be completed before moving towards contract exchange.

KENSINGTON'S ROLE

At KENSINGTON, we act as a central point of communication between all parties. If any issues arise during the survey or legal checks, we will advise you on the best course of action, whether that be renegotiating the price, requesting repairs, or seeking legal clarification.

Our role is to keep the process moving smoothly, ensuring you remain informed at every stage.

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EXCHANGE OF CONTRACT

BUYERS

Before exchanging contracts, you must ensure your financing is entirely in place. If purchasing with a mortgage, the formal mortgage offer must be received and accepted by this stage.

Before signing, you should carefully review the final contract with your solicitor to ensure you fully understand and agree to all the terms.

You must also transfer the deposit - typically 5-15% of the purchase price - to your solicitor before the contracts are exchanged. We recommend doing this a couple of days before the contract exchange is scheduled so as not to delay any process.

Finally, you must agree on a completion date with the seller, which will determine when the final balance is paid and the property changes ownership. This date is usually set for a few days or weeks after the exchange, depending on mutual agreement.

YOUR SOLICITOR

Once all legal inquiries have been satisfied and you are ready to proceed, your solicitor ensures that the final contract is correctly signed and all required documentation is in place.

Exchange of Contract is usually carried out through a recorded telephone conversation between both solicitors. From this point onward, you are legally committed to the purchase. If you withdraw after the exchange, you risk losing your deposit and may face further legal consequences.

Your solicitor is responsible for transferring the deposit to the seller's solicitor as part of the formal exchange process.

KENSINGTON'S ROLE

We will support you in reviewing the final details before exchanging contracts. Once the exchange occurs, we will help with any final preparations leading up to completion day.

Stage 4





YOUR GUIDE TO BUYING WITH KENSINGTON FINEST PROPERTIES INTERNATIONAL

COMPLETION

BUYERS

On completion day, you must ensure that your solicitor has received the mortgage funds (if applicable) and any remaining balance of the purchase price. Your solicitor will then transfer these funds to the seller's solicitor.

Once the payment is confirmed, your solicitor will inform you.

YOUR SOLICITOR

Once all legal inquiries have been satisfied and you are ready to proceed, your solicitor ensures that the final contract is correctly signed and all required documentation is in place.

Exchange of Contract is usually carried out through a recorded telephone conversation between both solicitors. From this point onward, you are legally committed to the purchase. If you withdraw after the exchange, you risk losing your deposit and may face further legal consequences.

Your solicitor is responsible for transferring the deposit to the seller's solicitor as part of the formal exchange process.

On the morning of completion, your solicitor transfers the remaining balance of the purchase price to the seller's solicitor. This includes any mortgage funds (if applicable) and the buyer's deposit.

Once the seller's solicitor confirms receipt

of funds, your solicitor notifies you and the estate agent that the transaction is complete.

Your solicitor then begins the post-completion process, which includes submitting the necessary documents to the Land Registry to transfer ownership to the buyer officially. They will also handle payment of Stamp Duty Land Tax (SDLT) (if applicable) and ensure that the mortgage lender's interest in the property is registered.

KENSINGTON'S ROLE

Once the payment is confirmed, your solicitor will notify us at KENSINGTON that the transaction is complete. We will then facilitate the exchange of keys and conclude the sale.

We are here to support you through every stage, making your property sale as stress-free as possible.

Stage 5

YOUR GUIDE TO BUYING WITH
KENSINGTON FINEST PROPERTIES INTERNATIONAL

CONGRATULATIONS,
YOU ARE NOW THE
NEW OWNER OF THE
PROPERTY!





YOUR GUIDE TO SELLING WITH KENSINGTON FINEST PROPERTIES INTERNATIONAL

POST-SALE SUPPORT

Our commitment to you doesn't end on completion day. At KENSINGTON Finest Properties International, we provide dedicated post-sale customer service to ensure a smooth transition into your new home. Our team is available to assist with any outstanding matters, including handover issues, document requests, or further property-related advice.

Whether you need guidance on setting up utilities, introducing you to local service providers, or recommending trusted tradespeople, our team is here to help.

We also welcome your feedback on the buying process and would be delighted to assist you again in the future—whether you're looking to invest further, sell, or refer friends and family.

Your long-term satisfaction and trust are our priority.



A BREATH OF FRESH AIR

FOR THE PROPERTY MARKET



Our list of locations and all contact details
can be found here.



PROPERTY EXPERTS FOR LONDON

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