



SUBJECT TO SALE

YOUR HOME IS ON THE MARKET.

Now you've found one you **want**.

*A step by step guide for homeowners
who are live but not yet sold.*



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You're closer than you think. **But not there yet.**

- *Your property is live. **That's the right starting point.** But until you have an offer accepted on your own home, any offer you make will be subject to sale.*
- *Understanding what that means – and **how to manage it** – is what this guide is about.*

Know your financial position **before you offer**

- Confirm your AIP with your mortgage adviser **before making any offer**. You need to know exactly what you can borrow on top of your expected equity.
- Don't guess at a number based on your asking price. **Your actual sale price may differ** and your mortgage offer will be based on that.

02

Making a subject to sale offer

- A subject to sale offer **must be declared transparently**. Some sellers accept this. Many won't, or will continue marketing alongside you.
- The strength of your offer depends on **how active your own sale is**. Viewings booked and genuine buyer interest carries far more weight than a property sitting quietly.
- **Keep your agent working hard on your sale**. It directly affects your buying power.

03

Agree a realistic Date of Entry

- If your offer is accepted, the Date of Entry must **work for both sides** and give your own sale enough time to conclude without pressure.
- Missives on your purchase can be concluded **well before that date** – giving the seller legal certainty even while your sale is still progressing.
- This is one of the **structural advantages of the Scottish system**. Use it.

04

Have a financial fallback ready

- Money must complete on your Date of Entry **regardless of whether your own sale has concluded.**
- A **bridging loan** completes your purchase while your sale finalises, repaid from your sale proceeds. A closed bridge ties repayment to your confirmed sale date. An open bridge suits less certain timing.
- In Scotland, **concluded missives on your sale make you a significantly stronger bridging applicant.** Lenders treat it as a reliable exit.

Speak to your mortgage adviser about this before you make any offer. Not after.

Once your sale is agreed

- The moment your own sale is accepted, **notify your purchasing solicitor immediately.** This is the trigger to conclude missives on your purchase.
- Your **formal mortgage offer must also be in hand** before missives can conclude. Sale agreed and mortgage confirmed together unlock the legal contract.
- Keep both solicitors updated. **Delays in one transaction ripple into the other.** Don't assume information flows automatically between the two sides.

The final stretch

- Full deposit, legal fees, and outlays due **approximately two working days before** your Date of Entry across both transactions. Confirm amounts with both solicitors well in advance.
- **Buildings insurance on your new property** must be in place from your Date of Entry.
- Build flexibility into removal plans. Check all working systems **on or before entry**. One week from settlement to flag anything not working. Minimum claim threshold **£400**.