

Glasgow Standard Missives

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Over 100 Glasgow Solicitors attended a Seminar in November 2005 launching a Glasgow Standard Offer for the purchase of residential property. The seminar was given by our own Ian Ferguson. The Glasgow Standard Offer was created by a working party of The Royal Faculty of Procurators in Glasgow which is a body that represents Glasgow Solicitors, of which Ian is a member. Standard offers have already been operating in other areas in Scotland with varying degrees of success. Now Glasgow has it's own standard offer. Mitchells Robertson is one of the first firms to adopt the offer and happy to be associated with it.

The advantages of a standard offer are speed and ease of conclusion of missives due to the introduction of standard clauses with which the Solicitors and their clients can become familiar. Many Solicitors have been concerned at delays inherent in the current system where each Solicitor's Firm has it own style resulting in an exchange of formal letters before a final acceptance is issued concluding the Missives (i.e. a binding contract for the sale and purchase). Solicitors have complained that some purchasers took an unfair advantage of the system to delay concluding missives until their own house is sold or a loan is confirmed in writing. However under the new system an offer in the new style might be met with a straight acceptance. A purchaser will now have to be aware of this. Complete frankness is required otherwise he may find himself tied into a contract almost immediately. There should therefore be greater transparency regarding the purchaser's position. Sellers are likely to welcome the changes with the possibility of being able to conclude missives by return of post. Some sellers are expected to request that offers will be in the new style or state that their preference will be given to offers in the new style.

Since the launch the Standard Offer has proved popular with our clients. In some cases we will have received a straight acceptance of the Standard Offer. In other cases there have been fewer qualifications with a consequent reduction in delay at conclusion of missives.

The Glasgow Standard Missives are currently being updated and a new 2008 version is likely to be available shortly.