

# PART EXCHANGE

Our part exchange scheme offers a guaranteed buyer for your home as part payment for your new Upton Square property. You can buy and sell in one quick and simple step, leaving you free to move into your new home.



**A GREAT DEAL MORE SPACE**

# PART EXCHANGE

## KEY BENEFITS

- **A guaranteed buyer**  
Saving you the time and hassle of selling your home yourself.
- **No estate agent fees**  
Saving you money which you can use to increase your deposit, buy new furniture or enjoy a holiday.
- **No chain**  
Giving you peace of mind that there'll be no delays and your sale won't fall through.
- **Value for money**  
You can be confident you'll get a good price for your old home.
- **Convenience**  
There'll be no rush to move out, so you can stay in your old home until your new Upton Square property is ready.

## HOW IT WORKS

- 1** If you choose an Upton Square property that's available for part exchange, we'll ask you to fill out a questionnaire about your current property.
- 2** If your home's eligible for the scheme, we'll then ask a local estate agent to arrange a part exchange valuation.
- 3** We'll make you an offer and if you're happy with it, we'll take responsibility for selling your old home.

## DOWNSIZING YOUR HOME?

Those downsizing and making a fresh start may also be eligible for our part exchange scheme. Contact us for more details.

Offers apply to selected plots only. Terms and Conditions apply.

# MOVE MANAGER

Move Manager saves you money and helps you get moving faster. We'll pay for and manage the sale of your old home so you can move into your new Upton Square property as soon as possible. It's an ideal solution if you're keen to move but are struggling to sell your existing home yourself.



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# MOVE MANAGER

## KEY BENEFITS

### ■ Practical help from start to finish

We'll help you find the right estate agent and liaise with them to arrange valuations and viewings on your behalf. When you receive an offer, we'll continue managing your sale right through to its legal completion.

### ■ No fees to pay

We'll pay the estate agent's fees, there's no charge for our Move Manager service. All we ask is that you pay an initial reservation fee of £500 on your chosen Upton Square property.

### ■ A fast sale at a good price

We'll make sure your home is properly marketed so it gets the attention from buyers it deserves. And as experienced negotiators, you can trust us to sell your home as quickly as we can at the best possible price.

## HOW IT WORKS

- 1** When you've chosen and reserved your new Upton Square home, our sales team will take the details of your current property.
- 2** We'll ask local estate agents to value your property at a realistic price, with the aim of selling it within eight weeks. Based on these valuations, we'll then suggest a selling price and make recommendations about any remedial work that needs doing.
- 3** When the selling price has been agreed, we'll ask you to pay the full reservation deposit for your new Upton Square property. We'll then instruct the estate agent to start marketing your existing home.
- 4** If your home hasn't been sold after four weeks, we'll contact you to renegotiate the selling price and agree a new marketing plan.

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# FIRSTBUY

FirstBuy is a government-backed scheme that makes it easier for first-time buyers to get on the property ladder. We could give you an equity loan of up to 20%, so you can take out a mortgage with a smaller deposit and lower repayments. FirstBuy is now available at Upton Square, but funding is limited so please apply as soon as possible.



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# FIRSTBUY

## HOW IT WORKS (EXAMPLE)

If you buy a new home from us for £100,000, you'd need a 5% deposit of just £5,000 and a 75% mortgage of £75,000.

The rest of the purchase price would be covered by a 20% equity loan, jointly-funded by us and the Government. If you sold your property after five years, you'd repay us 20% of the selling value. For example, you'd pay us £25,000 on a sale of £125,000.

### Example of FirstBuy home ownership

Open market price of new home	£200,000	100%
FirstBuy buyer affordable mortgage @ 75%	£150,000	75%
FirstBuy buyer pays 5% deposit	£10,000	5%
<b>FirstBuy buyer total contribution</b>	<b>£160,000</b>	<b>80%</b>
<b>Agency and house builder assistance 20% equity loan</b> (via two equity loans at 10% each)	<b>£40,000</b>	<b>20%</b>

## KEY BENEFITS

### ■ Buy your first home sooner

You won't need to save up a large deposit as you could buy with as little as 5% deposit with a 75% mortgage.

### ■ Own 100% of your home

If you can't otherwise afford to buy a home in your area, FirstBuy opens the door to 100% home ownership.

## YOU'LL QUALIFY FOR FIRSTBUY IF:

- You have a household income of less than £60,000 a year.
- You can't otherwise afford to buy a home in your area.
- You're buying a new home for you and your family to live in.
- You can fund at least 80% of the purchase price with a mortgage and deposit.

Offers apply to selected plots only. Terms and Conditions apply.



# SHARED OWNERSHIP

Shared ownership is a government-funded scheme that makes it more affordable for first-time buyers to purchase a property. You'll buy a share of your new Upton Square home, usually between 25% and 75%, with a mortgage and deposit. We'll own the remaining share and charge you a reduced rent on the proportion that you don't own.



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# SHARED OWNERSHIP

## KEY BENEFITS

- **Get on the property ladder sooner**  
You'll need a smaller mortgage, so you can buy with a lower deposit.
- **Save money**  
Your monthly housing costs will be lower than if you were to buy the same home outright on the open market or rent it privately.
- **Increase your share over time**  
You can buy more shares in your home as and when you can afford to, reducing the amount of rent you have to pay. This is known as 'staircasing'.

## HOW IT WORKS

- 1 We'll help you work out how much of your new home you can afford to buy and how much you'll rent from us.
- 2 You'll then arrange a mortgage for the amount you've decided to buy, including any deposit required by your mortgage lender. You'll also need to cover your moving costs.
- 3 Once you've moved in, you'll make monthly mortgage payments to your lender and monthly rental payments to us.
- 4 When you can afford to, you can start staircasing. The cost of any additional shares you buy will be based on your home's market value at that time.
- 5 You can staircase until you own your home outright and no longer need to pay us any rent.

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