

## A Guide to Buying a Home



**Buying a new home is very exciting but also has the potential to be very stressful.**

**It is likely to be one of your biggest financial commitments, and the whole process can be daunting.**

**So, here is our 'buying a home' checklist.**

If you're buying together with a partner or friends, agree up front how you'll make financial decisions about the property

Review what you can afford -

- from your savings for the upfront costs of a home - a deposit, moving costs and furnishings etc
- from your income for mortgage repayments and any other increases in outgoings such as council tax, insurances etc.

Find out what you can borrow and how much it might cost. Talk to one of our expert mortgage specialists for a borrowing assessment.

Don't forget to include Stamp duty in your calculations – a Government tax on property purchases above a specified amount. The amount of tax is based on a percentage of the total purchase price and increases in price bands, as shown below:

<b>Value of property</b>	<b>% duty payable</b>
Up to £125,000	Nil
£125,001 - £250,000	1%
£250,001 - £500,000	3%
Over £500,001	4%

Start to research the market – look at different areas you might be interested in, work out the sort of property you might be able to afford there. There are resources on the web to help you such as <http://www.upmystreet.com>. Register with several estate agents to increase the chances of finding your ideal home. Look online at various property finders that aggregate properties from different agencies, such as <http://www.primelocation.com/>, <http://www.fish4.co.uk/iad/homes>

Choose a mortgage. Talk to our highly experienced and skilled mortgage specialists that will take the time to get to know your circumstances, objectives and preferences. Being independent, they really do research the entire market, using sophisticated I.T. systems, to find the most appropriate mortgage for you. They will also discuss your insurance and protection requirements and source the best deals for you from the market.

Get a mortgage 'agreed in principle' – Your Honister Partners mortgage specialist can help you with this. The mortgage lender will need some information to assess whether they are happy to lend you the money. You don't need to have a specific property in mind at this stage, and the offer will usually be valid for a number of months. This will make buying your home a lot quicker.

Make a formal offer - 'Subject to contract' - once you have found the property you want.

Complete a full mortgage application - an official application for a mortgage to purchase your chosen property with the lender you have selected.

The survey - the lender will require a 'valuation report' on the property, which is prepared by a surveyor, and confirms how much the property is worth. The lender will use this report in deciding whether to make the mortgage offer to you, or if any conditions should apply. You may also want to have a more comprehensive survey carried out at your expense, to ensure that the property is in sound condition. The same surveyor can normally carry out both surveys on the same visit.

Appoint a solicitor. The solicitor you choose should be acceptable to your lender, as he or she will also act for the lender. The solicitor's main task is to handle the conveyance, which is drawing up the contracts and making legal enquiries, for example ensuring that there are no building plans affecting the property. The cost of land registry charges and local search fees will be passed to you. Ensure you ask your solicitor for an estimate of charges before they start work.

Examine the valuation report when the lender sends it to you. This will either approve your mortgage as requested or approve it subject to some conditions, for example repair work being carried out. Through your solicitor you might negotiate to get the seller to pay for this work or to reduce the asking price. If not, but you still wish to proceed, get quotes for the work and appoint one firm. The surveyor will usually carry out a further inspection to ensure that the work has been done.

Receive the mortgage offer - the lender will confirm agreement of the loan in an "offer of advance" letter to you.

Your solicitor searches and completes all of the legal checks and will draw up the contract.

Contracts are exchanged between you and the seller. You will now sign the contract and pay the deposit. Signing the contract legally commits you to buying the property. Your solicitor will give you a completion date.

Arrange immediate insurance cover for your new property.

Start planning your move including contacting a removal firm if you need one.

Completion date - contact the estate agent, arrange to collect the keys. Move in!

## **Other considerations -**

If you want to buy your home in a way that is compliant with Islamic law, Home purchase plans – also known as Islamic mortgages – are an option. Discuss with a Honister Partners expert mortgage adviser.

If you're buying a home with 3 or more bedrooms, you will need to know about Home Information Packs. The sellers will have had to compile this pack before the property goes on the market. The pack will offer you essential information about the property you wish to buy. The scheme may extend to smaller homes at a later date. For more information see <http://www.homeinformationpacks.gov.uk/>

The process described above is different in Scotland:

At the outset of the transaction, both buyer and seller enter into a formal contract following the exchange of letters between their solicitors, a process known as missives. On conclusion of missives, a binding contract exists, from which neither buyer nor seller can withdraw without incurring a penalty. Potentially, the penalty could run into thousands of pounds. A completion date known as 'date of entry' will be agreed by both buyer and seller which allows all parties concerned to work towards a final date and minimises the need to arrange bridging finance.

The most widely-used price tag is 'offers over', whereby the seller hopes to achieve a final price in excess of the quoted figure. Depending on the desirability of the property, the selling price tends to be between one and ten per cent more than the asking price. In a buoyant market, this difference can be even more marked. There is also the fixed-price option, whereby the seller indicates they will accept the first offer for the exact figure. It is worth noting, however, that the seller is not obliged to accept the highest, or indeed any, offer. If more than one buyer is interested in purchasing a property, the seller's solicitor will usually set a closing date by which the seller wishes all interested parties to submit their offers.

Buyers and sellers must use a solicitor or authorised practitioner qualified in Scottish law. Any buyer interested in a particular property must advise a solicitor, who will then note their interest with the seller's solicitor. This ensures that the property will not be sold without the potential buyer having the opportunity to make an offer. Potential buyers commission the survey or valuation prior to making an offer. If a buyer decides to make an offer subject to survey or subject to contract it may jeopardise the chances of the offer being accepted, particularly if a closing date is set. At the closing date, the seller will decide which offer to settle upon, in consultation with his or her solicitor. The solicitor will then verbally indicate to the successful buyer's solicitor that the offer has been accepted. At this stage it is a verbal acceptance only and not legally binding. The seller's solicitor will then provide the buyer's solicitor with a qualified acceptance once a positive response has been received. This is the beginning of missives, the exchange of formal letters between both parties' solicitors stipulating price, date of entry, items included in sale, and a number of additional legal conditions. After the missives have been concluded, there is a legally binding contract on both parties. Buyers in Scotland do not have to provide a deposit.

The date of completion is known as the entry date: at this time, the buyer is free to collect the keys to the new home from the estate agent.

**For further information or to book a free initial consultation, please call us on 0207 743 9218.**

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**YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON  
YOUR MORTGAGE**