



Staged Payments Scheme

A Simple Guide

Property Home Buyers - A simple guide to our Staged Payment Scheme:

At Property Home Buyers (PHB) we have been looking at ways to increase the value we can offer to our customers. Due to the limited availability of Finance in the Buy to Let Market, we wanted to be able to find a way to offer our customers the highest possible price for their property, whilst providing a guaranteed and fully legal process to back this up.

After much brainstorming and discussion with our legal team, we agreed upon our Staged Payment Scheme. In simple terms, this allows us to offer up to 85% of the value of your property today, with payments made in two parts (over 39 months), with a legally binding contract and Notice at the Land Registry to protect both parties' interests throughout this period.

What are the benefits of the Staged Payment Scheme?

At PHB, we can summarise the key benefits of the Staged Payment Scheme in the points below:

1. This is a solution we have offered to other clients which has enabled them to move on from their property
2. We believe we can achieve the highest possible price for your property for an Investment purchase in today's market
3. We have a protected process which has been drawn up by an Independent Solicitor which is designed to protect your interest
4. This is a trusted solution. That means you can plan for your next move today with confidence
5. This is a fast process without fear of the sale collapsing, gazumping or other factors which may occur when selling on the open market.

Staged Payment Scheme - an Example:

1. Let's say PHB agree a price to buy your property of £100,000 (this is an as example only and not an offer for your particular property)
2. We agree the initial purchase price for say £65,000 (this is an as example only and not an offer for your particular property) with a 2nd payment of £16,000 (again purely for illustrative purposes)
3. Prior to the purchase both parties sign a separate side agreement (contract) and PHB complete all relevant forms (Notice & Charge) which are returned to the solicitor who is acting for you (the seller)
4. PHB purchase the property and ownership is transferred accordingly
5. Once the Title of the Property has transferred to PHB (this typically takes 2-3 months), the Solicitor will register the Notice papers at Land Registry. This means that PHB cannot sell the property without you being notified, but this

does not state the actual interest you have in the property (eg: the value of the 2nd payment)

6. In 39 months time, PHB make the 2nd payment and the contract is fulfilled. Please note, we will ask solicitors to witness the payment, and to collect from you the pre-dated & pre-signed Charge forms that were provided prior to our purchase, as these will no longer be necessary
7. In the unlikely event that PHB fail to make the 2nd payment by the date specified in the contract, you have a pre-dated and signed Charge form which you can take to any solicitor to register at the Land Registry. This means your interest is now registered against the property until such time as the payment is made in full.

We are keen to discuss these options with you to see how we can structure something that meets your requirements, and look forward to speaking with you.

Email martin@propertyhomebuyers.co.uk or call on 0800 158 3775 for more details.