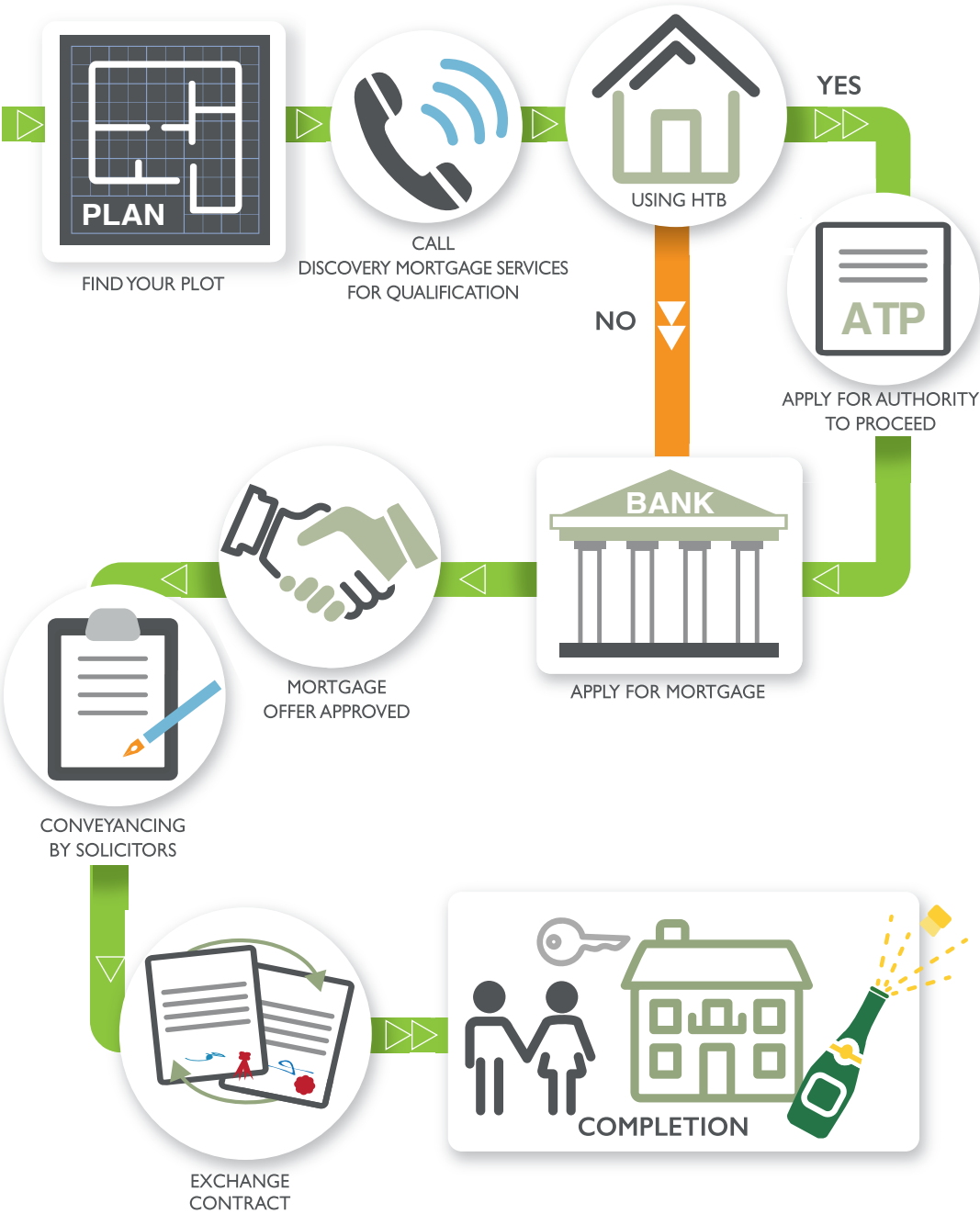




DISCOVERY
MORTGAGE SERVICES LTD

A GUIDE FOR NEW BUILD BUYERS

BUYING A NEW BUILD PROPERTY



WHY CHOOSE DISCOVERY MORTGAGE SERVICES?

At Discovery Mortgage Services we pride ourselves on the expert reputation we have built up over many years for helping new home buyers. We provide a friendly, non-biased advice service to home buyers at all stages; be it first-time buyers, a second home purchase, and much more. We are seasoned professionals when it comes to advising you on buying new builds, and can be on hand every step of the way to talk you through the process of buying your first home.

With many years' experience in supplying expert advice to first time buyers, Discovery Mortgage Services are in the perfect position to help you take your next step on the property ladder. We have access to thousands of mortgage deals across the UK, including those that you won't find on the high street. It's this exclusive access that allows us to find the most suitable deal for you.

Buying your new home doesn't have to be stressful, and with Discovery Mortgage Services on your side you can concentrate on more important things, knowing your mortgage process is in safe and knowledgeable hands.



OUR PROCESS

Can I afford it?

Affordability is at the heart of any decision to give you a mortgage deal, whoever the lender. They need to be assured that the deal you're getting is affordable, for you. Call Discovery Mortgage Services today and we will be able to assess you and give you a rough estimate on your borrowing capabilities. We only need a few details to do an initial assessment, so get in touch now on 01296 769 333 or email us at gee@discoverymortgages.co.uk

Which mortgage suits me best?

With so many mortgage deals on offer, it can be confusing to know which one will suit your situation the best. Our mortgage advisors will talk through your situation with you and discuss the options available to you. We are dedicated to getting the most suitable lender for your individual circumstances.

What next? (moving in etc.)

Moving into your dream home can seem a complex and daunting process. Once we have gathered the relevant information on your circumstances, our experts will guide you through the whole process to ensure the move goes as smoothly and painlessly as possible.



Once you have been approved for your mortgage you will get a formal mortgage offer. The next part of the process is over to your solicitors to work with the sellers' solicitor to get to the legal exchange of contracts. Be patient; it's normal for this to take several weeks. At this point you will pay your deposit funds to lock in the purchase. All deposits vary.

The completion stage is the last part of the process, it may take several months before your home is ready. You will be given a chance to view the progress and inspect the property by the developers before finalising the sale.

An inspector will also survey the property and sign off on any guarantees that the developers offer. Lastly your completion date will be set and once you get your keys you will be the proud new owners of your new home!

OUR SERVICE

At Discovery Mortgage Services we are only too aware that no two mortgages are the same. As such, we tailor our new home buyer mortgage services to suit you, your budget, and your situation. We work with all types of property buyers, whether you are:

- ✦ First-time buyers
- ✦ Remortgaging
- ✦ Moving House
- ✦ Buy-to-let

Whatever your situation, you can rely on us to provide accurate, impartial advice to help you get the best deal for you.

MORTGAGES

Getting a mortgage to buy your new home isn't quite as simple as taking out an unsecured loan. There are various fees to consider such as a deposit, product fees on the mortgage, stamp duty, and solicitors' fees to name but a few. Discovery Mortgage Services can talk you through exactly what you need to plan and budget for, depending on what stage you are currently at, and then advise you of what to do next, given your situation. If you are a first-time buyer please call us in advance of your purchase as this will help us to help you.

HOW MUCH DOES IT COST?

At Discovery Mortgage Services we aim to offer a fee free service wherever possible. Our minimum fee is £495 however we will be paid a commission by the lenders and in most circumstances, this will cover our minimum fee. Under some circumstances, we may need to charge a fee, which will be a maximum of 1% of the mortgage. Where fees are applicable you will be fully informed before an application is submitted. No fees are charged for an application that does not complete.

DOCUMENTS & INFORMATION

In all mortgage cases, we need lots of information from you before we can proceed with an official mortgage application. All lenders have their own criteria and may ask for additional supporting documentation for your mortgage application. Discovery Mortgage Services will be able to help advise on this. As a minimum, they will ask for the list of items on the back page, so to make the process as efficient as possible we will ask you for these before recommending a mortgage.

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

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DOCUMENTS & INFORMATION CONTINUED

A list of the things lenders will ask for as a minimum:

- ✎ Proof of identification
- ✎ Proof of your current address
- ✎ Proof of income
- ✎ Bank statements from the last 3 months
- ✎ Proof of deposit funds (this can be a gift from family)

They will also need to know about:

- ✎ Any loans or existing debt you have
- ✎ Details of any existing mortgages
- ✎ Other commitments e.g. school fees or child maintenance payments

WHAT IF I'M SELF EMPLOYED?

If you are self employed the banks will likely ask for the following:

Trading history of at least the last 2 years

- ✎ Your Last 2-3 years' SA302s with corresponding Tax Year Overview from HMRC
- ✎ A certified accountant's reference

WHAT IS HELP-TO-BUY (HTB) AND CAN I GET IT?

With a Help-to-Buy: Equity Loan the Government lends you up to 20% of the cost of your newly built home, so you'll only need a 5% cash deposit and a 75% mortgage to make up the rest.

You won't be charged loan fees on the 20% loan for the first five years of owning your home.

It is important to remember this is an Equity loan and linked to the value of your property, so for example if you purchase a property for £200,000 your initial HTB loan is £40,000 (20% of £200k). If the property increases in value to £250,000 by the time you wish to repay the loan, then the HTB loan would be £50,000 to repay (20% of £250k).

Equity loans are available to first-time buyers as well as homeowners looking to move. The home you want to buy must be newly built with a price tag of up to £600,000. You won't be able to sublet this home or enter a part exchange deal on your old home. You must not own any other property at the time you buy your new home with a Help-to-Buy : Equity Loan.

After 5 years you will begin to pay interest on the equity loan if it hasn't been repaid. The maximum term of the loan is 25 years.

Discovery Mortgage Services can help with the application process and advise on the benefits of using the scheme as well as your borrowing limits from HTB.

ANYTHING ELSE?

All lenders have their own criteria and may ask for additional supporting documentation for your mortgage application. Discovery Mortgage Services will be able to help advise on this.

For further information, please get in touch or visit our website www.discoverymortgageservices.co.uk