

YOUR GUIDE
TO PART BUY,
PART RENT.



McCARTHY STONE
Life, well lived



A SIMPLE, FLEXIBLE WAY TO OWN YOUR APARTMENT.

Welcome to a flexible new way to buy one of our apartment. You can purchase upwards of a 50% share in a brand new property and pay rent on the part you don't own.

Part Buy, Part Rent allows you to move into your new home without committing 100% of the capital, provided you have sufficient income to cover your future monthly outgoings, which will include Service Charge and Ground Rent as well as rent for the share you don't own.

You will have the same rights and responsibilities as if you had purchased the apartment outright.

If you wish in the future, you may purchase further shares (reducing the rent payable) until you own your home outright.

WHY PART BUY, PART RENT WITH US?

- **A flexible alternative** to outright purchase , with all the benefits you would expect
- **A potential opportunity to release equity**
- **The option to buy 10% increments and own outright**
- **Our Smooth Move service*** to reduce the hassle of moving day and offering a contribution to legal and estate agent fees
- **The option to Part Exchange**



I'M INTERESTED IN PART BUY, PART RENT, SO WHAT'S NEXT?

1. Speak to our sales team at a qualifying development who will arrange an initial affordability check to confirm that it's an appropriate option for you. To help carry out these checks, please come prepared with the following documents:
 - 1) **Proof of identity** (e.g. passport) and **proof of address** (e.g. recent utility bill)
 - 2) **Proof of income and existing loans**
 - a. Latest annual pension statement, latest pension payslip or P60
 - b. Evidence of allowances/Independence Payments/Entitlements e.g. most recent awards notice
 - c. Monthly payments for existing loans and hire purchase, plus outstanding credit card balances
2. If this initial check looks OK, speak to an Independent Financial Advisor (IFA) to carry out a full financial assessment to make sure Part Buy, Part Rent is a suitable and affordable option for you.
3. At this stage we will also request valuations on your existing property. You may also be put in contact with our Entitlements Team to make sure you are making the most of your state entitlements.
4. Once these checks have been completed we can confirm your reservation.
5. Appoint a solicitor.
6. Exchange contracts.
7. Complete contracts and move in to your brand-new apartment.

FREQUENTLY ASKED QUESTIONS

Is Part Buy, Part Rent available at all your locations?

Part Buy, Part Rent is available at most developments. Exclusions do apply. Please ask if you would like to know more.

Who will own the share of the property I don't buy?

McCarthy Stone will become your landlord, granting a lease of the same length as if you'd purchased the apartment outright.

Over time McCarthy Stone plan to sell its portfolio of Part Buy, Part Rent apartments to trusted property investment companies they partner with. The terms of the Lease agreement you enter will remain unchanged, you will be notified in advance of these planned sales.

In these circumstances McCarthy Stone retain a responsibility for management of the development and a continuing direct relationship with you.

Financial Advice

We think it is important that you obtain independent financial advice before committing to purchase a property to ensure you know what your new home will cost you and that it is affordable.

If you wish to take up our Part Buy, Part Rent offer, we would require you to have a financial assessment with a FSA-registered Independent Financial Advisor (IFA) to make sure you can afford the ongoing costs both today and if your circumstances change.

We will contribute up to £500 towards the costs for this assessment and will provide you with details of an IFA who has experience of Part Buy, Part Rent, though you can choose to use a different IFA if you wish.

What will it cost upfront?

You should plan for some one-off costs associated with your purchase, including:

- Reservation deposit (which is deducted from your final purchase)
- Solicitors Fees and disbursements
- Stamp Duty Land Tax (SDLT) in England; Land Transaction Tax (LTT) in Wales: a government tax on buying a home. Your solicitor will be able to tell you if the tax applies, and if it does how much it will be.

What ongoing costs do I need to consider?

You should plan for the following costs for your move into a new apartment:

- Rent for the share you haven't bought
- Service Charge
- Ground Rent
- Other household costs that you will organise yourself, including council tax, TV licence, contents insurance etc.

We may be able to offer our Smooth Move service*, which includes a contribution to estate agent and legal fees in addition to our free specialist removal service. Speak to a Sales Consultant to find out more.

Can I sell my home?

Yes, you are free to sell the share you own to another eligible person at any stage.

What % of the property do I have to purchase?

From 50% is the standard option – there are options to increase this over time, known as staircasing.

How much rent will I have to pay and how will that change over time with rent reviews?

The rent is set at the point of purchase.

Annual rent reviews on the anniversary of the lease will be indexed to movements in the Retail Price Index (RPI) subject to a minimum 0.5%

What happens when I wish to sell?

If you decide to sell, you will need to instruct an independent valuer/surveyor to set the selling price based on open market value. As laid out in the lease, the landlord will have right of first refusal to buy, otherwise our resales team can help you to sell. As with sales of wholly-owned apartments, on resale of a Part Buy, Part Rent apartment a contingency fee at 1% of the total resale price is charged to be held in the development's reserve or sinking fund.

What is staircasing and how does it work? What further costs and fees are involved?

You can purchase further 10% increments, based on valuation at that point, which may be higher or lower than the value when you first purchased.

You can staircase to 100% at which point the property would be wholly owned. You would stop paying rent, but Service Charges and Ground Rent continue to be payable to McCarthy Stone.

Each time you staircase you need to plan for additional costs such as valuation fee, legal expenses, SDLT/LTT if applicable.

What happens if my financial circumstances change and I can no longer afford to pay the rent (for example if one of a couple passes away)?

It's important that the housing decision you take is suitable for your personal and financial circumstances, which is why we carry out an initial affordability check and require you to have an independent financial assessment. We want you to enjoy your new home and not have worries over affordability.

Your rent is a contractual agreement between you and your landlord. If you do fall behind with your payments, your landlord will contact you to arrange payment, or agree a payment plan to suit the circumstances.

Do I pay Stamp Duty Land Tax (SDLT1) or Land Transaction Tax (LTT2) on a Part Buy, Part Rent property?

You will need to pay SDLT/LTT on a Part Buy, Part Rent property, but you may have less to pay than if you had purchased outright. You should seek advice from your solicitor to confirm how much SDLT/LTT you have to pay.

*Stamp Duty Land Tax ²Land Transaction Tax (LTT) has replaced SDLT in Wales from April 2018. Part Buy, Part Rent terms & conditions apply. Part Buy, Part Rent offer only available on selected new apartments at participating developments in England and Wales (excludes resales). Offer not available in Scotland. May be used in conjunction with Smooth Move, but not with any other offer or promotion unless varied at the discretion of McCarthy Stone. Independent Financial Advisor fees contribution is £500 inclusive of VAT. Offers must be accepted within 10 days. Handyman service available in the first 30 days after moving. Removals and de-cluttering service available. Offer may be amended or withdrawn at any time. Speak to your local Sales Consultant or visit mccarthystone.co.uk for full details.

McCARTHY STONE

Life, well lived

Call us on **0800 201 4118** and
we'll help you find your happy place
or visit mccarthystone.co.uk



No responsibility can be accepted for any mis-statement in this brochure, which is not a contract nor forms any part of any contract. All content, terms and conditions correct at time of print. The company also reserves the right to alter specification without notice. Age restrictions apply at all our developments. If there are any important matters which are likely to affect your decision to buy, please contact the Sales Consultant before travelling to view. Details correct at time of print. McCarthy & Stone Retirement Lifestyles Limited, trading as McCarthy Stone, 4th Floor, 100 Holdenhurst Road, Bournemouth, Dorset BH8 8AQ.