



A guide to buying
your new home

gleeson

We understand that buying a new home is a huge life event for you. Whether you are looking to get on the property ladder and own your first home or are searching for a new home that better suits your needs, we want to help you.

why Gleeson?



We Build Better

We build affordable, quality homes, where they are needed, for the people who need them most.

We Build Quality

Our homes are packed with great specifications, perfectly designed, beautifully built and full of great features and space for today's busy lifestyles.

We Build Communities

We create the building blocks for communities to thrive.

We Build Trust

We strive for excellence in customer service and our team are with you every step of the way.

We Build Affordably

Whatever your situation, we have a scheme to help your dream home become a reality.

We Build Ownership

Why rent when you can own?

Many buyers of Gleeson homes actually find that their monthly mortgage repayments are cheaper than their previous rent, plus new homes are really energy efficient.

What about monthly costs?

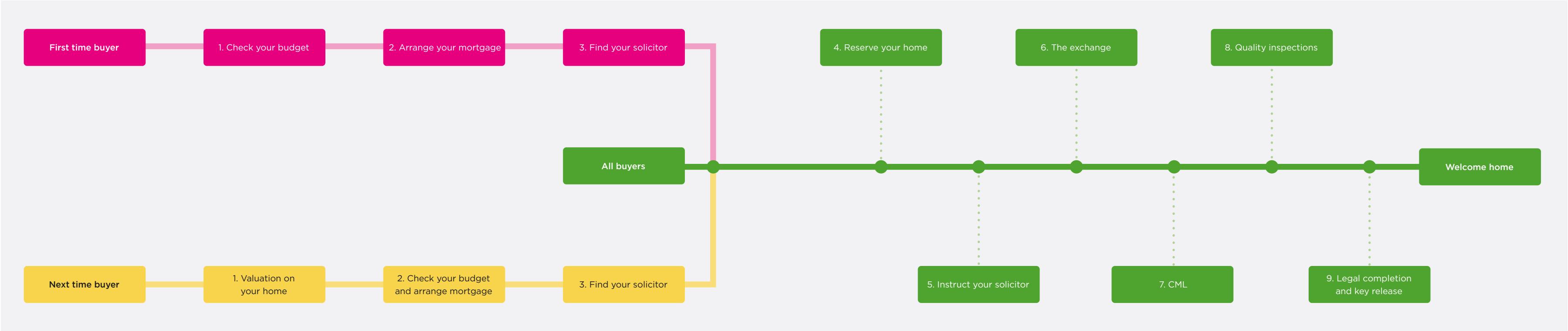
New homes are much more eco friendly and are up to four times more energy efficient than older properties. We install the latest energy saving central heating boilers, equipment and insulation, giving you smaller bills and an improved carbon footprint.

“The best thing about owning my own house is that my monthly mortgage payments are actually less than I was paying previously in rent. Brilliant!”

Sophie, Bradford

your buying journey

From the moment you first make contact with Gleeson, we're here to help you find your dream home and guide you through the buying process. Whether you're buying your first home, or are already a homeowner, we'll keep you updated along the way and advise you on what to do next.



the details

First time buyers

1. Calculate your budget

Why not use our budget calculator or mortgage calculator, which you can find on our website at gleesonhomes.co.uk

2. Arrange your mortgage

You need to choose your mortgage by contacting an independent financial advisor, our friends at Meridian Mortgages can help choose the right mortgage for you. To improve your chances of getting a mortgage, there are a few things you can do:

- Make sure you're on the electoral role at your current address
- Ensure you're up-to-date with any credit card or loan repayments; the same with your utility bills and rent

3. Find your solicitor

Your sales executive can help you get in touch with recommended solicitors in the local area.

Next time buyers

1. Valuation on your home

It's best to instruct several estate agents to value your home, to ensure you get a fair price for it. Once you're happy, you can instruct your chosen estate agent to proceed with listing your new home.

2. Calculate your budget and arrange your mortgage

It's important to find out how much you owe on your current mortgage as this will help you decide on affordability for your new Gleeson home. Once you have a budget in mind, you'll need to arrange your mortgage either with your current lender or a new one. Your current lender will be able to advise on this.

3. Find your solicitor

Your sales executive can help you get in touch with our recommended solicitors in the local area, to help you sell your current home and to purchase your new Gleeson home.



the details

All buyers

4. Reserve your home

Once you've found the right home for you, you'll need to reserve it so that it can't be sold to anyone else. Call your sales executive to secure your plot. Once you've reserved, there will be a reservation fee to pay. This is usually £200 but it does vary across developments. To make your reservation as smooth as possible, we recommend that you visit the sales centre on your development and bring some documents with you. You'll need:

- Your credit/debit card to pay the reservation fee
- Your last three months payslips and latest P60 (if you're self employed, you'll need two years of accounts)
- Proof of ID – passport and driving license are recommended
- Proof of address – your last three month's utility bills or council tax
- Proof of income – bank statements from the last three months
- Employer's details

You can choose from a wide selection of high-quality appliances, fixtures and fittings to help you create your perfect home. Make it yours – select from our choice of flooring, appliances and kitchen and bathroom upgrades.

From interior design to more practical options such as alarm systems, garden fencing and additional power points, we'll guide you through everything you need for the best start in your new home.

As some options and upgrades depend on the build stage of your home, your sales executive will outline everything that's available to you.

5. Instruct your solicitor

We have several Gleeson trusted and approved solicitors so we can help you choose the right one for you. If you already have a solicitor in mind, that's fine but we understand how tricky it can be to find someone you trust, so we make sure our approved solicitors are experts in new homes conveyancing, have clear and fair pricing and if you're using Help to Buy: Equity Loan, we'll help you choose an expert in that field too.

Your solicitor may send you some forms to fill in about you and your home, along with instructions on how they will proceed. They'll carry out checks on your behalf, such as any enquiries that may have been made regarding the land, conservation areas or rights of way and they'll also get in touch with us to check what fixtures and fittings will be included or anything else that relates to your home.

6. The exchange

Once solicitors are ready to exchange contracts, you're ready to pay your deposit. This will ensure that the contracts are legally exchanged and the process is underway for the sale to complete.

Your solicitor will give the go ahead once you're happy that any questions you might have so far have been answered, a surveyors report has been received and your home is ready.

Once you've exchanged, you'll be given a date for your completion. It's a good idea once you have your completion date to start the ball rolling on any utilities, tv or broadband packages so everything is ready for when you move in.

7. CML

Once your home is fully built, an independent building inspector will carry out an inspection to ensure your new home meets NHBC standards. Once it's signed off, you will have peace of mind that your home is covered by a two year Gleeson warranty plus the NHBC 10 year warranty.

8. Quality inspections

Once your home is fully built, we'll carry out a final inspection to ensure your new home meets NHBC standards. Once signed off, we'll invite you to view your home with the site manager, who will show you how everything works, from the cooker to the shower, and encourage you to try out appliances for yourself so that you're familiar with how everything works.

You'll be able to ask any questions you might have about your new home or the next steps of the buying process as both your site manager and sales executive will be there. It's a good idea to make a note of how things work, just in case you need to refer back in the future.

9. Legal completion and key release

This is the day you've been waiting for, the day we hand over the keys to your new home. At Gleeson, we're committed to handing over a high-quality standard of home every time, so you know you're in trusted hands. We'll also provide you with a welcome pack to help make those first few days a little easier and kick start your two year warranty to give you absolute trust and comfort.

On the day, you can expect a warm welcome from your sales executive, running through any further questions you might have, and we'll also take meter readings now that the home is officially yours.

what will it cost?

First time buyer

It's important to take all costs into consideration when you're buying your new home. Why not use our budget calculator or mortgage calculator, which you can find on our website. They can help you work out how much you can save to ensure you're prepared for the fees and costs along the way.

Typical example

Buying a property with a purchase price of £124,995

Reservation fee*	£200
5% deposit	£6,000
Solicitors fees	£450 (including VAT)
Land registry / Bankruptcy searches	£10
Land registration fee	£200
Builders engrossment fee	£75
Telegraphic transfer fee	£44 (including VAT)
Mortgage arrangement fee	£999
Valuation fee	£350
Mortgage administration fee	£99
Searches	£290
Stamp duty	Nil
Help to Buy: Equity Loan fee (if applicable)	£180 (including VAT)

Costs shown are for guidance only and will vary according to chosen development and solicitor.

Next time buyer

Things you will definitely need to pay for

- Estate agent's commissions
- Removal cost
- Energy performance certificate
- Reservation fee*
- Deposit for the property
- Fees: Solicitors / Land Registry / Bankruptcy searches / Local authority searches / Telegraphic transfer

Things you might need to pay for

- Mortgage arrangement fee†
- Valuation fee
- Mortgage administration fee
- Mining searches
- Stamp duty

These are normal costs and fees but there can be other unusual costs. In the unlikely event any of these apply to your situation your solicitor will advise you in advance.

*The reservation fee will be used towards the deposit for the property.
†Mortgage arrangement fees and valuation fees can sometimes be included in your mortgage.



how can we help?

Help to Buy: Equity Loan

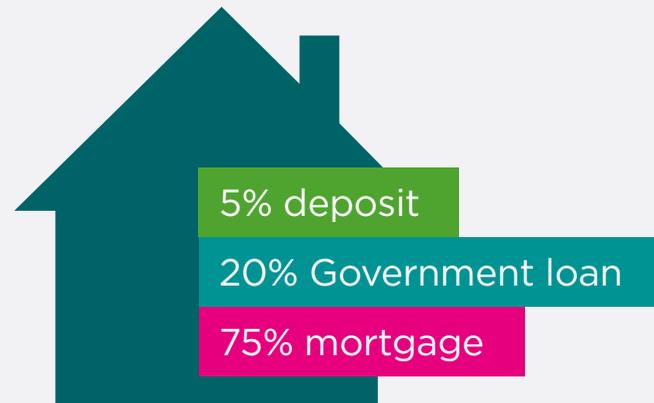
If you're a first time buyer, buying a new home is easier and more affordable than you think with the Government backed Help to Buy: Equity Loan scheme.

- You provide a deposit of 5% of the purchase price
- Receive a Government equity loan of up to 20% of the purchase price, interest free for the first five years
- You take out a mortgage for the balance (from 75%) of the purchase price

Here's how it works

A typical two bedroom home, example purchase price £115,000 – you pay from just £92,000 with Help to Buy: Equity Loan*

You can pay back the loan in part or in full at any time. After five years, you will pay interest on the amount of your equity loan. The loan must be paid back after 25 years, or if you sell the property.



Backed by
HM Government

*Help to Buy: Equity Loan available subject to status and qualifying conditions. Terms and conditions apply, details available on request.

Home Reach

Available at selected developments,* with Home Reach, you buy a share of your chosen home and pay a low monthly rent on the part you don't buy.

You get to choose whether you buy a bigger share of a cheaper home or a smaller share of a more expensive home.

You can initially purchase up to 75% of your chosen home and heylo will become your landlord, granting you a 125 year lease.

This means you will be able to live in your home as if you've bought it outright.

You can buy more of your home in the future and stop paying rent on that part.

Six reasons for using Home Reach

- An affordable way to get onto the housing ladder
- Provides security of home ownership
- Freedom to decorate and improve your home
- Ability to increase the level of ownership at any time
- Flexibility to sell and move at any time
- Benefit from any increase in property prices

You are eligible to purchase through Home Reach if:

- Your household income does not exceed £80,000 per annum (£90,000 in London)
- You have a deposit (at least 5% of the share value)
- You are a first-time buyer or used to own a home, but cannot afford to buy outright now
- You currently occupy a shared ownership property and are looking to move
- The shared ownership property will be your principle and only home
- You have passed a financial assessment, demonstrating you are financially able to purchase the minimum share value and support the monthly costs



Minimum* 5% deposit

Purchase up to 75% of your new home

The key to home ownership

*Your sales executive will be able to advise you on which developments Home Reach is available.

Advance to Buy

Our Advance to Buy scheme is designed to take the stress and hassle out of selling your home whilst saving you some of the cost too. Once you've reserved your plot, we'll arrange free and impartial advice through our recommended mortgage brokers, Meridian. We'll also arrange two free valuations on your current home and once the price is agreed, we'll arrange for your home to go on the market.

We hope that your home will sell within four weeks, so after that point, we'll review with you to determine next steps. Once the sale on your current home is complete, we'll refund you £750 towards your fees and if applicable, we'll also pay a contribution towards stamp duty on your new home. There are five simple steps.

Step 1

A reservation fee of £200 is taken to secure the plot of your choice for four weeks.

Step 2

You will be given free mortgage advice from our recommended mortgage adviser. We will arrange two free valuations on your property by our nominated estate agents and will make an agreement with you on the asking price.

Step 3

Your property will then be marketed through the appointed estate agent and in the Gleeson sales office.

Step 4

If the property remains unsold at the end of the four week period, the situation will be reviewed and we will determine with you the next course of action.

Step 5

Once a sale has been agreed on your property, contracts will be sent to your appointed solicitor in order for the legal process to commence. When your new home is ready and the legal process is complete, we will then refund you £750 towards your fees. If applicable, we will also pay our contribution towards stamp duty on your new home.



Building Homes.
Changing Lives.

let's get
you moving

gleeson