

5 STAR RATED
★ ★ ★ ★ ★
2 YEARS RUNNING
AS VOTED BY HOMEBUYERS



OUR PART EXCHANGE SERVICE MAKES MOVING EASIER.



5 stars awarded for 'Quality of Home' and 'Recommend to a Friend' are findings of the 2009 and 2010 surveys, undertaken by the Home Builders Federation (HBF).

WE CARE ABOUT THE THINGS YOU CARE ABOUT


CALA
HOMES



OUR PART EXCHANGE SERVICE.

At CALA, we care about the things that matter most when you're buying a home. We also understand that you'd like life to be as easy as possible, so to help you on your way, we can offer up to 100% Market Value Part Exchange*. The price we offer will reflect the advised saleable value of your home, so you won't have to wait around for a buyer and you can enjoy a move with minimum hassle to the CALA home of your dreams. Is it any wonder that almost a third of our buyers are taking advantage of the service?



*CALA will obtain 2 independent valuations based on achieving a sale in 4-6 week period. See frequently asked questions for more information. Part exchange will be considered subject to CALA's purchasing criteria, terms and conditions. Ask a Sales Advisor for details.

WE CARE ABOUT THE THINGS YOU CARE ABOUT



CALA
HOMES

OUR PART EXCHANGE SERVICE*

YOUR GUIDE TO THE CALA PART EXCHANGE SERVICE.

A new CALA home is always a good move. With our 100% Part Exchange Service, it could be even better.

- CALA effectively acts as a cash buyer for your home. The part exchange service is straightforward but requires your immediate co-operation to allow CALA to make an offer quickly and then throughout the process in order to proceed through investigations, contract/missives and ultimately completion. A major advantage of part exchange is that you do not get caught up with buyers letting you down at the last minute or worse still, becoming involved in a chain where any number of weak links can exist. So often the home of your dreams looks tantalisingly within reach only for those to be shattered when a chain breaks down or a buyer changes their mind or where people are just slow to act. With your assistance and provided your home fits the criteria, we can help minimise that delay.

- In our busy lives time is precious and using CALA's Part Exchange Service* can save you so much of the time, hassle and stress involved in selling your home. You can decide how much that is worth to you in terms of less worry or in actual time, equivalent to pounds.

- In monetary terms the savings can be considerable, that's why we've created the following example to illustrate how much of a saving this could potentially mean.

EXAMPLE OF POTENTIAL SAVINGS BASED UPON A PROPERTY VALUED AT £300,000.

We have calculated estimated costs associated with selling a £300,000 property through an estate agent to demonstrate the savings that could potentially be made by using CALA's Part Exchange Service*.

Whilst figures can vary you can expect to pay agent's fees of up to 2½% plus VAT. We have worked on the basis of 1½% agent's fee (£4,500 on £300,000 home) plus VAT (20%) of £900. Some agents may charge in the region of £2,000 separately for marketing your property and production of particulars (this figure could be more or less depending upon the time taken to sell your home). In Scotland, where Home Reports are required in addition, you can expect to pay up to £600 on a £300,000 property.

Therefore, the full costs of marketing a £300,000 property through an estate agent could be approximately £8,000.

Why not use our table below to calculate the cost savings you could make on the sale of your own property:

Estate agent's fees +VAT	£
Estate agent's marketing costs +VAT	£
Estate agent's advertising costs +VAT	£
Home Report (Scotland only) +VAT	£
Total estimated cost	£



So when arriving at a figure with CALA while calculating your ability to proceed, be sure to include how much you could save by using the CALA Part Exchange Service*.

HOW THE CALA PART EXCHANGE SERVICE* WORKS.

Decide on the CALA home you wish to buy and ascertain if part exchange is available on this home.

Tell the Sales Advisor what you believe your own property is worth today. This is so that the Sales Adviser can calculate whether there is sufficient differential between your home and the CALA home to consider part exchange.

We will also need to know the location of your property as geographically we can only consider part exchanging a property that we can service from one of our regional Head Offices. We will also need to know who your agents are (if you are currently on the market) and any other relevant information relating to your property.

If in principal it looks as though we can proceed, CALA will arrange a minimum of 2 independent valuations. Your cooperation in giving early access to valuers will assist the speed of our offer.

Once we have received information from the valuers, based upon their advice of achieving a viable sale in a 4 – 6 week period, we will make you an offer. This figure will be realistic in order for either party to make a transaction happen speedily and effectively.

Our offer is made subject to satisfactory contract, survey (full structural on houses over 10 years old and not covered by new homes warranties) and relevant

searches. Occasionally as a result of a survey, specialist reports may be required, but we would keep you informed of the reasons why and of the outcome.

In the event of any problems we will talk to you to see if we can resolve these problems and ensure the progress of the transaction. However if we fail to agree terms, and CALA declines to proceed, your reservation fee will be returned to you less any cost incurred by CALA for survey and specialist reports.

Once we have agreed terms we will take over the marketing of your property, which will commence immediately from initial reservation at an agreed price.

MARKETING YOUR HOME.

We would ask that you make your home available for viewing with CALA's appointed agents and in periods of absence of more than 24 hours a key must be left with agents for accompanied viewings.

We also request that your home is presented to the highest standard both internally and externally during the marketing period and up to the completion dates in order to assist with the sale of your home.

You will not be responsible for any costs of marketing from CALA's instruction (but you should check your liability for previous instructions which may include marketing costs incurred and time periods required for dis-instructing your agent). Please ensure you comply with any contractual arrangements.

In the meantime we will progress the transaction through solicitors and mortgage providers (where applicable). With all terms agreed in relation to the purchase of your home, we will then proceed to exchange contracts/conclude missives.

***CALA will obtain 2 independent valuations based on achieving a sale in 4-6 week period. See frequently asked questions for more information. Part exchange will be considered subject to CALA's purchasing criteria, terms and conditions. Ask a Sales Advisor for details.**

FREQUENTLY ASKED QUESTIONS...

WILL I GET AS MUCH FOR MY PROPERTY WITH THE PART EXCHANGE SERVICE AS I WOULD ON THE OPEN MARKET?

CALA Homes' valuation of your property is carried out by two or more independent professional valuers. It will be fair and realistic and reflect actual achieved property values in recent weeks/months in your area based upon a like for like comparison wherever possible. Furthermore, it will reflect the need to obtain a viable sale in a 4 – 6 week period. We will be unable to base our valuations on historic valuations you may have had and our offer is valid for seven days only.

ARE THERE ANY BENEFITS IN TERMS OF COSTS ETC. WITH THE PART EXCHANGE SERVICE?

Yes, with our Part Exchange Service your selling costs will certainly be less than when selling on the open market. You will not pay for advertising or have to worry about selling agent's fees. You may however be responsible for historic marketing costs you have contracted to pay whilst selling privately and prior to CALA buying your home. Finally, if following any specialist reports CALA declines to proceed, your reservation fee will be returned to you less any cost incurred by CALA for survey and specialist reports.

WHEN WE AGREE THE PART EXCHANGE PRICE ARE WE TIED INTO THIS OPTION?

No, both our offer to purchase and your purchase of the CALA home are subject to contract and survey. However, once contracts have exchanged/missives are concluded, the prices are fixed for both parties.

WHAT HAPPENS IF WE RESERVE OUR NEW CALA HOME AND OUR PROSPECTIVE BUYER BACKS OUT AT THE LAST MINUTE?

CALA Homes may, in certain circumstances, be able to step in at the last minute and make you a fair and reasonable part exchange offer for your home, based on independent, professional valuations, based on the procedure stated in this leaflet. However, this will not necessarily match the figures the property has sold at previously.

DOES THE PART EXCHANGE SERVICE GUARANTEE OUR COMPLETION AND ENTRY DATES WILL MATCH?

Quite simply, yes. You know exactly when you can move and you can stay right where you are until that date.

“PART EXCHANGING WITH CALA WAS A FANTASTIC WAY FOR US TO MOVE HOME AND I WOULD RECOMMEND IT TO ANYONE. CALA WERE WITH US EVERY STEP OF THE WAY AND WORKED VERY HARD TO ENSURE EVERYTHING WENT AHEAD, MEANING WE WERE ABLE TO MOVE INTO OUR FANTASTIC NEW HOME AT KINNAIRD GARDENS WITHOUT THE HASSLE OF HAVING TO SELL OUR OWN HOME.”

CALA Part Exchange purchaser