



MAKE MOVING EASIER
WITH OUR
PART EXCHANGE SERVICE



OUR PART EXCHANGE SERVICE

MAKING MOVING EASIER

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

- We effectively act as a cash buyer for your home. Our Part Exchange Service is straightforward but requires your immediate and continual co-operation to allow us to make an offer quickly and to proceed through investigations, contract and ultimately completion.
- You will not get caught up with buyers letting you down at the last minute or become involved in a chain where any number of weak links beyond your control can exist. With your assistance and provided your home fits the criteria, we can help minimise that delay.
- With our service, the completion dates for the two homes will be identical so you will not need to worry about finding temporary accommodation or a bridging loan.
- Using our Part Exchange Service can save you so much of the time, hassle and stress involved in selling your home. You can decide how much monetary value that is worth to you, in terms of less worry or in actual time.

POTENTIAL SAVINGS†

In monetary terms the savings can be considerable. As well as potentially reducing your legal costs, you will be saved from paying estate agent fees.

The below worked example demonstrates how much our Part Exchange Service could save you based on the costs of selling a £400,000 property through an estate agent:

2% estate agent's fee £8,000 + VAT:

£9,600

Marketing/advertising fees, production of particulars:

£2,000

Total potential savings:

£11,600

Your costs will vary depending on the value of your existing home and the terms that you have agreed with your agent. For example, you could be expected to pay up to 3% plus VAT for your agent's fees.

Why not use our calculator to work out the cost savings you could make on the sale of your own property? Visit www.cala.co.uk/partexchange.



HOW OUR PART EXCHANGE SERVICE WORKS

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

Tell our Sales Advisor what you think your current home is likely to sell for. The Sales Advisor will then calculate whether there is sufficient differential between your home and the CALA home for us to consider part exchange.

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

If in principle it looks as though we can proceed, we will arrange for at least two valuations to be carried out by independent estate agents on your current home. The figures will be based upon achieving a viable sale in a four to six week period and we will make you an offer based on these valuations. Your co-operation in giving early access to valuers will assist the speed of our offer.

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 issues we will talk to you to see if we can resolve these, to 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 home, with your support, which will commence immediately from initial reservation at an agreed price.

MARKETING YOUR HOME

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

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

You will not be responsible for any marketing costs from our 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). Once all terms are agreed in relation to the purchase of your home, we will then proceed to exchange contracts.

FOR MORE DETAILS VISIT
CALA.CO.UK/PARTEXCHANGE
OR ASK A SALES ADVISOR

*See reverse for terms and conditions



ALL PART OF OUR SERVICE

Our up to 100% Part Exchange Service allows you to easily move into a superb new home without the delays and uncertainties that are often experienced when selling an existing property. The service also allows you to secure the home you want to buy well before building has finished, without having to worry about tying together completion dates that could be several months in the future.

SUMMARY

- Part exchange your current home for a brand new home
- Tie together both completion/moving dates
- Leave the hassle of selling your own home to us
- Avoid estate agent fees



TERMS AND CONDITIONS

*Up to 100% Part Exchange will be considered subject to CALA's purchasing criteria, terms and conditions. We have the right to refuse your application for the Part Exchange service. To determine a fair price to offer for your existing home, CALA will obtain two independent valuations based on achieving a sale in a six week period and our offer will be based on those valuations. If the valuations are very different, we will consult with a surveyor or other expert in property valuations. We will carry out a survey on your existing home after you accept an offer. The part exchange sale depends on the results of that survey. In the event that the survey reveals problems with your existing home we will talk to you to find a solution, however if we fail to agree terms, we will deduct any cost incurred by CALA for the survey and specialists reports when we return your reservation fee. While your new home is being built you will have to allow us to market your home and arrange viewings by appointment, at reasonable times. You cannot use the service with any other incentives or purchase services unless we specifically agree you can at the time you reserve your home.

†CALA does not offer financial (or mortgage) advice. This example does not include fees which may be payable to your lender such as early repayment charges etc. You should take advice from an IFA before agreeing to a part exchange and/or new mortgage. This example does not include all the information you will need to apply for a new mortgage. This does not constitute a part exchange quote.

OUR PURCHASING CRITERIA

CALA will only accept part exchange in the absence of a cash purchaser. There must be sufficient differential between the value of your existing home and the CALA home and market demand/sales potential for us to consider part exchange. Geographically, CALA will only consider part exchange on a property that can be easily managed from a regional office location.

FOR MORE DETAILS VISIT
CALA.CO.UK/PARTEXCHANGE
OR ASK A SALES ADVISOR

