

*Introducing*



# HOME Scheme and Part Exchange

You've found the Story Home of your dreams but you don't have a buyer for your current property...

Don't worry, we can help. We have two schemes which may make your new dream home a reality\*



Story  
HOMES

# HOME Scheme

Our HOME scheme\* is the perfect option for customers who have a house to sell but who don't meet our criteria for Part Exchange, or who would like to take advantage of the Help to Buy scheme. The HOME scheme allows customers to reserve their plot for six weeks, while we arrange for two Estate Agents to value your home, put it on the market and help to secure the best possible price. We work closely with the agents to ensure that the property is actively promoted, keeping customers up-to-date at all times. We will also pay your Estate Agency fees (up to £2,500)\*, and removal fees.

---



**NO REMOVAL  
FEES TO PAY**

## It's simple...

- You can reserve your dream home today
- We pay your estate agency fees (up to £2,500)\*
- You can be upsizing or downsizing
- There are no removal fees to pay
- We work with a local Estate Agent to achieve the best price for your home
- Help to Buy is available with this scheme

Our HOME scheme is also available with 'Help to Buy' which means you can buy a new Story Home with only a 5% deposit.\*



## And it's easy...

- Speak to one of our experienced Sales Executives to discuss whether the Story home you have chosen, and your current property, meet our HOME scheme criteria
- If eligible for the scheme we will instruct two independent Estate Agent valuations
- Once we have agreed a realistic selling price you can reserve your new Story Home. We will work with a local Estate Agent to ensure a buyer is found as quickly as possible (within a pre-agreed timescale)
- Viewings will take place at a time to suit you, but can be managed by the Estate Agent
- When you've found a buyer they may have a house to sell - we can help with that too (see our 'chain break' section on our website)

See page 6 for terms and conditions



[storyhomes.co.uk](https://www.storyhomes.co.uk)

# Part Exchange

Our Part Exchange scheme\* is the perfect option for customers who have a house to sell. Subject to eligibility we will agree a realistic selling price with you and make you an offer based on this. If you are happy with the offer you can reserve a new Story Home with only a £1,000 reservation fee, safe in the knowledge that both your sale and purchase are secure. Your Sales Executive will guide you through the buying process and we will take over the responsibility for marketing your property, all we ask is that you allow viewings to take place at a time that is convenient to you.

Visit the news page on our website to read about our buyers experiences

---

## It's simple...

- We pay your Estate Agency fees
- Stress free moving with no chain
- No advertising costs
- No Home Report (where applicable)
- No chain
- You can stay in your home until your new Story home is ready

## And it's easy...

- Speak to one of our experienced Sales Executives to discuss whether the Story home you have chosen, and your current property, are eligible for our Part Exchange scheme. You'll need to provide our Sales Executive with details of your current property (i.e. value/location)
- If you do meet our criteria, we will agree a realistic selling price with you. This will be based upon two independent Estate Agency valuations.
- Based on the valuer's advice of achieving a realistic sale within a six week period, we will make you an offer. You can then reserve your Story Home (any offer made is subject to a homebuyer's survey and acceptable searches)



## HOME Scheme guidelines

- Our Home Scheme is available on selected developments/plots and is subject to terms and conditions.
- You must enter into an Agreement with Story Homes concerning the sale of your existing property, which will include a time period for the Agreement. A sample of our Agreement can be obtained from your local sales office.
- You agree to Story Homes appointing a nominated estate agent who will market and sell your existing property.
- You agree you will have no control over which estate agent we instruct, or the terms of that appointment.
- We agree to pay the estate agent's commission plus VAT for marketing and selling your existing property provided you legally complete on the purchase of a new Story home.
- You agree not to instruct another estate agent to sell your existing property until our Agreement has ended, that no party is currently negotiating to purchase your existing property and that no introduction has already been made by another party.
- In the event that any existing contract with your estate agent cannot be cancelled without penalty, or if there is a penalty for dual agency, Story Homes will not be liable for any extra fees as we cannot be responsible for obligations contained in third party contracts. Please note that you will be liable for dis-instructing your existing estate agent and for any abortive costs or dual agency fees according to your contract.
- You agree to allow reasonable access to your property for viewings and survey purposes and to co-operate fully with our estate agents in their endeavours to market and sell your property.
- If no acceptable offer is received within the time period set out in the Agreement (usually 6 weeks from the start of marketing), we reserve the right to re-market our available plot.
- This offer is also subject to the terms of your reservation agreement with us which explains the circumstances in which we may retain part of your reservation deposit.

\*These schemes are also subject to Story Homes' General Terms and Conditions available on our website.

# Part Exchange guidelines

- Part Exchange is available on selected plots and developments only.
- The value of your property should be no more than 70% of the value of your new Story Home.
- Part Exchange is only available up to a maximum value of £200,000<sup>^</sup> for your old property. (<sup>^</sup>Higher values may be considered depending on the purchase price of a specific plot, please ask our Sales Executive)
- The property must be under 100 years old.
- Your property must be in a good general state of repair.
- All necessary consents for alterations and/or extensions must be available for us to see, even if the work was carried out by a previous owner.
- Any offer made by us under the Part Exchange scheme is subject to any necessary surveys and reports.

## **We may not consider the following:**

- a) Commercial property or property located in close proximity to a commercial property.
- b) Property with a history of structural defects requiring specialist structural report, or has been rebuilt or underpinned or in an area known to have a history of structural problems.

- c) Leasehold property where the lease has less than 80 years to run (if there is less than 80 years left on the lease and the owner is able to buy the freehold then the property may be considered).
- d) Any property that has a limited saleability; this would include flats and one bedroom properties.
- e) Property which has a defective legal title or flying freehold.
- f) Property on unmade/unadopted roads.
- g) Property that requires excessive repairs or improvement.
- h) Any property which our valuers advise unsuitable for Part Exchange.
- i) Ex council, ex corporation and local authority housing.
- j) Property which has no NHBC or architects certificate where the property is less than 10 years old.
- k) Any property that is subject to an occupancy clause.

At least two local Estate Agents will be instructed to assess your property. Their report will include information on the area, present market conditions, properties that are under offer or that have recently completed. We also ask them for a figure that they consider your property will sell for, based on finding a buyer within a six week period. The above information is taken into consideration when a value for your property is being assessed.



*Let us tell you more:*

To find out more about these schemes please speak to our Sales Executive at the development you are interested in or contact Head Office on:

e: [sales@storyhomes.co.uk](mailto:sales@storyhomes.co.uk) t: 01228 404550 (office hours)

Story House, Lords Way, Kingmoor Business Park,  
Carlisle, Cumbria CA6 4SL

[storyhomes.co.uk](http://storyhomes.co.uk)