

RELAX

YOU HAVE A GUARANTEED BUYER



BE ASSURED, A NEW CALA HOME IS A GOOD MOVE

With our Guaranteed Buyer service, you can rest easy that the sale of your existing property won't hold you back.

- If the CALA home you have set your heart on is four months or more away from being fully built and your home is not yet sold, CALA may be able to make an offer that you can fall back on if you don't sell as easily as you thought.
- We effectively act as a cash buyer that waits in the wings in case your home hasn't sold by the back-up date that you agree with us.
- You can market your existing property as usual, at a price that you set with the estate agent.
- If your existing property sells before the back-up date, we will give you the pre-agreed alternative incentive.
- If your existing property does not sell before the back-up date, we will buy it from you at the originally agreed price with the same legal completion date as your new CALA home.

Guaranteed Buyer gives you a chance at achieving an open market price on your existing property with our offer (which is based on a quick sale) waiting in the wings if you need it. If you would prefer the certainty of knowing what your existing property will sell for at the outset, we can offer you up to 100% of market value through our Part Exchange service. If you use Part Exchange, you will also avoid paying estate agent fees. Visit www.cala.co.uk/partexchange for more information.



HOW OUR GUARANTEED BUYER SERVICE WORKS

CHOOSE YOUR NEW CALA HOME. IT MUST BE A HOME WHICH WILL NOT BE READY TO MOVE INTO FOR AT LEAST FOUR MONTHS.

The CALA Sales Consultant on the development you are interested in will complete an enquiry form with you. Once we have your enquiry form, we will:

- Instruct two independent valuations on your existing property and often feedback from a local chartered surveyor, then make an offer based on achieving a quick sale
 - Agree a back-up date with you (this date is usually eight to ten weeks before the legal completion date of your CALA home)
- Advise you of what alternative incentive is offered if your existing property sells before the back-up date.

You will need to accept the offer within 24 hours as we cannot take your chosen CALA home off the market until you accept and we have accepted your reservation fee. If you miss out on your first choice, we can help you find an alternative, subject to availability.

The Guaranteed Buyer missive/contract must be signed within 14 days. It contains a condition that allows the missive/contract to be ended if your property sells by the back-up date.

You will need to market your property using one of the agents who valued on behalf of CALA Homes and we will keep in touch so you can update us on how the sale is going.

You will need to pay estate agent fees, marketing fees and home report costs (as applicable).

If your existing property sells on or before the back-up date, you will need to advise your solicitor.

Once you conclude missives/exchange contracts on your existing property, you will be entitled to the alternative incentive that was agreed.

If your existing property does not sell by the back-up date, CALA will buy your existing property under the Guaranteed Buyer service.

EITHER WAY, YOU GET TO MOVE INTO YOUR NEW CALA HOME ON THE DATE AGREED.

ALL PART OF OUR SERVICE

Our Guaranteed Buyer service allows you to plan your move into a superb new home without the uncertainty of wondering whether your existing home will sell. You will be able to market your home at a price that you agree, but with the knowledge that if you can't find a buyer, CALA will step in.

SUMMARY

- Choose a CALA home that is at least four months away from being ready for you to move into.
- Market your own home.
- Rest easy in the knowledge that CALA will act as a cash buyer if you need it.
- Receive an alternative incentive if your existing property sells before the back-up date.



TERMS AND CONDITIONS

The Guaranteed Buyer service will be considered subject to CALA's purchasing criteria, terms and conditions. We have the right to refuse your application for the Guaranteed Buyer 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 four to eight 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. If your home has not had a recent home report on it, we will carry out a survey on your existing home after you accept an offer. The Guaranteed Buyer 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 specialist reports when we return your reservation fee. While your new home is being built you will need to keep us updated as to how your sale is progressing. 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.

OUR PURCHASING CRITERIA

CALA will only accept a Guaranteed Buyer reservation in the absence of a cash purchaser. There must be sufficient difference between the value of your existing home and the CALA home. Geographically, CALA will only consider Guaranteed Buyer on a property that can be easily managed from a CALA regional office location.

FOR MORE DETAILS VISIT

CALA.CO.UK/GUARANTEEDBUYER

OR ASK A MEMBER OF THE SALES TEAM

