



# RICHMOND CHASE



LET US HELP YOU SECURE YOUR DREAM HOME



## Why should you consider the Berkeley underwritten part exchange scheme?

### The benefits include:

**No worrying.** With our part exchange scheme there is no worrying about whether you will be able to sell. Once we have agreed everything you can relax and start looking forward to moving to your new home.

**Fair offer.** Our offer will be based on three valuations by local Agents, and we will always aim to make you a fair and reasonable offer based on their advice.

**No fees.** You may want to instruct an Agent yourself before your new home is ready in order to maximise the price you might receive, but in the event that we do take your home in part exchange there should not be any estate agent fees to pay.

**No chain.** In the event that we go ahead with the part exchange there is no danger of other people changing their minds, delaying or even pulling out.

**Certainty.** You can be certain that whatever happens you have a buyer for your old home meaning you can move in to your new Berkeley home.

### How it works:

Quite simply, we use the price agreed for your existing home as part payment for your new home.

- Berkeley will offer to part exchange your home against the new home you wish to purchase (subject to title and survey).
- The agreed price of your existing home must be no more than 65% of the price of your new home. Once the offer has been accepted, we will instruct solicitors and commission a full structural survey.
- No estate agency fees will be paid if the sale with Berkeley goes through.
- If your current home has not sold on the open market by 8 weeks before legal completion on your new home, your sale to Berkeley Homes will be progressed so that completion is simultaneous with completion on your new property.
- At Berkeley, we want our customers to get the highest possible value for their current property and that is why we encourage you to market your home and take advantage of any increase in market value right up to the 8 weeks before completion. But rest assured if you have not sold your current house by this time then we will purchase your current home outright with no fuss in order to directly coincide with the completion of your new home.

### Illustration based on House 52

- Purchase price of House 52 from Berkeley £1,950,000
- Your existing property to be a maximum of 65% of this value, £1,267,500
- 3 independent local agent valuations on your home average £1,200,000
- Berkeley will offer you 90% of this value, £1,080,000, should you be unable to sell the home yourself before completion of the new house

Richmond Chase Sales & Marketing Suite, Church Road, Richmond, TW10 5HH

T: 020 3504 1554 W: richmond-chase.co.uk

