

Buyers Information Sheet

Leasehold Schemes for the Elderly (LSE)



Sussex Housing & Care

Downash Court, Rosemary Lane, Flimwell, Wadhurst. TN5 7PY Tel: 01580 879454

Nevill Close, Beacon Road, Crowborough. TN6 1UW Tel: 01892 662087

Sackvill Court, Hastings Road, Bexhill. TN40 2HY Tel: 01424 220496

Waldron Court, Mutton Hall Hill, Heathfield. TN21 8NZ Tel: 01424 866445

I want to buy a property, what do I need to do?

In the first instance, contact the Scheme Manager of the property that you are interested in. The Scheme Manager will know what is available and which estate agent is handling the sale. If the sale is private, the Scheme Manager may be able to contact the seller and pass on your contact details. You can also contact Cathy Wilson, Allocations & Sales Officer at Sussex Housing & Care, Ronald Simson House, 24 Sutton Avenue, Seaford. BN25 4LG

Phone: 01323 875581 / 07876 236888

Email: cathy.wilson@sussexhousing.org.uk

How do I go about buying the property?

Once a sale price has been agreed, the Scheme Manager will carry out a needs assessment to ensure the scheme and property is suitable for the incoming resident. The Regional Manager and the Director of Housing & Care will be required to approve the assessment before we instruct our solicitors to proceed with the sale. The Allocations and Sales Officer will co-ordinate the sale through to completion.

In many respects buying your property operates like a normal purchase, where the seller and the buyer mutually agree a purchase price between both parties. However, there is one significant difference, Sussex Housing & Care will buy the property back from the owner and sell to the buyers on the same terms granting a new 99-year lease. The sale of the lease back to Sussex Housing & Care and creating a new lease for the buyer takes place at the same time to ensure there is no delay between the two.

You should note that the purchase price must not exceed 70% of the market value of the property. If in doubt, you should check with the agents that the price represents this reduced value. If and when you come to sell the property you must also ensure that the sale price does not exceed 70% of market value.

Why should the purchase price not exceed 70% of the market value of the property?

Sussex Housing & Care are a registered housing association and received grants of 30% of the original cost to build the leasehold properties. These grants were received on the condition that we make our housing affordable. These are aimed at people who may not otherwise be able to afford to purchase a retirement home. That is why the purchase price of the property must not exceed 70% of the current market value. The purchaser owns 100% of the property.

The seller of the property is required to cover the cost of an independent RICS qualified survey to confirm the market value of the property. A selling price can then be set considering this.

What will I need to pay to buy the property?

You will need to budget for the following:

- Your solicitor's costs – they will advise you of their fees; and
- Sussex Housing & Care's solicitor's costs of £650 plus VAT

Please also note that the seller will need to pay Sussex Housing & Care's solicitors costs of £650 plus VAT, plus any other costs for the surrender of their lease.

What tasks do Sussex Housing & Care's solicitor fees cover?

The fixed charges above are calculated based on the estimated time spent to complete the transaction. This estimate is based on Sussex Housing & Care's solicitors having acted for the organisation for many years and knowing how much work is involved. Sussex Housing & Care's solicitors make a fixed charge in order that you have certainty over the cost.

As follows:

- Take instructions from us.
- Write to your solicitor and the buyer's solicitor to confirm their requirement for the transactions.
- Obtain a copy of the property's registered title from the Land Registry and provide this to the buyer's solicitor together with other documents they will need.
- Draft the documentation and agree this with the seller's solicitor and buyer's solicitor.
- Prepare formal copies of documents for signing by the parties.
- Liaise with Sussex Housing & Care about any queries and find out whether any service charge money is outstanding from the seller.
- Arrange and deal with the exchange and completion on both transactions;
- Deal with pre-completion enquiries.
- Tell Sussex Housing & Care whether any money is owed to them at completion.
- Draw up a form for Sussex Housing & Care to collect any stamp duty land tax on the sale of the apartment.
- Deal with any Land Registry requisitions.

What happens with the transfer of funds on completion?

Your solicitor should directly send the purchase price to the seller's solicitor.

How long will the process take?

The process from an application through to completion of the sale usually takes 8 to 12 weeks.

However, delays can often be caused by:

- The time that your searches take to come back and the time your solicitor takes to turn things around.
- Where relevant, delays caused by your property being in a chain.
- The seller taking time to find or get a moving date for new accommodation.
- The parties agreeing a mutual convenient completion date.

Once the documentation is agreed between the parties, it can take up to two weeks to for signatures to be obtained by our directors and/or Board members.

What are the contact details of Sussex Housing & Care's solicitors?

Our solicitors are Lawson Lewis Blakers of 11 Hyde Gardens, Eastbourne, BN21 4PP

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