



The Morris guide to...

buying your first home

Buying your first home can be daunting. From arranging first mortgage finance to the process of completing a purchase, if you've not done it before then we understand that you may need help. For over 50 years Morris has helped people get a foot on the property ladder.

This guide looks at the various steps you need to consider on the journey towards buying your first house.

Survey results

Morris sells hundreds of new homes to first time buyers, so we understand the different obstacles that can get in the way as you start to make those all important steps onto the ladder. We recently asked a range of first timers how they found the experience of buying their first home.

34%

of people rely on the bank of Mum and Dad for loans to buy a home.

73% of homebuyers were able to buy their home quicker than they anticipated thanks to a housebuilder scheme.

Three out four people

– wished they had taken more advice before they went to purchase their home.

Don't let these statistics alarm you. There are a range of different steps you can take to make the homebuying process hassle-free.

On average, homebuyers rent for **seven years** before they consider buying a home.

five years

– the time 38% of people think it will take them to save their deposit.

one third of people wished they had had more advice before they went to purchase their home.

First steps with HomeBuy Direct

With most first timers needing a bigger deposit than ever before, it's easy to see how the average age of a first time buyer purchasing without help has crept up to 38*.

Ashley Barlow and boyfriend Craig Plaice (both 26) from Chester had been living separately with their parents before deciding they wanted to take that first step onto the property ladder.

Ashley says: "We were keen to own our own home, but didn't have enough savings to be able to put down a large deposit and as soon as we started looking, we realised that we simply couldn't afford most of the properties on the market."

It's a heartbreaking situation but Ashley and Craig aren't alone. Tim Rigden at Wiseone, a specialist in mortgage lending, explains: "Every month we see hundreds of people who are desperate to own their own property but struggle to save up. The frustrating thing is that many of them have good jobs and would be able to afford the mortgage repayments but don't have access to the lump sum deposit that lenders demand."



But, despite the obvious hurdles, in recent months, hundreds of young people have secured a place of their own, using the Government's HomeBuy Direct scheme.

The government-backed scheme, which launched in 2009, enables qualifying first time buyers to purchase a new home with a mortgage for just 70 per cent of its market value and without a large deposit.

Tim at Wiseone says: "The HomeBuy Direct scheme really is as good as it sounds. It eliminates the biggest worry for first time buyers – saving for a huge deposit – and allows you to get the home of your dreams straight away.

"In most areas the scheme came to an end during September 2011 but actually there are still a few developments offering it. With interest rates at their lowest level for years, it really is worth considering properties that qualify for HomeBuy Direct – not only could you end up securing a bigger house than you first thought, but you could also find that it works out cheaper than renting."

Ashley and Craig were just one of the couples to benefit from HomeBuy Direct – buying a three-bedroom home at Morris' Tower Wharf development in Chester.

Craig says: "We were very impressed with the quality of the homes at Tower Wharf, and the sales advisor was incredibly helpful when it came to explaining and sorting out the details of our move. We're really pleased as we would never have been able to afford a home like this without the help of HomeBuy Direct."

For more information on HomeBuy Direct visit www.direct.gov.uk. Alternatively you can speak to one of our sales advisors to get friendly advice on how to get onto the property ladder or check out www.morrishomes.co.uk/offers-to-help-you-move

Getting on the ladder

New-build homes are ideal for first time buyers. They are energy efficient, have lower energy bills and come with a NHBC 10 year guarantee as standard. A housebuilder can offer a wide range of schemes at its developments that can support you financially as well give a helping hand through the homebuying process.

What is available to me?

A number of schemes are open to all first time buyers and key workers – such as nurses, teachers or local authority employees – as well as people who have previously owned a home with a partner and now want to buy alone. To qualify, you must have a total household income of less than £60,000 a year.

Homebuy Direct

This Government-led scheme was originally launched in 2009 and is available on a select number of Morris developments for a limited time only.

HomeBuy Direct means you can purchase a new home with a mortgage for just 70% of its value and without a large deposit. Morris and the Government will provide the remaining 30% in a home equity loan, which you don't pay back in full for 25 years.

FirstBuy

FirstBuy is the new Government backed initiative, launched in 2011, that is available on all developments that didn't have the previous scheme available.

Morris and the Government will jointly provide a 20% loan to top up your deposit of 5%. This means you only have to take out a mortgage for 75% of the property. The remaining 20% can be paid back over 25 years or when you sell your home – whichever is sooner.

Great Start

Certain developments fall out of the catchment for Government-led schemes, like our homes in Wales or at our Tatton Green and Edgewater Park developments. To help buyers in these areas, Morris has its own Great Start scheme.

Pay just 80% up front, made up of a 5% deposit and 75% mortgage and get a 20% equity loan from Morris for the rest.

Interior Extras*

We want to make buying a home simple so we also offer a tailor-made moving in package for first time buyers.

We can offer:

- Fitted carpets and curtains or blinds
- Staple kitchen appliances, including a washer dryer and a fridge freezer
- A comprehensive range of furniture, cutlery, crockery, bedding, and soft furnishings
- 32" LCD TV with DVD player
- Garden landscaping

* Not to be used in conjunction with any other offer. Plot specific.

Stamp Duty and Legal Fees

We can also offer advice and help on additional home buying necessities and work out the best way for you to factor in these costs.

Additional requirements:

- A reservation fee if required
- A deposit on exchange if required (a mortgage deposit is typically 5% although some schemes may require higher or lower deposits at exchange of contracts)
- Other fees on completion (e.g. stamp duty, legal fees).

How to buy a home

A new home is the biggest purchase that most of us will ever make – so how can you be sure that you've got the basics covered? Our team of experts have put together a simple four stage guide to buying your new home.

Working out what you can afford

Before you rush out to buy that matching crockery set, you'll need to work out exactly what you can afford. This will help to narrow down your search and steer your discussions with the mortgage lenders.

It's a good idea to speak to an Independent Financial Advisor (IFA) as early as possible. They will work out your monthly outgoings to see how much money you will have for the mortgage repayments and initial deposit, how much you will be able to borrow, and other expenses you may encounter as you go through the process.

You can also speak to your IFA about deals that may be available from larger and smaller lenders, not just your bank.



Arranging your mortgage

The next step, once you know what you can afford, is to get your finances in order and see if there is any additional support which can help you afford your new home.

The Government has a range of schemes designed to help first time buyers get onto the property ladder – visit our ['Help for first time buyers'](#) to see if you qualify

You'll find a wide range of different mortgages on offer – and plenty of information to help you choose one that suits you best. For more information on the types of mortgages available, visit www.direct.gov.uk/mortgages

Doing the paperwork

The legal work to transfer a property to its new owner (you) is called conveyancing. You will need to have a solicitor or licensed conveyancer who will guide you through the legal process of buying a house, from the exchange of contracts to completion. Ask for personal recommendations from friends and family that have gone through the process or your IFA and the Morris sales advisor on the best person for the job.

For more information on how Morris can help you get on the property ladder, call 0845 601 5667 or visit sales advisors at our developments today.

The big move

Once you have completed and the paperwork is out the way, it's time move in. Morris will be able to give you a good indication on your moving timeline at the start of the process to help you plan removals and give notice to your landlord if you're renting.

To be on the safe side, ask your conveyancer for advice before you make any major decisions before exchange, so you don't end up out of pocket if the exchange doesn't go ahead.

Things to remember before you move:

- Book the time off work and give yourself enough time to pack and unpack
- Arrange your removals company or get friends and family to help
- Tell the local authority your new address and moving date and get your post redirected at the Post Office
- Confirm your moving date with your preferred utility companies
- Put together a 'First Day Survival Pack' with all the essentials you will need before you have time to unpack. This should include basics like a kettle, crockery set, bed sheets, tools and a change of clothes.