

The logo for Exclusive Connections features a series of white dots of varying sizes arranged in a pattern that suggests a network or a path, set against a teal background.

Exclusive
Connections

Sale and Rent Back

01582 482333

exclusiveconnections.co.uk/luton

A series of light blue circles of various sizes are scattered across the lower half of the page, creating a decorative pattern.

Debt Statistics

Striking Numbers

£1m every 5 min – Growth in UK debt
£330m – Daily increase in UK debt
£56,234 – Average household debt (including mortgages)
£94.5bn – Amount of interest we pay each year
£1,400bn – Total UK debt

- Total UK personal debt at the end of November 2007 stood at **£1,400bn**.
- Average household debt in the UK is **£8,956** (excluding mortgages).
- Average household debt in the UK is **£56,234** (including mortgages).
- Average owed by every UK adult is **£29,500** (including mortgages). £190 increase from previous month
- Average consumer borrowing via credit cards, motor and retail finance deals, overdrafts and unsecured personal loans has risen to **£4,700** per average UK adult at the end of November 2007.
- Britain's personal debt is increasing by **£1 million every 5 minutes**.
- 60% of IVA's entered in to are by adults under the age of 30 and who are not homeowners

Source: Credit Action Today

Today in the UK:

- Consumers will borrow an additional £330m today
- The average household debt will increase by over £13.25 today
- 77 properties will be repossessed today
- 305 people today will be declared insolvent or bankrupt
- 2,750 County Court Judgements (CCJs) issued
- Bank and building societies will hand out £1bn in mortgages today
- Citizen Advice Bureaus will deal with **6,600 debt problems** today
- The average car will cost £15.42 to run today
- More than 7,716 loan repayments are going unpaid every day
- The average home will cost £30 today to run
- £526m will be withdrawn from cash machines today.
- 24.5m transactions worth £1.4bn will be spent on plastic cards today

Source: Credit Action Today

What do we do?

- Assess your full financial situation to provide the best option available to you from a range of products we offer
- Allow you to gain control of your finances by initially putting you on a debt management programme
- Administer your account on your behalf
- Liaise with your creditors on an ongoing basis
- Receive one monthly payment from you and distribute it to the creditors accordingly
- Review your file every three months to see there is another solution available to you

Product Options

- Debt Management
- IVA's
- Trust Deeds (Scotland only)
- Sale and Rent Back
- Full and Final Settlements
- Remortgage

How do they work to suit you?

Debt Management

- allows you to gain financial control of your situation, pay your household debts and your unsecured creditors at a reduced amount suitable to you.
- allows you to bring household arrears payments, such as your mortgage, up to date to prevent losing your home, whilst making minimal payments to unsecured creditors.

IVAs/1 day IVA/Trust Deed

- give you an end date to the situation you are in and allows you to gain control of your finances in a formal arrangement with the creditors lasting 60 months

Sale and Rent Back

- gives you the option to sell your property to a BTL investor, remain in the property by paying monthly rent and use the equity to pay off your debts

Full and Final Settlements

- allow you to pay off your debts at a reduced rate based on the capital you available

Remortgage

- allows you to release equity from your property to use to pay your debts off at a reduced rate

What is Sale and Rent Back?

- Guardian arrange the sale of your property to an investor
- Client has option to rent property back at annual 7% of the purchase price
- 12 months rent is paid upfront by the client and deducted from the cash advance
- Option to buy back after 12 months, for a 3 month window
- Property Management handled by Guardian
- Guardian solicitors handle completion process
- £3,000 fee charged to client for arranging the sale
- Remainder of capital paid direct to the client after mortgage and any other secured creditors are paid off.
- Equity released can be used to settle outstanding unsecured creditors in full and final settlements.

Sale and Rent Back could be considered for any of the following reasons:

- Debts to pay
- Repossession or eviction pending
- Divorce settlement
- Releasing equity
- Emigration
- or whatever reason it could be...

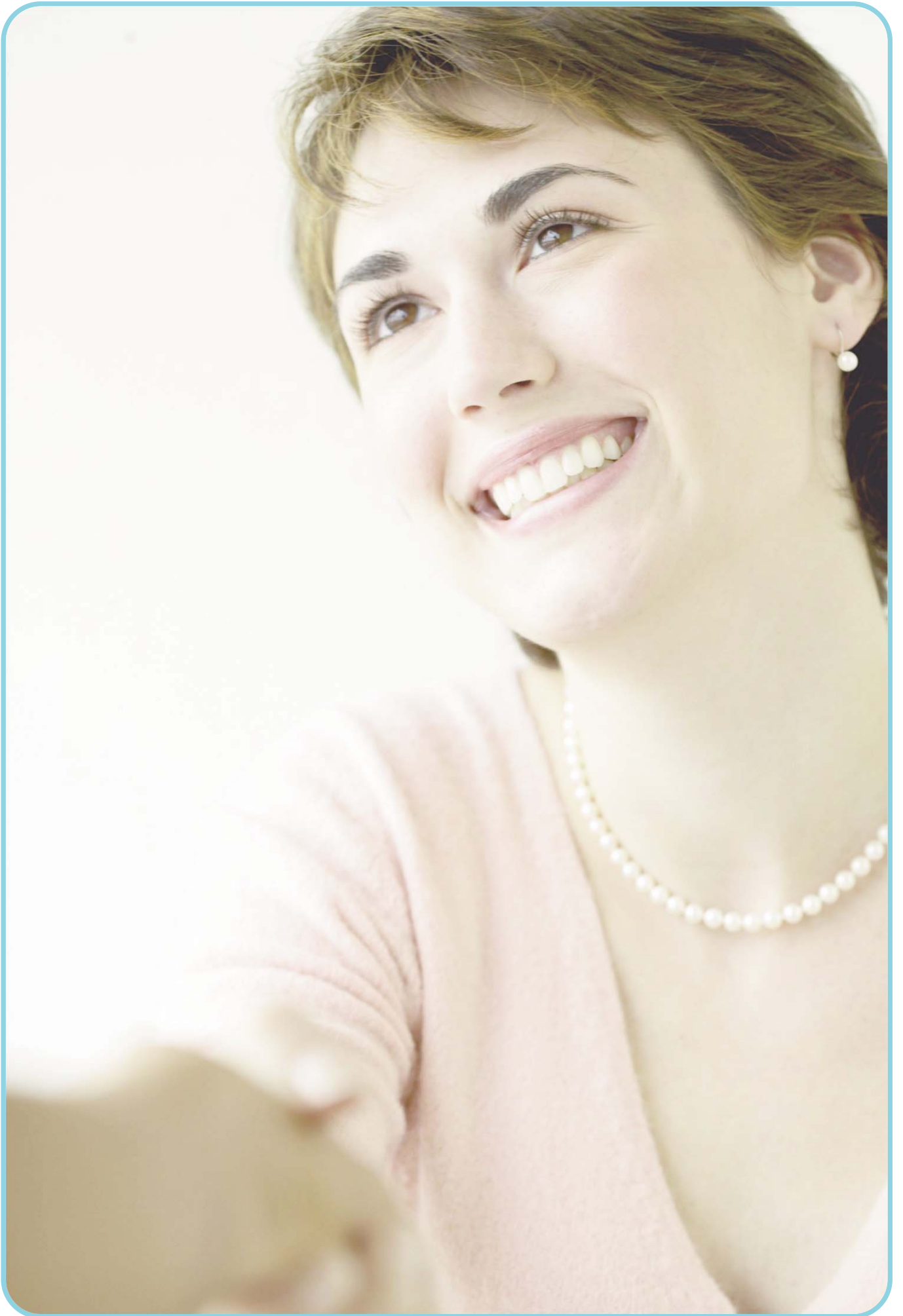
Benefits

The benefits of using our home rent back service compared to selling and renting somewhere else are:

- No Estate Agents commissions
- Buy back options available
- Legal costs paid
- No broken chains (1 in every 4 chains breaks)
- No public viewings by unmotivated buyers
- Immediate offers and a hassle-free quick sale
- Work out a personal solution tailored to your specific needs
- We will keep you informed all the time of the progress of the sale
- At every step we will work to timescales that suit your needs
- Our own funding line, Guardian Funding, for your lending needs
- We also have a property management service that you can benefit from

Property Management Services

- As part of our sale and rent back division, we also provide a professional property maintenance management service to all those properties your clients have. We will manage their portfolio's and offer a highly efficient and experienced helpdesk who are on hand to cater for all property management services.
- A minimum of 3 quotations sourced and presented to the landlord for all works requiring attention.
- The cost of this service is 15% of the monthly rental income, and there is nothing payable for the first 12 months to the client!*
- *First 12 months paid in a lump sum raised out of the advance through the sale and rent back scheme



Sale and Rent Back Questions & Answers

If I can't afford to buy back the property at the end of the year can I stay in the property as a tenant?

Yes. You can sign another 12 month agreement with the landlord after the first 12 months.

Can I buy the property back at a reduced rate any time in the future?

You can buy the property back after 12 months for a 3 month window at the price it was valued at when purchased by our Investor.

Who does the repairs whilst I'm a tenant?

Guardian Property Management deals with the maintenance of the property. If you make a claim they will send someone to assess the claim and go direct to the landlord for the funds to sort them out.

Who prepares all the documents?

Our solicitor, Hay & Kilner, will deal with all the legalities attached to this product and will provide you with everything you need. However, we do ask that you contact your own solicitor for your own piece of mind.





Exclusive Connections
Barket Lodge, 19 Marlborough Road
Luton, Bedfordshire
LU3 1EF

t: 01582 482333
e: luton@eclooffice.co.uk
w: exclusiveconnections.co.uk/luton