



THE UK FINANCIAL CRISIS

3 Easy Ways to Financially Improve Your Life by Using the Roof Over Your Head



There are a lot of things we are not taught in school. Things that, when the chips are down, will save our finances and the roof over our heads. Unfortunately, the information outlined in this guide isn't as widely known as I would like it to be. I believe that if more people were taught this, then they wouldn't be struggling with financial difficulty or worrying about what they can do with their homes when they're in a bad situation.

Whether you're looking to move abroad, sell a home due to probate, sell due to financial struggles or just want to move house fast, then this guide will give you the help you need. If after reading this guide you want to speak with someone who can support you, then book a coffee with me by *clicking here*.

We can have a chat and look at ways to get you from where you are to where you want to be, even if all that includes is me sharing some of my property expertise.

I have been in a bad place before, and now I want to help others out of theirs. I hope that you enjoy my guide and that we get the opportunity to talk soon.

SELL OR REFINANCE?

If you're in a situation where you need a large chunk of cash, but don't want to sell your home to get it, then this option is perfect for you.

Refinancing, also known as remortgaging, is the process of taking out a new mortgage on your property to pay off the existing one. This might sound a little confusing at first, but I'm going to explain how it works in this section.





HOW DOES A REMORTGAGE WORK?

Typically, you will be offered a percentage of your home's value. This can vary, but you're usually looking at up to 90%. The good news is that the value of your property may have risen since you bought it. Due to high demand and low supply, property prices almost always increase, no matter where you are in the country.

So, let's say you bought your home in 2010 for £100,000 and you're looking to refinance it in 2022. The valuer says that your home is now worth £150,000. A broker offers you a 75% remortgage, which means you can pull out £112,500. Not only is this more money than you originally bought your home for, but you also leave £37,500 in the property as equity. You get to keep your home, but you now have £112,500 to pay off any overheads.

If a refinance is of interest to you, then I highly recommend speaking with a mortgage broker over a high-street bank or lender. Lenders will only offer you their products. A broker will scan the whole market for you and find the best offer based on multiple lenders.

I work with a trusted broker who specialises in this area. If you would like to be connected with them (for no cost), then email me at hello@fontureproperty.co.uk and I'll put you in touch.

HOW TO SELL YOUR HOME FOR THE RIGHT VALUE AT THE RIGHT SPEED

There are more ways to sell your home than through an estate agent. Although there is nothing wrong with selling this way, it might not be the right option for you. There are three main ways that you can sell your property, three ways that I will break down below:



ESTATE AGENT

This is the most common option if you're not in a rush to sell your home and can afford to be picky with the seller. Different agents pride themselves on different things. For some of them it's booking as many viewings as possible and getting you off the market, for others it's making sure your home sells for the highest price.

If you're looking to sell with an agent, then find one whose specialism aligns with your needs. Look at past reviews and testimonials. Look at their current listings and check how long the agent has had them on the market.

Finally, get multiple agents to value your home. Some have a reputation for telling homeowners that their property is worth more than it really is. This means that it is overvalued when it hits the market and eventually stagnates until the vendor lowers their price. Eventually, they must sell for less than what they were promised, and it takes months to do so.

Statistics show that the average property sale takes three months on the open market and has a 1/3 chance of falling through, so bear this in mind before booking a valuation with an estate agency.



AUCTION

Auctions aren't just for the Homes Under the Hammer style buildings that we're used to seeing on TV.

Although they are a good fit for unmortgageable or distressed properties, they are also suitable for homes which have nothing wrong with them, other than the owner wanting it off their hands in a few weeks.

Selling your property at auction does not mean you will get a low price for it. You can set a reserve on your listing which means your home will not sell for less than that amount.

There are two types of auctions: modern and traditional. With a traditional auction, you're looking at a sale within 28 days. With the modern method, you're looking at selling within 56. Both methods include a deposit which must be paid by the highest bidder. So, if someone bids on your property at auction, secures it, and then pulls out, this deposit will either be paid to you or the auction house.

SELLING OFF-MARKET / PRIVATE SALES

A private sale is ideal if you already have a buyer lined up. It means that you don't have to try and advertise the property yourself or pay any sales fees to an auction house or estate agency. Also, some people just don't want their business to be known. If you're moving away for personal reasons, or don't want nosy neighbours poking around your house on a viewing, then a private sale will be your best option.

The only downside to this is that you need a buyer you can trust. You don't want to go months without advertising your home just to have your buyer back out at the last moment. You need someone credible who will work fast, offer a fair amount and is as motivated as you.

I buy homes off-market and complete the sale within 30 days. This is a similar timescale to an auction, but without any fees or the risk of not getting the price you hoped for. Plus, I'll pay for all your conveyancing fees to save you money. If you want a fast sale on your home for a fair value and with no costs included, ***then book a coffee with me today by clicking here..***





BECOME A LANDLORD

If you don't want to sell your home, but need to move away, then have you considered letting it out to someone else? Not only do you get to keep an asset that can be sold at a later date, but you also receive monthly cash flow in the form of rent.

If letting your home is something that you'd be interested in, but you need some cash up front, then there is a creative option: refinance and rent. You can change your mortgage from a residential to a buy-to-let and release some of your equity at the same time. This way, you get a lump sum of cash that can be used as a deposit on a new home whilst still having ownership of your previous property.

However, this is a best-case scenario. There are still things to consider, like if you have enough equity to cover the new deposit (buy-to-let mortgages usually cover up to 80% of the value of the home), and you'll need to make sure that the rental income covers your monthly costs.

A good mortgage broker will be able to help you calculate this, and I'm happy to connect you with one. Just get in touch by [*clicking here*](#), and ask me for their details..

FINDING THE RIGHT TENANTS

If this is an avenue that you want to pursue, then I will support you. I run a unique service where I rent properties for a guaranteed income over 1-5 years. This is called a corporate let, and it means I am contractually obliged to never miss a payment. I also keep the property to the same standard that it was when you let it to me.

I work with local businesses, hospitals and contractors who need accommodation. I then tenant these people in your home and act as their landlord. If these tenants don't pay me or they accidentally damage your home, then it is at my expense and there is no cost to you.

If this sounds like a solution that you would be interested in, then organise a quick call with me by clicking *here*.





HELPING YOU MAKE THE SMART MOVE:

If it feels like the world is on your shoulders, then you don't need to worry. There might be a simple solution to your problem, you just haven't found it yet. The ideas labeled above are just a handful of the creative techniques that you can use to move forward with your life. If I was to outline them all in this guide, then it would become a published book.

Property might be my expertise, but at heart, I am just a Cambridgeshire local who loves the area and wants to help its residents. I want to help you. I understand that you might feel like you have no one to talk to or like there is no solution to your problems, but you can trust and talk to me. I never judge and, even if I can't help, then I will know someone who can.

None of my services come at a cost to you. Just organise a virtual coffee with me using the link below. No matter what your problems are, we can work through them together and find a solution. That solution can be a private sale or just passing you to a professional, like a mortgage broker, who will give you the help you need.

Organise a virtual coffee with me by clicking here.