

thuis

Kopen naar Wens

Contents

1	Kopen naar Wens: what does this actually mean?	4
	Affordable thanks to a lower initial payment	4
	Who can buy a Kopen naar Wens home?	4
	Up your investment or sell	5
	What are the costs of Kopen naar Wens?	5
	Personal occupation of the home	5
	Selling the home	5
	Kopen naar Wens purchase examples	5
	Benefits of Kopen naar Wens	5
2	The purchase procedure	6
	The agreement	6
	Statutory cooling-off period	6
	Termination clause	6
	Unable to arrange a suitable loan?	6
	Transfer of title	6
3	How do you arrange the right loan?	8
	Is the Dutch National Mortgage Guarantee Scheme (Nationale Hypotheek Garantie) a mandatory requirement?	8
	Paying off the mortgage and risk	8
4	Do you require more information or would you like to register?	9
5	Extra information:	10
	What else do you need to consider when buying?	10

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Did you know that, besides renting a home from Woonstichting **'thuis**, you can also buy a home? We have good news for all those people who want to buy their own home but think that the associated costs exceed their budget. A number of attractive (financial) schemes bring that coveted home within your reach. You can buy a home from us at market value (on the open market), or you can buy at a discount, or subject to deferred payment. This significantly reduces your monthly expenses. Koopgarant and Kopen naar Wens are two schemes where the discount or deferred payment can amount to as much as 25% of the assessor's valuation. This brochure explains the Kopen naar Wens scheme for buying a home. A brochure for the Koopgarant scheme is also available.

Kopen naar Wens: what does this actually mean?

Kopen naar Wens offers more people the opportunity of buying their own home. Under the terms of the Kopen naar Wens scheme, you do not have to pay the entire purchase amount in one go. This helps you control your monthly expenses.

Affordable thanks to a lower initial payment

Under the terms of the Kopen naar Wens scheme, you pay less than the complete purchase amount. The amount you pay is at least 75% of the home's market value. We call this the initial payment. The remainder only has to be settled when you sell your home again. You can see this as a deferred payment. We explain this in more detail elsewhere in this brochure.

Who can buy a Kopen naar Wens home?

Anybody who is looking for an affordable

home for personal occupation qualifies for a Kopen naar Wens home. In some cases, you can purchase the home you currently live in via the Kopen naar Wens scheme. For more information, please contact Woonstichting **'thuis**.

If you are interested in a Kopen naar Wens house, you must first register yourself via www.wooniezie.nl. Once registered, you can react to the properties offered for sale on the website. The system randomly selects a candidate. Tenants of Woonstichting **'thuis** are given priority.

How does it work?

When you buy a home under the Kopen naar Wens scheme, you have to pay an initial amount yourself. You can choose from different percentages for the deferred payment: 10%, 15%, 20% or 25% of the home's market value. If your joint family income exceeds €67,522,- you can only opt for a deferred payment of 10% of the home's market value. You can also buy the home outright at the full market value. The income assessment is based on a statement of income. This can be requested from the Dutch Tax and Customs Administration and is free of charge.

The deferred payment, i.e. the part of the purchase amount that was not paid when you purchased the home, only falls due when you sell your home. But you can also choose to pay this amount at any time before you sell. This is possible as an annual payment from a minimum of €1,000. You can also choose to pay the complete deferred amount in one go, meaning that you no longer owe anything to Woonstichting **'thuis**. Ownership of the home then transfers to you fully. If you wish to make use of this option, please contact Woonstichting **'thuis**.

What are the costs of Kopen naar Wens?

You only have to pay the deferred amount when you sell your home again. No interest is charged on this amount. You do have to pay a one-off charge of a minimum of 2% of the deferred payment. This is the minimum, because this percentage increases in line with the average selling prices in your region. These average selling prices are recorded in the 'Prijnsindex bestaande koopwoningen' (price index of existing privately owned homes) of the Land Registry (Kadaster) and Statistics Netherlands (CBS). If the housing prices have increased by less than 2%, or have reduced even, you still pay a one-off amount of 2% of the deferred payment. If the average housing prices have increased by more than 2% at the time when you want to sell, you will pay back more. We have included some purchase examples on the right. You benefit from any increase in value and you can build up capital in your own home. The other side of the coin is that you also bear the risk of a possible drop in value.

Personal occupation of the home

Personal occupation is an obligation under the Kopen naar Wens scheme. This means that you personally have to live in the home. This rule prevents the purchaser from subletting the home. You may not let the home to third parties. In some cases, we can make an exception to this rule, for example, if you move abroad temporarily. However, you have to request permission for this from Woonstichting **'thuis**.

Selling the home

You personally decide when and to whom you sell your home. Woonstichting **'thuis** has nothing to do with selling the home. You do however have to pay the indexed deferred payment to Woonstichting **'thuis** when you sell the home. Woonstichting **'thuis** is neither entitled to nor has any obligation to buy back your home.

Kopen naar Wens purchase examples

Initial situation: Market value of the home €160,000 Purchaser opts for a deferred payment of 25%. The Kopen naar Wens price is therefore €120,000

Benefits of Kopen naar Wens

- Kopen naar Wens makes purchasing your home affordable. Also for people who earn a low income.
- Benefit from lower monthly costs.
- Your mortgage interest is tax-deductible.
- You pay no interest on the remaining purchase amount.
- You can always pay part of the deferred payment. Even up to 100%. This means that you are always entitled to acquire full ownership of the home.
- You benefit from a possible increase in value of your home.
- You have full control and authority over your home.
- Your living expenses remain constant (depending on the type of mortgage).
- Rent increases are a thing of the past.

	Kopen naar Wens	market price	Kopen naar Wens	market price
	Increase in value 10%		Decrease in value 5%	
Purchase price	120,000	160,000	120,000	160,000
Deferred payment	40,000		40,000	
Property value when resold	176,000	176,000	152,000	152,000
Indexed buyout amount payable to Woonstichting 'thuis (≥2%)	-44,000 (+10%)		-40,800 (+2%)	
Remaining amount before repayment	132,000		111,200	
Mortgage loan (103%)*	123,600	164,800	123,600	164,800
Resulting profit/loss	8,400	11,200	-12,400	-12,800

*based on the maximum loan amount according to NHG 2015 (purchase price +3%) and excluding mandatory repayment and only applicable if the mortgage does not exceed the value of the home.

The purchase procedure

The agreement

The estate agent who assists you when purchasing the home draws up the purchase agreement. If you wish, he will explain the contents of the purchase agreement to you in detail. When you sign a purchase agreement, you commit yourself legally. You then have an obligation to actually purchase the home. If the purchase falls through, you are liable to pay significant costs. There are exceptions to this: the statutory cooling-off period and the termination clause.

Statutory cooling-off period

After signing the purchase agreement, you may come to the conclusion that you have acted hastily. Don't worry, there is a solution for this. During a period of grace of three working days from the date of signing the purchase agreement, you can cancel the purchase without having to state your reasons.

Termination clause

The purchase agreement contains a standard clause stating that you can have the agreement dissolved if you are unable to arrange a suitable loan (mortgage). You have a period of 4 weeks to arrange a loan. If you do not succeed in doing so, the sale will fail to complete. You can also dissolve the agreement if significant faults attributable to lack of maintenance are detected during this period and those faults were not indicated at the time of the sale, or were not indicated in the house survey report.

Unable to arrange a suitable loan?

You must report this in good time, within the number of weeks allowed. You must submit the official letters of rejection from at least two financial institutions as quickly as possible to Woonstichting 'thuis in order to make use of the provisions of the termination clause.

Transfer of title

The notary arranges legal transfer of title to your home. The estate agent can give you further information about the transfer of title and the notary.



How do you arrange the right loan?

Arranging the right loan for your home is important. This section provides useful tips about loans. You can pay for a home with money you have saved or raised yourself, a mortgage loan, or a combination of both methods. You decide what suits you best and are also free to choose the fixed interest period and the type of mortgage. In general, the interest you pay on the mortgage loan is tax-deductible. Before you decide to purchase, make sure that buying a home will not cause you to overreach yourself financially.

Is the Dutch National Mortgage Guarantee Scheme (Nationale Hypotheek Garantie/NHG) a mandatory requirement?

Buying a house is a fantastic experience, but often involves large amounts of money and exposure to risk. The Dutch National Mortgage Guarantee Scheme (NHG) was created to limit the risks associated with purchasing a house. Under the terms of the Kopen naar Wens scheme, you are under no obligation to finance your home via the

NHG, but it is sensible to do so. Buying with the NHG guarantee offers you the following advantages:

- The amount of the loan is not excessively high compared to your income when judged against national standards and you pay a lower mortgage interest rate.
- If you find yourself in financial difficulties (through no fault of your own), the NHG will pay any residual debt after you have sold your home.

More information about the NHG is available here: www.nhg.nl.

Paying off the mortgage and risk

When you sell your home, you have to pay off your mortgage. A mortgage is a loan that is provided by a mortgage lender to cover:

- the purchase price of the home
- some of the buyer's closing costs (kosten koper)
- a maximum of 10% for any building alterations.

Including the buyer's costs in the loan means that your initial debt already exceeds the value of your home. Under normal circumstances, this is not a problem as you will pay off an adequate amount as the years pass. And if your home increases in value, the potential sales price will gradually reach a level that equals or exceeds your mortgage. However, there is no guarantee that your home will increase in value. If you move home again relatively quickly, you will often have not paid off an adequately large part of the mortgage. So there is a chance that you will be confronted by a residual debt if you have to sell.

We advise you to limit or prevent this risk as far as possible. If you can, use your own money to purchase your home, do not take out a loan for more than is necessary and choose a mortgage form that requires you to make regular repayments.



Do you require more information or would you like to register?

Are you interested in a Kopen naar Wens home? Register your interest in buying a home on the website: **www.wooniezie.nl**.

You will automatically receive email updates on new properties offered in your search area. When you register for a Kopen naar Wens home, you also receive information about properties offered for sale under the terms of the Koopgarant scheme and the homes which are for sale on the open market.

If you want more information you can also look at www.kopennaarwens.nl

If you have any further questions, you can also visit the website www.opmaat.nl

Extra information

What else do you need to consider when buying?

Maintenance

A home requires maintenance. As the home owner, you are personally responsible for this. Determining whether and when you will face significant expenses for maintenance is no easy matter. So always put aside money for maintenance in good time.

If you buy an apartment, the Homeowners' Association can provide accurate information about the level of maintenance expense you should expect in the longer term and the amount you need to put aside each month to cover maintenance. This is included in the service costs.

Other expenses associated with a privately owned home

When you buy a home, you have to pay additional taxes and insurance that you do not pay when you rent a property. For example:

- The tax on the notional investment value (eigenwoningforfait): a fixed amount that is added to your taxable income;
- Municipal taxes: you now also have to pay property tax (onroerendzaak-belasting/OZB);
- Water board fees: as the home owner, you pay more water board fees;
- A home insurance policy: you pay a premium for this.

Right of leasehold and right of superficies

A number of matters must be documented in the purchase contract in order to ensure that the deferred payment is in fact paid at a certain time.

In the case of single-family homes, we do this by:

- making the land available on a leasehold tenure basis;
- attaching a right of superficies for the home and/or shed that is to be built on the land (superficies).

In the case of apartments, a different provision is made as a right of superficies is not possible in this case. Apartment rights are acquired for this. The private part is made available on a leasehold tenure basis. In addition, economic ownership of the shared parts is transferred.

A ground rent/fee is owed for the deferred payment, for which the buyer is granted dispensation. So you do not have to pay this.

Buyer's closing costs (kosten koper)

When purchasing an existing home, you must make allowance for the 'kosten koper', which are the closing costs payable by the

buyer. These are additional costs that you have to pay as the buyer. Some costs are directly related to the purchase transaction, e.g. the property transfer tax. The remaining costs are associated with the loan for your home, e.g. the fee you pay when you take out a mortgage. The costs associated with the loan are fully tax-deductible in the year of purchase.

The buyer's closing costs (kosten koper) are related to the purchase price. The total amount is approximately 6% of the purchase price. You must make allowance for the fact that you not permitted to finance all costs in the loan.

House survey

The buyer is generally not qualified to determine whether a home is in good condition and whether or not major expenses are to be expected. Woonstichting **'thuis** makes sure that you are informed of possible faults in the home and the associated repair costs. We have a house survey performed before the home is offered for sale. The house survey report is issued to the assessor. The assessor considers this information when drawing up an accurate valuation (market value of the home). When you buy the home from us, you always receive a copy of the house survey report and the assessor's valuation.



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