

## Trafalgar *Square* overseas

Start with the end in mind.

Buying a property overseas : Information Pack.



# balanced.

Turning overseas dreams into financially balanced realities.



It is often said that having the dream is easy. The hard part is achieving it. Here at Trafalgar Square Overseas, our aim is to make the 'hard part' easy and your dream of owning an overseas property a reality.

#### How do we achieve this?

- Our in-depth knowledge of the buying process\*
  - including concise details of financial and tax implications
  - as well as mortgage solutions.
- Step-by-step guidance and advice during the buying process with regular up-dates from start to finish.
- Providing our clients with well-researched and simple buyers' guides.
- Sourcing reliable and effective professional help locally, from legal advisers to interpreters.
- Flexible working practices to accommodate our client's individual needs.
- Recognising that our top priority is our clients' interests.

\*Relates only to those countries listed in 'select a country' list.

knowledge.

## Trafalgar *Square* overseas

Overseas, but not over there.



Trafalgar Square Overseas is a truly independent advice-based mortgage brokerage. Our guiding principle is to break the mould of institutional-style selling by creating a new non-aligned mortgage business; a business that is not only client-centred but also entirely service oriented.

What this means for our clients is the absence of any time-consuming and impersonal bureaucracy and frustration, often associated with large institutions. We do not have call centres nor do we offer a succession of different case managers. Instead, you will benefit directly from the expertise and experience of your very own broker along with a case processor. This is your team. They appreciate the importance of understanding and identifying your aims and needs, without compromising their response times.

We also take great care in matching our clients' requirements to specific products by drawing on our access to the whole lender market and by providing clear and intelligible explanations of the options available.

We earn our fees by working hard on your behalf, guiding and informing you through every stage of the entire mortgage process, and achieving a successful application with the minimum of stress.



Trafalgar Square Overseas is a Member of the Association of International Property Professionals (AIPP). In an effort to improve the professional standards of the international property market, Members of the AIPP have voluntarily committed themselves to industry regulation.

When you see that a company is a Member, it means:

- A company has been vetted and approved.
- A company has submitted to industry standard training.
- A company has agreed to follow the AIPP Code of Conduct, one established to help and protect you, the buyer, by ensuring Members follow professional guidelines.

# independent.

## Trafalgar *Square* overseas

Client focused solutions for overseas mortgages.



From day one, you can expect personal service through every step of the mortgage process. This also applies to those working on your behalf such as solicitors and surveyors.

### How we work

**Step one – Introduction:** You will be introduced to your dedicated broker who will deal with your mortgage application throughout the entire process, ensuring you get direct access to the expertise you need and a quick response to any queries that may arise.

**Step two – Build a profile:** To help make your application as effortless and stress-free as possible, we will need to create a comprehensive and confidential profile of you. This will enable us establish your precise needs in order to match the most suitable lender and product to your circumstances.

**Step three – The search begins:** The matching process involves an extensive product search where the results will be discussed with you in detail – clarifying the different options concerning rates, fees, loan to value and timings.

**Step four – The application:** Once you have decided on a mortgage product and lender, your broker will ensure that you are familiar with all the documentation, taking the time necessary to ensure you understand how and why the information provided will be used. When you are happy to proceed, your application will be sent to the chosen lender.

**Step five – Case processor:** You will be introduced to a dedicated case processor who will work with you and your broker to actively keep you informed of your application's progress until completion.



# expertise.

## Trafalgar *Square* overseas

Making the hard part easier.



### Mortgage services

#### Residential mortgages

The overseas residential mortgage market has grown to the point where there are now 100's of individual product choices. These all vary depending on the size of an applicant's deposit, the term (borrowing period) of the mortgage and the applicant's age and financial status.

In addition to this wide range of product choices, there are a variety of payment options, such as fixed, capped, discount, etc, as well as repayment methods. The result for the applicant can be a large and rather confusing set of options.

Trafalgar Square works with a client to understand their financial goals, identifying long and short-term needs, and rationalizing the costs as well as their rate and repayment requirements. With this information a realistic set of options can be discussed, pinpointing an ideal lender and mortgage solution.

#### Investment mortgages

The middle ground between the residential mortgage market and commercial finance is predominantly occupied by the investment mortgage sector. This niche market is continually growing in complexity as it matures, expands and progressively gains recognition.

As a result, the investment property market is steadily evolving and becoming more sophisticated, with lenders implementing changes all the time; these advances give investors increased options on loan to value and refurbishment funding.

Trafalgar Square ensures that a client's investment strategy fits their needs by matching it to the appropriate products and lenders. By working with a client to understand business goals, the company provides valuable advice and support that enhances portfolio development and long-term plans.

Income or capital growth requirements will, by definition, involve differing application approaches to lenders. Trafalgar Square is familiar with vendor financing, gifted deposits, ghosted deposits and cash-backs.

## Trafalgar *Square* overseas

More than a traditional Mortgage broker.



### Consultancy services

#### General insurance

Trafalgar Square can place Buildings and Contents Insurance using a variety of providers depending on a client's requirements for cover. In addition to this the company can establish Accident, Sickness and Unemployment Cover, which is set up on the basis that the longer one waits to claim, the cheaper the cover becomes.

#### Property investment

Property as an asset class within any investment portfolio always has its place, whether as part of a free investment portfolio or a pension portfolio.

Trafalgar Square can advise on where property investment can be purchased for capital growth or income, and then work to match purchase requirements to the lending options available.

#### Portfolio re-gearing

As a property portfolio evolves, capital growth may create an opportunity to extract equity via re-gearing. Trafalgar Square will work closely with clients to identify the most effective way to do this, based on flexibility, timing and cost.

In some situations the portfolio re-gearing should be undertaken with some future flexibility in mind and, as such, Trafalgar Square can arrange Forward Buying Facilities for clients; this will then give them the ability to purchase new properties at speed.

Continued overleaf.

# choice.

## More than a traditional Mortgage broker.

### Consultancy services

#### Protection

Trafalgar Square can set up protection in single or joint names to cover the eventuality of Death or Critical Illness. This can be structured to be Level Cover over the term of the mortgage (where it is an interest only mortgage and payments remain the same each month) or Mortgage Protection (where the mortgage is capital & repayment and match the decreasing mortgage payments over the term of the mortgage). There are also other types of cover that can be examined and provided to deal with prolonged periods of illness.

#### Bridging finance

There are occasions where, for a variety of reasons, it may be necessary to provide temporary Bridging Finance over a short period. Trafalgar Square can organise this finance for clients with various Bridging Finance companies. The 'bridge' is normally based on 75% of the value of the property and typically can be put together in 5 to 10 working days. It attracts a set-up fee, monthly interest and an exit fee.

#### New build finance

Trafalgar Square will work with clients to find lenders on all new-build or refurbishment property applications. Individuals are either building a brand new property or completely refurbishing an existing one. The options are to set up 95% finance on the purchase of the land or property and 95% of the building costs. The money for the build costs is paid in four staged payments and is normally accompanied by an architect's planning schedule.



## Step-by-step guidance and advice.



### Frequently asked questions

**Q.** Can TSO recommend a solicitor for overseas mortgages?

**A.** Yes, we recommend The International Property Law Centre and will be happy to instruct them on your behalf.

**Q.** How long does the process take?

**A.** The length of time it takes to facilitate a mortgage differs from country to country. Countries such as France, Spain & Cyprus have very well established mortgage industries, however others such as Turkey & Bulgaria are new to the market.

**Q.** How long in advance can I apply for the mortgage on a new build/off plan property?

**A.** Most lenders would expect to be approached 3-6 months prior to completion, however as above this can vary from country to country.

**Q.** Are TSO linked to any developers or agents and do they sell their own properties?

**A.** No. TSO are completely independent and will not attempt to sell you property.

**Q.** Do I need life assurance?

**A.** Although there are some exceptions to the rule, the majority of lenders will require you to take out life assurance. We can arrange this on your behalf, please contact us for more information.



# guidance.

## Trafalgar Square overseas

### Mortgage Fee structure



Trafalgar Square normally places its business direct to lenders, and as an independent mortgage broker is allowed to use any lender it finds to match your needs.

The company charges fees for administration and consultancy which cover various activities carried out by Trafalgar Square on a client's behalf.

From application to offer stage normally takes an administration time of between 8 to 12 hours, irrespective of the loan size. Fees are charged in two ways:

1. In the form of an Administration Fee, normally between £299 and £499 dependent on the size and complexity of the loan. This is due on the submission of an application to Trafalgar Square.
2. In the form of a Completion Fee, which is paid by the lender upon completion of any mortgage, remortgage or loan to Trafalgar Square. This fee is always built into the product cost by the lender.

Both types of fee are paid to Trafalgar Square and pre-agreed prior to the commencement of any work being carried out for a client. All the fees are brought to a client's attention prior to any application. The Administration Fee protects a client from lender-fee bias.



# effective.

## Terms and Conditions of Business



### Trafalgar Square Overseas Limited

Trafalgar Square Overseas is the principal trading name of Trafalgar Square Overseas Ltd whose registered office is 56 Alexandra Drive, London SE19 1AN. Trafalgar Square Overseas is an application processing and packaging service to mortgage advisers and a direct mortgage advice company for non-UK mortgages.

**Trafalgar Square Overseas Ltd holds a Consumer Credit Licence**

**Trafalgar Square Overseas Ltd has been registered with the correct Data Protection Agency**

**Trafalgar Square Overseas is an Appointed Representative to Trafalgar Square Financial Planning Consultants: 305726**

#### Service Aims

The service aims of Trafalgar Square Overseas are:

- To add value by providing an application processing and packaging service to mortgage advisers that is efficient
- To relieve the mortgage adviser of the time-consuming administrative work associated with all mortgage applications
- To advise direct clients on non-UK mortgages

#### General

Trafalgar Square Overseas will begin case processing on receipt of a fully completed application form together with an administration fee which is non-refundable.

If an application is withdrawn after processing has begun (ie. Details have been input to the Trafalgar Square Overseas computer system), but where a valuation has not been carried out, the valuation/application fee will be refunded LESS THE ADMINISTRATION CHARGE referred to above.

If an application is withdrawn after a valuation has been carried out, there will be NO REFUND of the valuation /application fee.

Trafalgar Square Overseas will accept no responsibility where underwriters decline an application due to adverse information omitted from the application form.

Any indication or advice by Trafalgar Square Overseas as to the acceptability of a particular application or its conformity with particular scheme requirements is given in good faith, but does not constitute a guarantee that a mortgage offer will be issued. The final decision in all cases rests with the particular lender's underwriters.

Trafalgar Square Overseas will use its best endeavours to ensure that all mortgage illustrations accurately represent the particular scheme type and assumptions being illustrated. However, Trafalgar Square Overseas will not accept liability for damages or claims arising from any misunderstandings, errors or omissions in or about such illustrations.

Trafalgar Square Overseas will only amend the details on their database once written authority has been received from the individual or the Firm.

## Terms and Conditions of Business

### Trafalgar Square Overseas undertakings

Trafalgar Square Overseas undertakes to act in good faith in all dealings with advisers and their clients, endeavouring to provide information on and secure the best lending terms from a wide spectrum of lenders, and to process all applications speedily and efficiently. The principal service standards to which Trafalgar Square Overseas aspires are:

- To acknowledge receipt of all applications by 1st class letter post, phone, fax or email, to the adviser; on the day of receipt for applications received at our offices by 4.00pm; or the following working day for applications received after 4.00pm.
- Not to contact advisers' clients direct without the express permission of the adviser.
- To provide the adviser with regular updates of mortgage and remortgage schemes, rates, terms and conditions from time-to-time available through Trafalgar Square Overseas.
- To make payments as per FSA guidelines to the registered owner/company only, in respect of case completion fees and/or related commissions by cheque or credit transfer and to notify by means of printed statements or payment advice notes. All such payments to be inclusive of VAT where applicable. Any amendments to the payee will be considered when accompanied by written authority from the principal individual of the firm. Trafalgar Square Overseas reserves the right to offset against fees due to you, any claim it may have for costs, expenses or rebates of fees arising from business introduced by you.

### Authorised mortgage adviser undertakings

1. To provide Trafalgar Square Overseas with fully, accurately and properly completed mortgage application forms together with other supporting documents that may be required by the lender.
2. To provide Trafalgar Square Overseas with any collateral insurance illustrations that may be required and to arrange for such policy proposals to be accepted and ready to be put into force on completion of the mortgage.
3. To arrange for clients to complete and sign any supplementary forms, declarations or authorities as may be required, by further meetings with clients if necessary. (Under NO circumstances will Trafalgar Square Overseas staff conduct meetings with advisers' clients, saving that, in exceptional circumstances, advisers' clients may visit Trafalgar Square Overseas offices).
4. To secure replies to supplementary enquiries promptly or to give Trafalgar Square Overseas permission to contact clients direct for any supplementary processing requirements.
5. To ensure, as far as is reasonably practicable, that all mortgage applications are genuine and to advise Trafalgar Square Overseas of any suspicion of fraudulent applications.
6. To act as surety for clients in the matter of Application/survey fees where it is required that processing begins or a valuer is instructed prior to a client cheque being cleared.
7. To use the product information and promotional material provided by Trafalgar Square Overseas to promote business to be written through Trafalgar Square Overseas only.
8. Not to reproduce any promotional material supplied by Trafalgar Square Overseas, whether electronically or by printed or any other means except for the purpose of item 7 above and only with the express permission of Trafalgar Square Overseas.

#### Trafalgar Square Overseas Ltd

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Registered office: 56 Alexandra Drive, London SE19 1AN. Registered in England and Wales number: 5726162. Trafalgar Square Overseas is an appointed representative introducer of Trafalgar Square Financial Planning Consultants (305726) which is directly authorised and regulated by the Financial Services Authority.

# Trafalgar Square overseas

## How to find us and who to talk to.



### Contacts

#### Trafalgar Square Overseas Limited

6 Morie Street, London SW18 1SL

**General Enquiries:** Tel: +44 (0) 20 8870 8787  
 info@TrafalgarSqoverseas.co.uk  
 Fax: +44 (0) 20 8870 8788

**Brokers:** Tel: +44 (0) 20 8870 8787

**Finance/Operations:** ops@TrafalgarSqoverseas.co.uk

#### How to find us

**By Train:** Wandsworth Town is a 12 minutes journey from London Waterloo or Victoria via Clapham Junction. Turn right out of the station down Old York Road, Morie Street is the 3rd turning on the right and the office is 75m on the left.

**By Road:** Old York Road is directly off Wandsworth Bridge roundabout/Swandon Way (A217). There is ample 4 hour meter parking around Old York Road.

**By Bus:** Old York Road is served by the No.28 and No.44 buses.

