



Two Page Advertisement Feature

Plenty of incentives to 'buy new' now

The current range of 'fantastic' deals on new homes makes this an ideal time to buy because once the market picks up, buyer incentives are likely to dry up says Connells estate agents. "Property is still a good long term investment, particularly for those who buy while prices are as keen as they are at the moment," says Trevor Hill, the company's land and new homes director. "There are some fantastic deals on new homes at the moment as developers, unlike many private homeowners, have no choice but to sell in the current market. Many are offering excellent incentives, which can include anything from inclusion of fixtures and fittings; deposit, legal fees, estate agents' costs or stamp duty paid, through to full value part exchange, which takes away all

the worry of selling your current home. "There are also many shared ownership schemes whereby the buyer just needs to fund 75 per cent of the purchase price, with the other 25 per cent being repaid at a later stage or when the property is sold. And that's on top of some excellent price discounts." Savings on heating and maintenance bills are another benefit of new homes highlighted by Connells. "New homes are built to a much higher specification than older properties and are designed to comply with the latest building regulations set out by the government. Research by the New Homes Marketing Board has found that they are around six times more energy efficient than an

older style property," explains Trevor Hill. The government has also launched schemes such as MyChoice HomeBuy, which provides applicants with up to 50 per cent of the value of the property they want to buy in the form of a low interest equity loan. These types of incentive, plus the recent announcement of a stamp duty holiday for properties under £175,000 and the recent cut in interest rates, combined with current discounted prices means that many buyers might be surprised at the sort of property they can now afford, Connells point out. **Pictured: Birchfields, Tamworth has two, two bed apartments remaining. Developer Banner Homes. Prices £115,950 and £116,500.**



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