



Conti Financial Services Ltd

Overseas Mortgage Specialists

KEVIN FLEURY

Regional Manager USA – Canada - Caribbean

WHO ARE CONTI

- Established since 1994
- CFS is the leading specialist International Mortgage Broker
- Over 10,000 brokers on our database utilising our services – including London & Country, Charcol, Chase de Vere, Millfield, St James's Place and members of networks such as Mortgage Force, Mortgage Intelligence, Mortgage Next and The Mortgage Operation

THE REASONS FOR BUYING ABROAD

- Lower Interest Rates
- Take advantage of up and coming growth markets
- Increased confidence from Buy To Let experience in the UK/US
- Media coverage



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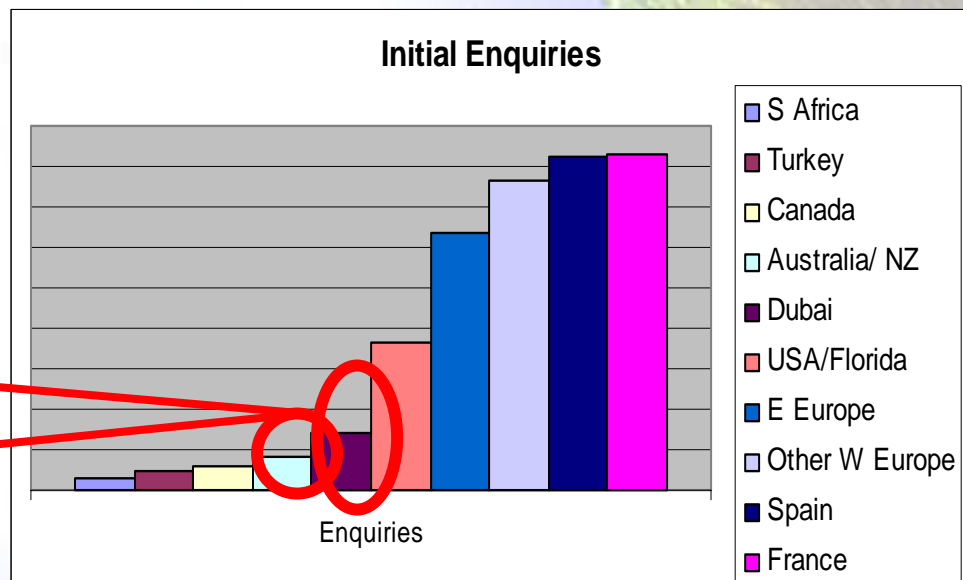
LESS 'TRADITIONAL' COUNTRIES ARE BECOMING POPULAR

Traditional Countries Include

- Spain
- France
- The rest of Western Europe
- Florida and the USA

New areas are emerging;

- UK
- Dubai
- Australia / New Zealand
- South Africa





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THE DIFFICULTIES

- Different Underwriting criteria in each region
- More complex paperwork requirements
- Bureaucracy
- Legal and Legislative issues
- Costly and time consuming to communicate with the Lenders
- Language barriers
- Time differences



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THE ALTERNATIVES TO MORTGAGING

- Pay Cash
- Raise money using UK/US Equity
- Buy with friends

BENEFITS OF RAISING THE MONEY ON THE OVERSEAS PROPERTY

- ✓ Client receives an independent valuation of the property
- ✓ Ensures that clients have clear title
- ✓ The property will be registered in the clients names on completion
- ✓ Ensures that the correct planning permissions/building licences are in place
- ✓ Independent legal advice throughout the transaction, and after (e.g. Wills)

WHY USE CONTI

- Mortgage service for buyers of residential property in over 30 countries

- These countries include:-

Andorra; Australia; Bulgaria; Canada; Caribbean; Cyprus; France; Gibraltar; Greece; Ireland; Israel; Italy; Mexico; Poland; Portugal; Malta; Monaco; New Zealand; South Africa; Spain, Switzerland the UK and USA

- Loans also available for UK-Expats and Non-UK Nationals purchasing properties in the UK



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- Over 20 staff
- Teams specialising in selected countries
- Each team consists of a sales person, underwriters and assistant underwriter – giving you and the lenders consistency whilst dealing with any mortgage application
- We have developed a range of lending schemes in each country where we are involved to give you more flexibility, competitive products and more choice

- With all enquiries, we pre-qualify using the following questionnaire, a copy of which is in the pack or you can request an e-mail version.



A screenshot of a mortgage questionnaire form. The form is titled 'MORTGAGE ENQUIRY FORM' and contains various sections for personal details, financial information, and property details. It includes fields for name, address, income, and existing mortgages.



A screenshot of a mortgage questionnaire form, identical to the first one. It contains various sections for personal details, financial information, and property details.



A screenshot of a mortgage questionnaire form, identical to the first two. It contains various sections for personal details, financial information, and property details.

- CFS only charges a fee after checking that the applicant qualifies for a mortgage.
- Initial Administration Fee is payable on full application of £ 195

- Loans in majority of countries are offered in local currency and foreign currency.
- It can be advantageous to take out a loan in the local currency, particularly if you are planning to rent out the property – as the rent can offset the mortgage payments.
- Lending terms vary from country to country (i.e. 85% loans in France, 80% in Italy, Portugal, Spain & the USA).
- Our Information pack gives more detailed criteria, including interest rates, maximum terms of years and the currencies available

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- A semi-transparent, light blue and green globe of the Earth is positioned in the background, showing the continents of Europe and Africa.
- What else can Conti offer?
 1. Each team has an extensive knowledge of their own designated countries. This enables us to be aware of any problems particular to a specific place – for example debts already secured on the property, or non-existent building licences.
 2. In many countries we are now able to offer an ‘Approval in Principle’ service before the clients have found a property. This can help avoid risk of penalties and possible loss of deposit.
 3. Panel of specialist lawyers providing independent advice.



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4. CFS helps overseas lenders interpret UK tax and financial documents (i.e. P60s, tax returns, overdraft facilities).
5. CFS staff are fully aware of the overseas underwriting processes, and can explain these to clients.
6. CFS explains the different mortgage and financial terms that exist, and put these into easy English to help the client.
7. CFS staff help the client through every step of the Home buying process and can explain the different procedures involved (e.g. to anticipate different completion formalities, which may be slower in some countries)



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TOP TIPS

- Never sign a contract that you do not understand
- Always ensure that you seek specialist advice
- Before proceeding with the purchase ensure an Independent Valuation of the property is carried out
- Ensure you do not inherit a debt on the property before you purchase



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TOP TIPS

- Always give yourself a `cooling off` period
- Ensure you have an 'opt-out clause' if the loan is not agreed
- Arrange your mortgage finance 'in principle', before agreeing to purchase the property
- Arrange your mortgage in the currency that you earn in where possible

TOP TIPS

- Think about combining your cash with friends or family
- Make sure you are aware of the tax and legal costs in your chosen country
- Ensure you get a Certificate of Importation for the money you transfer abroad
- Set up standing orders in a local bank account to meet bills and taxes
- Remember that bills do not end at the asking price.

SUMMARY

- Dedicated teams with expert knowledge
- Exclusive lending terms
- Pre-qualification of enquiries
- In-house Underwriters
- Contacts for Legal and Tax advice