



HOMA HOMES PURCHASER'S GUIDE

Homa Investments Limited provides decent homes but at affordable prices to the ordinary Ghanaian under the **HOMA HOMES** brand. Our maiden project, the US\$630 million Landfield Affordable Housing Development is a master-planned community situated near the Asutsuare Junction and around the serene Shai Hills Reserve Area; about 20 minutes' drive along the Tema Motorway Roundabout to Akosombo Road. The entire initial project of 20,000 housing units is well-planned and made up of 2 and 3 Bedroom apartments consisting of 8 apartments per a 4-storey block with each floor made up of a 2-bedroom and 3-bedroom apartment. The development is rolled out in 16 independent communities of 1,250 housing units per community.

Prospective purchasers may collect an Application Form from our offices or download our forms from our website, complete it and return it to our office or fill it and submit it online. Thereafter if you meet our requirements, you will be given an Offer Letter from our Office in Accra.

DEPOSITS AND ALLOCATIONS

Before an allocation will be made to a prospective purchaser, certain conditions must be met. They are as follows:

- Receipt of written confirmation of acceptance of our offer as well as a copy of our Contract of Sale duly signed by you.
- Receipt of initial minimum deposit of 25% of the total cost of the house on offer
- After completion of the property, the remaining 75% of the total cost of the house is paid

OPTIONS FOR THE PAYMENT OF THE REMAINING 75% OF THE TOTAL COST OF THE HOUSE

1. Outright Purchase Scheme:

The Buyer will be allowed to purchase the property outright by either paying the remaining 75% in cash or securing a 'take-out' mortgage from any mortgage lender.

2. Mortgage Financing

The Mortgage

A mortgage is not the loan money that transfers hands from the lender to the seller in a real estate transaction. It's the interest in the home itself. It is a pledge from the new homeowner that in case of default, the new homeowner gives up his claim to the

property to the lender. The official name for this pledge is a “property lien”. Keep this fact in mind as you seek to understand the purpose of the mortgage agreement.

The Mortgage Agreement

The Mortgage Agreement is a contract made between the mortgage provider, called the mortgagee, and the new homeowner (borrower), called the mortgagor. This agreement states that the borrower receives the funds needed to purchase the home while the lender receives a lien to the property. It allows the borrower to take physical possession of the house while paying off the loan. If the mortgagor defaults on the terms of the loan, this agreement gives the mortgagee the right to take possession back.

There are now a growing number of financial institutions in Ghana which have available mortgage finance schemes for Ghanaians that prospective purchasers may wish to explore.

We will cooperate with any such institutions where necessary and without any liability.

When applying to any of these mortgage houses for a mortgage facility, you need to take our Offer Letter to them and fill out their application form.

Subject to meeting their requirements, you will be issued a facility letter confirming their agreement to provide mortgage financing.

We will make allocation at such time when all pre-conditions set by the mortgage finance institution have been met by you and you have executed our Contract of Sale.

3. Rent-To-Buy Scheme (R2B):

The Rent to Buy scheme is a package introduced by Homa Homes to primarily make homeownership more inclusive, affordable and to help average Ghanaians to become proud homeowners. Under the package, prospective homeowners make a 25% Equity Contribution as down payment, move into the property on completion and thereafter pay 144 (one hundred and forty-four) fixed monthly rent over a maximum rent period of 12 years. This means your monthly rent amount will be fixed and there would not be any rent increase for the next 12 years. At the end of the 12 years, the ownership of the property is transferred to the tenant without any further payments.

Eligibility Criteria for R2B

1. Applicant must be 21 years old and above and will be required to submit an Identification Document.
2. Applicant must be able to make the 25% Equity Contribution as down payment.

3. Applicant must pass the Affordability Test and demonstrate that their monthly rent amount will not be more than 40% of their monthly income.

FINAL PAYMENT AND COMPLETION

Outright and Mortgage Paying Buyers

Upon completion of building the property, Homa Homes will send a final invoice to you along with a Statement of Account which will indicate the amount of final payment before possession of property. The final invoice will include total cost of house and documentation fee (cost of preparation of title of deed, site, plan and other relevant documents covering the ownership of the property.). The deeds of the property will be released only when the outstanding payments have been paid in full and all documents have been signed.

Rent-To-Buy (R2B)

Upon completion of building the property, Homa Homes will send a final completion invoice to you along with a Statement of Account which will indicate the amount of monthly rental instalments to be made over the 12-year rental period. After the end of the 12 years when all payments have been satisfied, Homa Homes will send a final assignment invoice to you which will include documentation fee (cost of preparation of title of deed and other relevant documents covering the ownership of the property). The deeds of the property will be released to you only when any outstanding payments have been paid in full and all documents have been signed.

Certain fees such as Electricity Meter Fee and Water Meter Connection fees are not included in the final invoice. You will be expected to make separate arrangements for payment in respect of these.