

KIRBY PROPERTY
SOLUTIONS LTD



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THE TENANT BUYER STRATEGY

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THE TENANT BUYER STRATEGY

WHERE SMART
PROPERTY DEALS
TURN INTO
SOLUTIONS FOR
LANDLORDS AND
FRESH BEGINNINGS
FOR FUTURE
HOMEOWNERS

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At Kirby Property Investments Ltd, we believe great property solutions benefit everyone involved. Whether you're a landlord looking to secure a reliable sale while enjoying steady rental income, or a tenant dreaming of homeownership but needing a flexible path to get there—we're here to help. Our lease option agreements are tailored to create win-win outcomes, giving landlords peace of mind and empowering tenant buyers to move in, build equity, and buy when the time is right. Let's unlock the door to new possibilities, together.



How does it work – A ‘tenant buyer’ is an individual or couple who enter ‘an agreement’ with the intention of purchasing the property they are renting. This arrangement allows the tenant buyer to lease the property for a specified period while having the option to purchase it at a predetermined price within an agreed time frame. During the lease period, the tenant buyer pays rent and may also pay an upfront option fee, which is credited towards the purchase price when they exercise the option to buy the property.



A lease option is a type of agreement in property that combines elements of a lease and an option to purchase the property at the end of the agreed term. Here's how it works:

➤ **Lease Agreement:** Kirby Property Investments Ltd will agree to lease the property from the seller for a specified period, usually spanning three to seven years. During this time, Kirby Property Investments Ltd will pay rent to the seller.

➤ **Option to Purchase:** Alongside the lease agreement, Kirby Property Investments Ltd is granted an assignable option to purchase the property at a predetermined price within an agreed timeframe. This option typically requires an upfront fee, known as the option consideration, which can be any amount and paid to the seller.

➤ **Exercise of Option:** Kirby Property Investments Ltd will exercise the assignable option near the end of the agreed term and commence the purchase of the property at the agreed-upon price. The sale will be completed through standard legal channels, with solicitors representing both parties.



Kirby Property Investments Ltd will oversee the lease option agreement between the tenant buyer and the seller, focussing on the following areas:

- **Facilitation:** Kirby Property Investments Ltd will act as a facilitator, ensuring that both the tenant buyer and the seller understand the terms of the agreement and comply with them.
- **Management:** Kirby Property Investments Ltd will manage the property during the lease period, handling maintenance, repairs, and tenant issues, thereby relieving the seller of these responsibilities.
- **Financial Transactions:** Kirby Property Investments Ltd will handle the financial transactions, including collecting rent from the tenant buyer and paying the seller, as well as managing the option fee and any credits towards the purchase price.
- **Legal Compliance:** Kirby Property Investments Ltd will ensure that the agreement complies with legal requirements and provides necessary documentation to both parties.



BENEFITS FOR THE LANDLORD

A lease option offers several benefits for both the landlord and the tenant buyer. Let's explore these advantages:

Steady Income: The landlord receives guaranteed, regular rental income during the lease period, which can provide financial stability.

Agreed Sale: The landlord has an agreed sale at a predetermined price, which can be beneficial if property values decrease.

Upfront Option Fee: The landlord receives an upfront option fee from the tenant buyer; this fee can provide immediate financial benefit. This fee will however be taken from the agreed sale price.

Reduced Vacancy: The property is occupied during the lease period, reducing the risk of vacancy and the associated costs.

Maintenance: The Kirby Property Investments Ltd and the tenant buyer will be responsible for all maintenance and repairs, reducing the landlord's responsibilities.



BENEFITS FOR THE TENANT BUYER

Flexibility: The tenant buyer has the flexibility to live in the property prior to purchasing it. This can be particularly beneficial if they are unable to purchase immediately.

Building Equity: Some agreements allow a portion of the monthly rent to be credited towards the purchase price. This means that the tenant buyer can build equity in the property while renting.

Locking in Purchase Price: The purchase price is typically agreed upon at the start of the lease option period. This can be advantageous if property values increase over time, as the tenant buyer can purchase the property at the previously agreed-upon price.

Time to Improve Credit: If the tenant buyer needs time to improve their credit score or save for a down payment, the lease option period provides an opportunity to do so while still securing the option to buy the property.

Upfront Option Fee: The tenant buyer pays an initial fee, which is paid to the seller and credited towards the purchase price of the property.

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NEXT STEPS

Kirby Property Solutions Ltd is a fully compliant property sourcing company and proud member of the National Association of Property Sourcing Agents (NAPSA).

Whether you're a landlord looking to secure a stress-free sale or a tenant exploring the path to homeownership, we're here to help you make smart, confident decisions.

Contact Kirby Property Solutions Ltd today for a no-obligation chat and discover how a Tenant Buyer Option could work for you.

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