



Need to be rescued
from property debt?
EasySell could
be the answer

**Standard Bank
EasySell**

When times are hard, we're here to help

In today's tough economic times it can be hard to keep your head above water. Rising inflation and the increased cost of living can wreak havoc on your finances, making it difficult to make ends meet – especially if you have a bond to pay off.

If you are in financial distress and can no longer afford your bond repayments, you are unfortunately at risk of your property being repossessed – which will not only affect your credit record, but could also result in long and costly legal procedures.

When you've worked hard to buy a home of your own, the thought of losing it can be heart-breaking – but if you're in trouble financially, making the decision to sell your home could save you from financial disaster.

At Standard Bank, we understand how difficult this situation can be. That is why we have developed **EasySell** – a private sale option that is designed to help you sell your property and settle your home loan debt in the most stress-free way possible.

How EasySell works

EasySell makes your life easier because we manage the entire process of selling your property on your behalf. Here's how:

- **We make sure you get the best possible price for your home.** We work together with a panel of approved estate agents who specialise in properties in your area and will market your home to ensure you obtain the best price closest to the current market value.
- **We attract serious buyers** by marketing your property extensively in the media, and through the online property marketing website, MyRoof.
- Once **your property is sold** and all the relevant costs, fees and levies have been settled, the amount left over will be used to settle your outstanding bond amount.
- If there is a shortfall (in other words, there is still an amount owing on your bond) we will make arrangements for you to pay it off, **interest-free**, over 5 or 10 years, depending on the shortfall amount outstanding. To help you even more, we will give you up to **10% discount*** on the outstanding balance of your homeloan account.
- Property arrear rates and taxes, levies and the electrical compliance certificate can also be included as part of your shortfall (which means you won't have to pay these amounts upfront).

Example:

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Outstanding balance:	R500 000
Up to 10% discount on outstanding balance:	R 50 000
Total Outstanding	R450 000
Less selling price (nett after agent's commission)	R350 000
Shortfall	R100 000
Plus:	
Overdue levies, rates and taxes	R20 000
Electrical compliance certificate	R5 000
Total shortfall	R125 000

(*Discount only applicable if there is a shortfall)

How you benefit

Standard Bank's dedicated EasySell team will use their knowledge of property marketing to help you get your property sold sooner rather than later. What's more:

- **You stay in control of the sale of your property at all times.** You can agree a minimum reserve price (the amount you want for your property) upfront. If this price is not met, the property will not be sold without your consent.
- **You save money,** as we negotiate the lowest, most competitive rate of commission payable to the estate agent.
- **We will manage the entire process** for you until the property is registered in the name of the buyer and you have received the proceeds of the sale.

- We also make it **attractive to buyers** by offering them up to 100% loans on all EasySell properties through Standard Bank and they can also get a 50% discount on their transfer and bond registration fees. (provided the same attorney is used for both transactions)

Don't wait until it's too late – talk to us about EasySell today

Although it's a tough decision, if selling your home can make a real difference to your financial health it has to be an option worth considering. And if you are already in debt, it makes sense to take action as soon as possible to rescue the situation before it gets any worse.

For advice and assistance on how the Standard Bank EasySell programme can help put your finances on the road to recovery, **SMS the word 'ASSIST' and your account number to 32663**, email us at **easysellmandates@standardbank.co.za** or call **0860 007 724**. One of our consultants will call you back with the information you need to help set the process in motion – and set your mind at ease.

Terms and conditions apply.

**Authorised financial services
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