

MORTGAGE ORIGINATION

for Developments



Who We Are

At Phoenix, we believe in:

- **Transparency** – being real, open and honest
- **Care** – being responsive and available
- **Empowerment** – equipping our clients with the knowledge and tools to make confident and fit decisions
- **Partnerships** – building longstanding relationships with all role-players in the property transfer process to stay relevant and informed

- Phoenix Bonds is a mortgage (also known as a bond) origination company – we're here to help you secure end-user finance for your packaged development
- We will be with you every step of the way – from pre-approval of the development, to end-user pre-qualifications, approvals, and bond and property registration



Your Development Financial & Legal Team

Finance

Mortgage
Origination



Bridging Finance



Transfer Attorney

Conveyancers

Notaries

Litigators



Van Deventer & Van Deventer
Incorporated
Attorneys • Notaries • Conveyancers

Bond Attorney

Panel
Attorneys:

- SA Home Loans
- ABSA
- Nedbank
- FNB
- Standard Bank



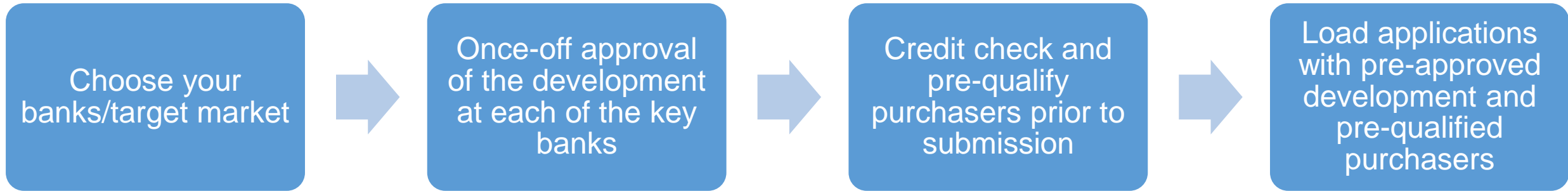
Van Deventer & Van Deventer
Incorporated
Attorneys • Notaries • Conveyancers



- ✓ One team
- ✓ One location
- ✓ Speed to market
- ✓ Expert advice



Packaging a Development



- ✓ Once-off approval for the Developer / Builder and Development
- ✓ Stream-lined application process with qualified end-users

How We Assist – Pre-Approval of Your Development

Facilitating Pre-approvals with the banks:

- Dedicated bond originator/consultant throughout the process;
- Co-ordinate meetings with each of the banks to present the development (if required);
- Administer all the paperwork required by the banks;
- Ensure your development is Approved for end-user finance with the major financial institutions, namely:
 - ABSA, FNB, Standard Bank, Nedbank, RMB, Ithala and HIP (Old Mutual)
- Provide you with Package letters - detailing the bank's approval and conditions (e.g. exposure);
- Ensure your nominated attorney firm is stipulated on the Package letter; and
- Manage the exposure on the development as indicated on the Package letter.

Submitting complete development packs will result in quicker turnaround times for approvals.



Choose Your Banks / Target Market



Developer – Information Required

- Company Details:
 - Registration documents (showing members/directors)
 - Contact Details (nominated contact person, physical address, telephone, etc.)
- History and Experience of the Company
 - Previous completed building projects
 - Types of previous building projects
- NHBRC Certificate
- Professional team (CVs attached) –
 - TOWN PLANNER
 - CIVIL ENGINEER
 - STRUCTURAL ENGINEER
 - LAND SURVEYOR
 - ARCHITECT
 - BUILDER
- Selling Agent(s)
- Transferring Attorney
- Bond Attorney

Developments – Minimum Documentation Required

All Banks	Additional Required For:
<ul style="list-style-type: none"> • Company Registration Documents • Professional Indemnity Cover Insurance • Full CV of Development Company (including Directors/Members) • SARS Letter of Goodstanding & Profile • Site Plan and Location (Gated Estate – boundary wall and guardhouse) • Pricelist (including breakdown of unit no's and sizes) • Optional Extras • Floor Plans • Specification/Finishes • Building Program/Schedule • NHBRC Certificate • Copy of Building Contract • Copy of OTP/Sale Agreement • Developer's Declaration Form • Zoning Details/Certificate • Council/Provincial Approval of development (record of decision) 	<p>Standard Bank</p> <ul style="list-style-type: none"> • Environmental impact assessment report • BB-BEE Rating Certificate <p>Standard Bank/RMB</p> <ul style="list-style-type: none"> • Geotech report • Flood Line Diagram <p>RMB</p> <ul style="list-style-type: none"> • Builders All-Risk Policy • Professional Engineer's Certificate <p>ABSA</p> <ul style="list-style-type: none"> • Approval from 2 other financial institutions <p>HIP - backed by Old Mutual</p> <ul style="list-style-type: none"> • Certified Copy of Registration Documents • BB-BEE Rating Certificate • Latest audited financials (not older than 12 months) <p>Ithala (KZN only)</p> <ul style="list-style-type: none"> • Environmental impact assessment report • BB-BEE Rating Certificate

Legal Compliance - NHBRC

NHBRC – National Homebuilders Registration Council:

- Promotes ethical and technical standards;
- Holds homebuilders accountable for the homes they build; and
- Provides sanctions for non-compliance.

A financial institution cannot lend money to a person to purchase a new home from a development if:

- The Developer AND Builder are not registered with the NHBRC
- The home has not been enrolled with the NHBRC
- The relevant fees have not been paid to the NHBRC


The Housing Consumers Protection Measures Act 95 of 1998 requires Builders to be registered with the NHBRC. The Act was introduced into our law to protect housing consumers and establish the NHBRC as the regulatory body of the homebuilding industry.



CONTACT INFO

 27 Leeuwkop Rd, Sunninghill, Sandton, 2157

 Mon - Fri: 08:30 – 16:30

 Toll Free: 0800 200 824

 Fraud Hotline: 0800 203 698

 thenhbrc@nhbrc.org.za



How We Assist – End-User Bond Approval

Pre-submission checks to qualify purchasers:

- Instantaneous credit score “pings”
- Full credit profile report and analysis
- Affordability assessments to pre-qualify the purchaser for a certain loan amount

Streamlined application process:

- Pre-submission documents used where applicable
- Evidence-based verification of applicant’s data
- Pre-empt bank requests for additional documentation



With the necessary documentation received from the purchaser, we can do:

- ✓ **Pre-qualification Certificates within 24 hours**
- ✓ **First home loan application response within 48 hours**

Streamlined Application Process

- Fillable PDFs with digital signatures
- Ease of transition from pre-qual to application
- Minimum required information from the applicant
- We source and verify remaining information from OTP, payslips, bank statements, credit reports, etc.

Pre-qualification (3-pager)

APPLICATION FORM - PRE-QUALIFICATION

MONTHLY INCOME & EXPENSES

INCOME

Basic Salary / Wage _____

Average Commissions _____

Investments _____

Interest Income _____

Rental Income _____

Housing Subsidy _____

Average Overtime _____

Monthly Car Allowance _____

Travel Allowance _____

Income from Sureties _____

Maintenance / Alimony Income _____

Future Rental Income _____

Other _____

Other _____

Other _____

TOTAL INCOME _____

DEDUCTIONS

Income Tax – PAYE / SITE _____

Pension _____

U.I.F _____

Medical Aid ¹/ Salary deduction _____

TOTAL _____

Single Applicant (6-pager)

APPLICATION FORM - MAIN

PERSONAL DETAILS

Surname _____ F

Title ☐ Mr. ☐ Mrs. ☐ Miss ☐ Ms. ☐ Dr. ☐ Prof. ☐ N

Gender ☐ Male / ☐ Female

Marital Status ☐ Single ☐ Married ANC ☐ Married COP ☐ D

Ethnic Group ☐ Asian ☐ African ☐ Coloured ☐ White

Residency Status ☐ SA Citizen ☐ Permanent Resident ☐ Tem D

ID Type ☐ RSA ID ☐ Passport

Date Passport Expires _____ ID

Country Permit Issued _____ T

Are you a first time home buyer ☐ Yes / ☐ No D

Date Work Contract Expires _____ D

Date Temp Permit Expires _____ T

Nationality _____ F

Country Tax Code was issued _____ S

If No Tax Number is Available Please State Reason _____ C

Home Language _____ C

Country of Birth _____ C

Date of Birth _____

Dual Applicants after Pre-Qual (2-pager)

OR

Dual Applicants direct (8-pager)

HOME LOAN APPLICATION FORM - DUAL APPLICANTS

PERSONAL DETAILS

APPLICANT 1

Title ☐ Mr. ☐ Mrs. ☐ Miss ☐ Other _____

First Names _____

Surname _____

ID No. / Passport No. _____

Date of Birth _____

Marital Status ☐ Married ☐ Single ☐ Divorced

How Married ☐ ANC ☐ Single ☐ Other _____

Ethnic Group ☐ Asian ☐ African ☐ Coloured ☐ White

No. of Dependents _____

Current residential status ☐ Owner ☐ Tenant _____

PERSONAL DETAILS

APPLICANT 2

Title ☐ Mr. ☐ Mrs. ☐ Miss ☐ Other _____

First Names _____

Surname _____

ID No. / Passport No. _____

Date of Birth _____

Marital Status ☐ Married ☐ Single ☐ Divorced

How Married ☐ ANC ☐ Single ☐ Other _____

Ethnic Group ☐ Asian ☐ African ☐ Coloured ☐ White

No. of Dependents _____

Current residential status ☐ Owner ☐ Tenant _____

Types of End-Users/Applicants

Natural Persons

- Full-time employed, fixed income
- Full-time employed, variable income
- SA citizen working abroad
- Temporary Resident/Foreign National
- Self-employed

Juristic Entities

- Company or Closed Corporation
- Trust

Generally:

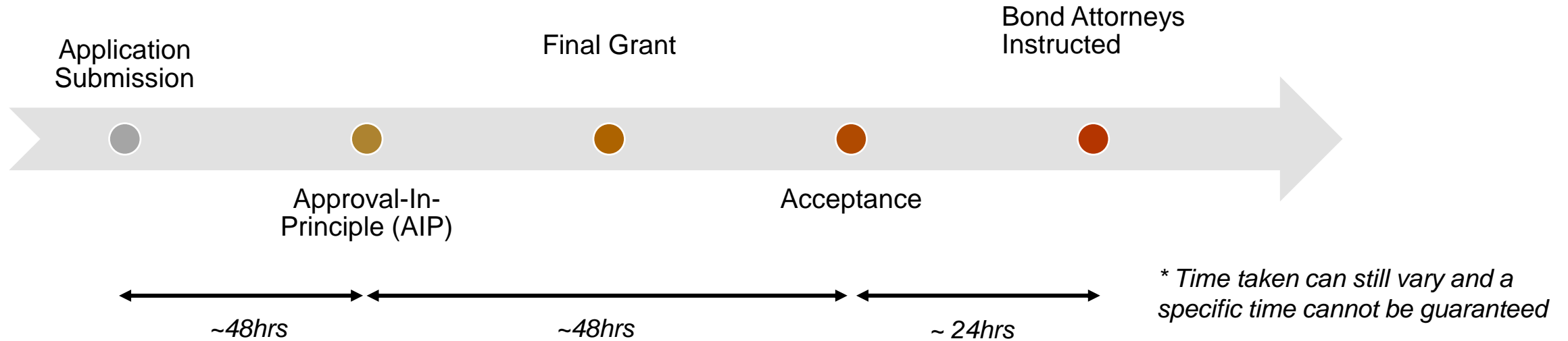
- higher complexity and/or risk
- more supporting documentation required
- more time required to process the application for approval

Applicants – Minimum Documentation Required



All Applicants / Full-time Employed	Additional Documents Required For:			
	SA Citizen working abroad	Foreign National	Self-employed	Juristic Entity
<ul style="list-style-type: none"> • Offer to Purchase <i>(must be signed by the seller and purchaser)</i> • Signed application form • ID • Payslips (3 or 6 months) • Personal bank statements (3 or 6 months) 	<ul style="list-style-type: none"> • Passport • VISA • Employment contract (must be in English) 	<ul style="list-style-type: none"> • Passport • Work permit (3 years min) • VISA • Foreign national declaration 	<ul style="list-style-type: none"> • Business bank statements (6 months) • Audited financials (2 years) • Updated management accounts for latest period • Auditor's letter - confirmation of shareholding and letter of income 	<ul style="list-style-type: none"> • Company registration documents or Trust Deed • Masters letters of authority (Trust only) • Declaration of income • Resolution • Business bank statements (6 months) • Audited financials (2 years) • Updated management accounts for latest period • Solvency Certificate • Auditor's letter - confirmation of shareholding and letter of income

Application Submission to Final Approval

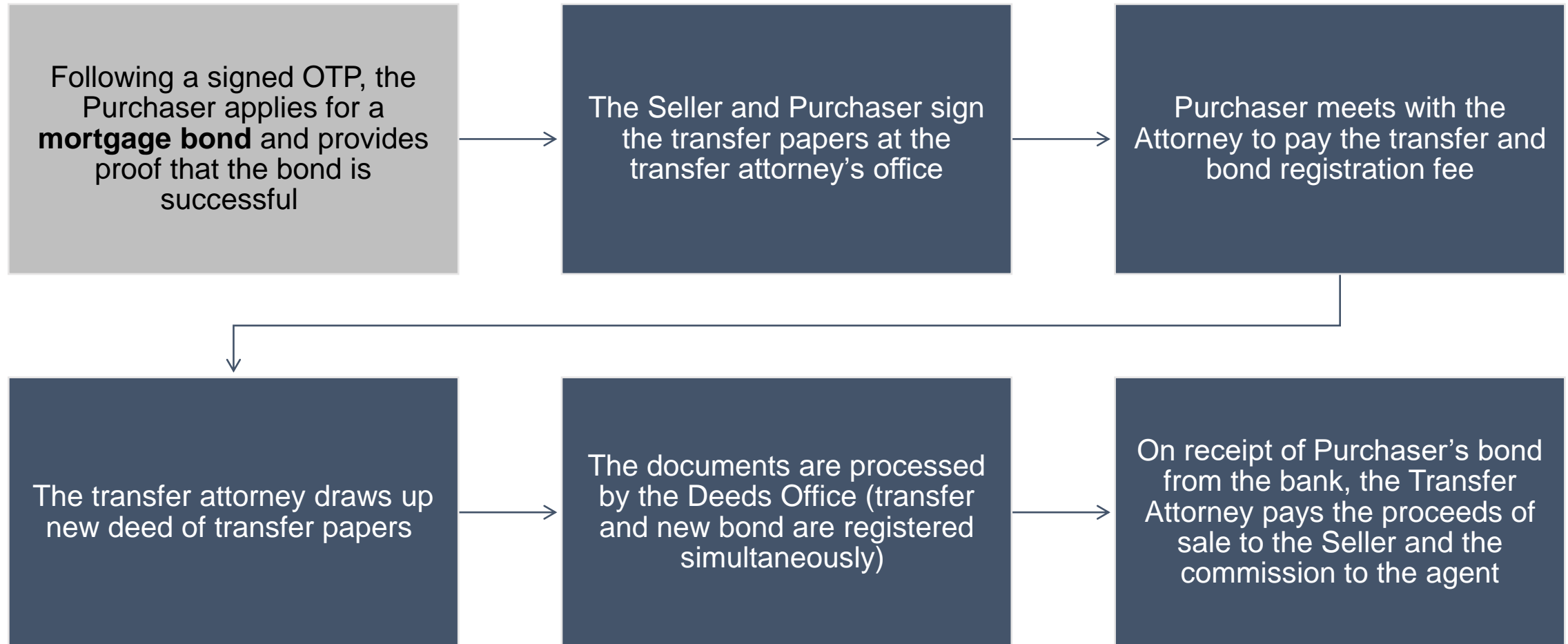


Between Submission and Final Approval, our Bond Originators are:

- Following up with banks to get feedback, particularly in the case of a decline
- Helping chase up additional documentation, if requested by the banks
- Negotiating loan terms (principal loan amount, interest rate, length - e.g. 10/20/30 years)
- Keeping the Applicant and the Agent updated every step of the way
- Carrying out actions with haste to avoid any further delays in the process



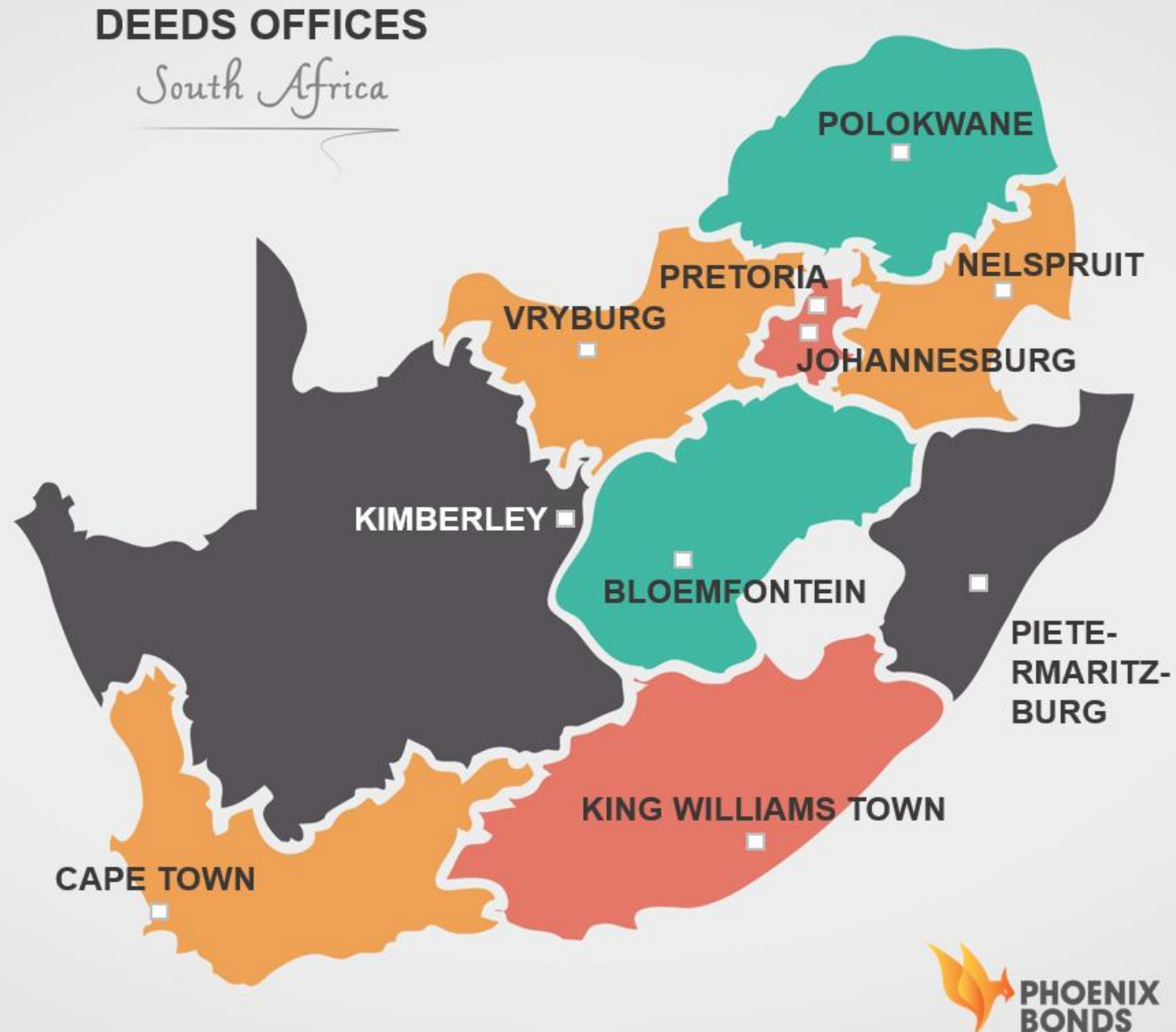
Property Transfer and Registration Process



Your dedicated Consultant will work closely with the attorney firm to ensure the Developer, Agent(s) and Purchaser(s) are kept up to date with each transfer and bond registration

Bond and Property Registration

- The property transfer and bond will be registered simultaneously at the dedicated Deeds Office following completion of all required documentation from the seller and purchaser
- Phoenix Bonds can package developments all over South Africa
- We currently work with Van Deventers to offer the “*OneTeam-OneService*” initiative in the following regions:
 - Gauteng
 - North-West
 - Limpopo
 - Western Cape



Contact Us to Start Your Journey

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