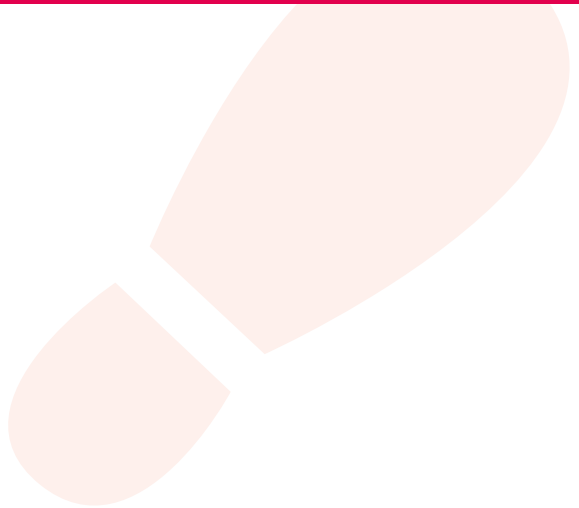




KRÖLLER
ASSURANTIËN B.V.

12 Steps to feeling at home in the Netherlands



Welcome!



KRÖLLER
ASSURANTIËN B.V.

Kröller Assurantiën would like to welcome you to your temporary homeland. We hope your stay in the Netherlands will be comfortable and pleasant, so that you will look back with fond memories. One of the most important contributing factors to this, is having a nice place to live. We have compiled this leaflet to help you find and finance your home. Look upon this leaflet as 12 steps towards your own home in the Netherlands. We wish you good luck, lots of fun and much happiness.

Step 1

Your arrival

On arrival in the Netherlands you will probably be offered a temporary (transit)home. Then it's up to you to find yourself a house within six months. But what? Should you rent or buy? A newly-built house or an existing property? There are plenty of opportunities, but your decision will mainly depend on your personal financial situation and the possibilities for funding in the Netherlands. So, where do you start? What do you need to watch out for?

Step 2

Ask your employer for advice

The human resources department in your company can work out whether or not you will be eligible for a 'housing allowance'. (This is a form of compensation for renting or buying a property.) This is also a good place to ask for tips and details of trustworthy parties who can help you find and finance your new home (estate agents and mortgage brokers).



Step 3

Look for a good mortgage broker

Before you start looking for or buying a new house, we advise you to visit a mortgage broker. They will advise you about all the relevant issues. What do you need to know? What is the mortgage granting criterion in the Netherlands? What are your possibilities? Kröller can explain it all to you in detail, based on clear calculations and on their extensive knowledge and experience.

Step 4

Map out your financial situation

Because we think a good mortgage suits your personal financial situation, we will work out your (family) income and expenditure first, including any available 'housing allowance'. We will also take into account the additional expenses involved in owning a house. This, in combination with what you can (and want to) spend each month on your new home, will form your 'situation file'.

Step 5

Determining your mortgage amount

Once we have a clear picture of your financial situation and personal wishes, we will create the most suitable mortgage for you. Most importantly: what is the maximum amount you can borrow? Issues such as your age, the interest rate and the expected duration of your stay in the Netherlands are important in determining this. We will also consider the expenses involved in buying a house, obtaining a mortgage, possible work to be done on the house, furniture and decorating and the move itself.

Step 6

Choosing the type of mortgage

Aside from the mortgage amount you will also have to decide on what kind of mortgage you want. There are several basic types and many variants. As your mortgage broker we will explain what kind of mortgage is most suitable to your personal situation:

- the straight-line mortgage
- the annuity (level-payment) ~
- the savings-based ~
- the traditional endowment ~
- the investment-based ~
- the modern endowment (universal-life) ~
- the hybrid ~
- the interest-only ~
- the revolving ~

Step 7

Choosing your mortgage interest and conditions

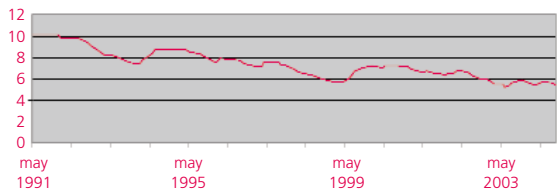
Once you have decided on the type and the amount, you will have to decide on the mortgage interest rate and the mortgage conditions. What is the current interest rate? What are the expectations for the near and distant future? What types of interest are there? For how long should you fix your mortgage interest rate? How flexible does your mortgage need to be?

12 Steps to feeling



Your Kröller-mortgage adviser will explain all the possibilities clearly and help you make the right choices.

Graphic: Mortgage interest rate 10 years top (>75% 'forced sale value of property')



Step 8

Obtaining information about tax laws in the Netherlands

Kröller is an expert when it comes to tax laws in the Netherlands; especially when it comes to expats. What happens to the tax on imputed return on investment if you are liable for tax in your own country? What do you need to know about the tax deductibility of the mortgage interest from your (first) property in the Netherlands? We know the details and will explain it all to you.

Step
9

Determining your maximum purchase price

Once we have determined all the relevant information from step 4 up to and including step 8, we can specify the maximum purchasing price you can pay for your future house. This will clearly be of help in your house-hunting.

Step
10

Look for a good estate agent

A good estate agent knows the market, is aware of appreciation in recent years and is also knowledgeable about the market for rented accommodation. The latter is very important for you as an expat. If you buy a house in the assumption for example that you can rent it out after you leave the Netherlands, then it is useful to know whether or not your house will be easy to let. Your estate agent will inform you about the possibilities and about other interesting considerations.

Step
11

Buying a house and taking out a mortgage

You did it! You have found a property and want to take out a mortgage. If you choose Kröller as your mortgage broker we will take care of it all for you. We will approach financial backers for offers and assist you in obtaining all the necessary documents, such as the valuation report. We will also help you to arrange all the insurances you require.

at home in the Netherlands



Step
12

Compiling a good insurance package

You can now start to enjoy your own house. The last thing you want to worry about is the financial consequences of possible material setbacks. You won't need to worry if you make sure you are adequately insured. Ask Kröller for an outline of the insurances they can offer to expats, such as home owners and liability insurance.



Questions

It goes without saying that these 12 steps are not the be-all and end-all. Questions can always arise about your mortgage. You may want information about the possibilities for interim refinancing of your mortgage for example. Or perhaps you might want to refurbish and would like to know how best to finance this. You can count on us to help you with these and other questions that might arise.

A
Aflossingsvrij:
Non-repayment
Afsluitprovisie:
Closing fee
Afspraak:
Appointment
Akte van levering:
The deed of transfer of title

B
Beleggingshypotheek:
Investment mortgage

C
Courtage:
Commission for the estate agent;
usually a percentage of the purchase
amount.

D
Dagwaarde:
The valuer's assessment of your
property value

E
Eigendomsoverdracht:
The moment the 'koopakte' is signed,
ownership is not yet passed to the
buyer. This occurs after the deed of
transfer has been signed (executed)
and included in the appropriate
registers.

Hypotheek:
Mortgage; financial means to buy
your property.

I
Inboedel:
Personal effects and furniture going
into your property
Intentieverklaring:
Statement from the employer that he
has the intention to keep you as an
employee in the future and that he
is satisfied with your work. Necessary
when you don't have a permanent
contract or area contractor.

K
k.k.:
Stands for 'kosten koper'; these
'buyer's costs' comprise the 'over-
drachtsbelasting', notary expenses,
'afsluitprovisie' and any estate
agent's costs. It amounts to about
11% of the koopsom.

Kadaster:
Land registry; registers immovable
property in the Netherlands. Also
registers mortgages.

Koopakte:
A legal document drawn up by the
notaris setting out a timeframe,
legal, and financial terms for a
property purchase.

Ontbindende voorwaarden:
Based on these conditions only you
may withdraw from the transaction
before the final date without losing
the 'waarborgsom'. These conditions
must be mentioned in the 'voorlopig
koopcontract.'
Opstalverzekering:
Property insurance
Overdrachtsbelasting:
Transfer tax

P
Passeren:
The signing of the deeds of transfer
in the presence of the notary. It is
then the notary's responsibility to
ensure the registration of such in
the public registers.

T
Taxatierapport:
Property valuation report

V
Verblijfsvergunning:
A Dutch residency permit; an absolute
necessity for a mortgage in the
Netherlands.
Verzekering:
Insurance

GLOSSARY DUTCH MORTGAGE AND PROPERTY TERMS

Eigen woningforfait:
An amount (a certain percentage of
the value of the property) that the
home-owner must declare as income
for tax purposes. This is ± the amount
the owner would receive annually if
the property were rented out.

Executiewaarde:
The forced sale value of the property
in the event of default by the bor-
rower (usually circa 90 percent of
the 'dagwaarde') - the normal basis
of an offer by a lender.

H
Herbouwwaarde:
The valuer's estimation for rebuilding a
property in case of total loss and the
basis for 'opstalverzekering'. Usually
considerably less than the 'dagwaarde'.

Koopsom:
Buying price

M
Makelaar:
Estate agent / Real estate broker

N
Notaris:
Notary
Notarisafrekening:
Statement of account from the
notary

O
Offerte:
Offer (quotation) to advance a
mortgage from a lender.
Onroerende zaak belasting (OZB):
(Local) property tax.

Voorlopige koopovereenkomst or:
Voorlopig koopcontract:
A document (purchase agreement)
drawn up by the estate agent indica-
ting an intention to buy a property.
Vrij op naam (VON):
Costs will be paid by the seller.
Vrije verkoopwaarde:
Market value of the property.

W
Waarborgsom:
The deposit payable (usually 10%);
paid by the bank. To show the seller
that you are serious.
Werkgeversverklaring:
Statement from the employer that
you are an employee and what your
salary is.



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HOME IN

**NOTES, TELEPHONE NUMBERS
AND IMPORTANT ADDRESSES**

NOTES

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