



Purchasing Your Property



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Here's the full
guide to purchasing
your property...

No strings.

While we'd love to be there helping you every step of the way, this checklist is yours to guide you on your property journey – regardless of who you choose to work with.

The Full Checklist

Select the best time to buy Page 7

When looking for a new property, the right time to buy comes down to two factors – the current state of the real estate market and your own personal situation.

Check your financial house is in order Page 8

Buying a property can be the biggest financial decision we make in life, so it's good practice at this point to do a review of your finances – to ensure you're on track to achieving your lifestyle goals overall.

Select the right buyer's agent to represent you Page 9

A buyer's agent will help find the right property to suit your needs, as well as negotiating the offer with the seller. The overall goal is to get you the best property at the best possible price.

Understand the different sales methods Page 10

Purchasing at an auction or through private sale are the most popular sales methods for sellers and buyers alike – learn a bit more about how each works so you can be prepared for any situation.

Put in an offer Page 13

Working out exactly how much you can afford and sticking to it - while being mindful of all of the costs associated with purchasing property – is essential. A buyer's agent can help keep you on track and avoid getting swept up by the excitement!

Complete the purchase Page 14

Securing a contract, settlement day and finalising payments are the last steps to successfully buying your property.



Select the best time to buy

Unfortunately, there's no secret "best week of the year" for buying property. There are seasonal upswings and downswings, both of which have pros and cons – while there may

be more houses on the market in spring, there will generally be more competition, with more buyers out looking. Ultimately, you should buy when the climate is right for you.

The two main factors to consider

1. Current market conditions

Questions to ask your agent, the expert on property.

- What is the current state of the real estate market locally and for your particular area?
- How is the local economy currently performing, and is there an upcoming change predicted?
- What trends should you be aware of in the property and financial markets?

2. Your personal situation

Questions to ask yourself, the expert on you.

- Do you have timeframes to work within, such as a relocation for work?
- Do you have another property you need to sell first?
- Have you reached your savings goal, and put aside a deposit?
- Are any other big life changes on the horizon? Are you likely to change your job or expand your family in the near future?
- Have you spoken to a mortgage specialist/broker?

Check your financial house is in order

Establishing good financial habits

It goes without saying that you need to make sure your finances are in order if you're looking to buy property. Here's how to make that happen!

Financial Planning

In the long-term, this means developing saving strategies and setting goals. By establishing good financial habits over time, you are able to organise your money efficiently and accrue money for a deposit quicker!

More importantly, this will demonstrate to the banks that you are in control of your cashflow and will be able to keep up with mortgage repayments. Lenders will look at buyers' outgoings and expenses, particularly any debts or existing loans, when determining how much they will be allowed to borrow. So it's essential to be careful with credit cards and Afterpay!

Getting a Mortgage

Once you're ready to buy, you should meet with a bank or a Mortgage Broker to get pre-approved for a loan. This will streamline your search by establishing clear financial parameters but, more importantly, allows you to move quickly once you find your perfect house.

Select the right buyer's agent to represent you

Finding someone you trust...

Buying property is one of the biggest life decisions you will make. It's complicated and stressful, and requires you to take big risks, sometimes with very little information. So it's good practice to get a bit of support.

A buyer's agent is a specialist, offering industry-specific knowledge. They can help spot potential issues and risks, deal with the legal and administrative aspects of purchasing property and even get you access to properties that aren't yet advertised.

For the best outcome, you need a close partnership with your agent. This means, you have to find someone you trust!

What to look for when choosing a buyer's agent

- A good listener – to help you find the perfect property, and to avoid wasting your time, you need someone who genuinely understands your needs and wants.
- Honesty first, always – your agent has to keep you realistic. A good agent is transparent

and open so you understand what to expect from the process at every stage, and avoid making emotion-driven decisions!

- Look local – it's essential that the agent knows the area where you're buying! They will have knowledge of schools,

transport, facilities, as well as the sort of neighbours you could expect.

- Value for money – like any service provider, your agent needs to have an excellent work ethic, a ton of integrity and a focus on what's best for you.

Understand the different sales methods

This is a basic overview of each method of buying property but if you have further questions to determine which method you prefer, make sure to ask your buyer's agent.



Auction

Pros

- Many of the best properties go at auction – it's a beneficial medium of sale for the homeowner so it presents a lot of good buying opportunities!
- It's one of the most transparent ways to buy property – you know who your competition is on the day, and negotiations are visible to all.
- It's quick and efficient, so it's a good option if you need to move quickly.

Cons

- There's no cooling-off period for buying at auction. If you are successful, you will have to settle the contract no matter what.
- You have to be ready to make the purchase outright – that means, you can't subsequently wait for finance to come through, or the completion of another sale.
- It can be frustrating and stressful to fall in love with a property only to be outbid at the last minute.

However, using a buyer's agent as your proxy at auction can help prevent many of these issues!

How to buy at auction

- Always inspect the property before the auction. Since the purchase is a lot more definitive than when selling privately, you need to be completely sure before bidding.
- Do the paperwork beforehand! Before going into auction, you should arrange your finance, get an independent valuation of the property, look over the building and pest report, get a copy of the contract and get legal advice on the T&Cs!
- Find out how much of the cost will be required as a deposit.
- Set your budget and stick to it – don't get swept up in the excitement!
- If successful, be ready to sign the contract immediately.

Private Sale

Pros

- There's less pressure to make a decision in the moment, potentially leading to bidding outside your budget. There's also a period of time during which you can pull out of the sale if something goes wrong.
- There's more time to negotiate, and your personal situation may matter more. For example, if you are a first-time buyer this will count in your favour and could add weight to your offer.
- It's less high profile, so the details of your sale don't need to be public.
- The price is less unpredictable – at auction, property can go for a much higher price than its estimated value, but privately it is more stable.

Cons

- It could take longer. While auction sellers are ready to hand over keys immediately, private buyers may be in a chain themselves and unprepared to move until they find a new property.
- You may miss out on some great sales. Sellers like the medium of auction, so you may not find the perfect property by insisting on a private sale.

How to buy privately

- Once you've decided on the right property, your agent will submit an offer.
- Due to the added flexibility and time of a private sale, most first offers will try to negotiate under the asking price. Your agent will liaise with the homeowner to find a deal that is agreeable to both parties.
- Once the offer is accepted you will pay a holding deposit.
- After this, the agent will guide you through the necessary inspections, checks and paperwork, to ensure there are no hidden surprises involved with the purchase of the property.
- If all goes well, you are now ready to sign the contract and pay the deposit!



With you, at every step

Put in an offer

Fixing your budget and identifying hidden costs

Now for the fun part! Putting an offer on a property is the step that puts the wheels in motion.

It seems simple enough, but there are many things to consider. It's good practice to first offer under the asking price, so you have room for negotiation. However, too low an offer and the seller may not take you seriously or engage with your proposal. It's a fine line to tread! Luckily, your buyer's agent can help you devise a bidding strategy, and will arbitrate on your behalf.

But let's not get ahead of ourselves. Firstly, you need to do some number crunching.

Fixing your budget

While you should ideally have reviewed your finances before looking to buy, this is a good time to check in to make sure your planned outgoings match your income. It's easy to get carried away when you fall in love with a property – particularly if you're bidding at auction – but it's essential to stay rational when making offers.

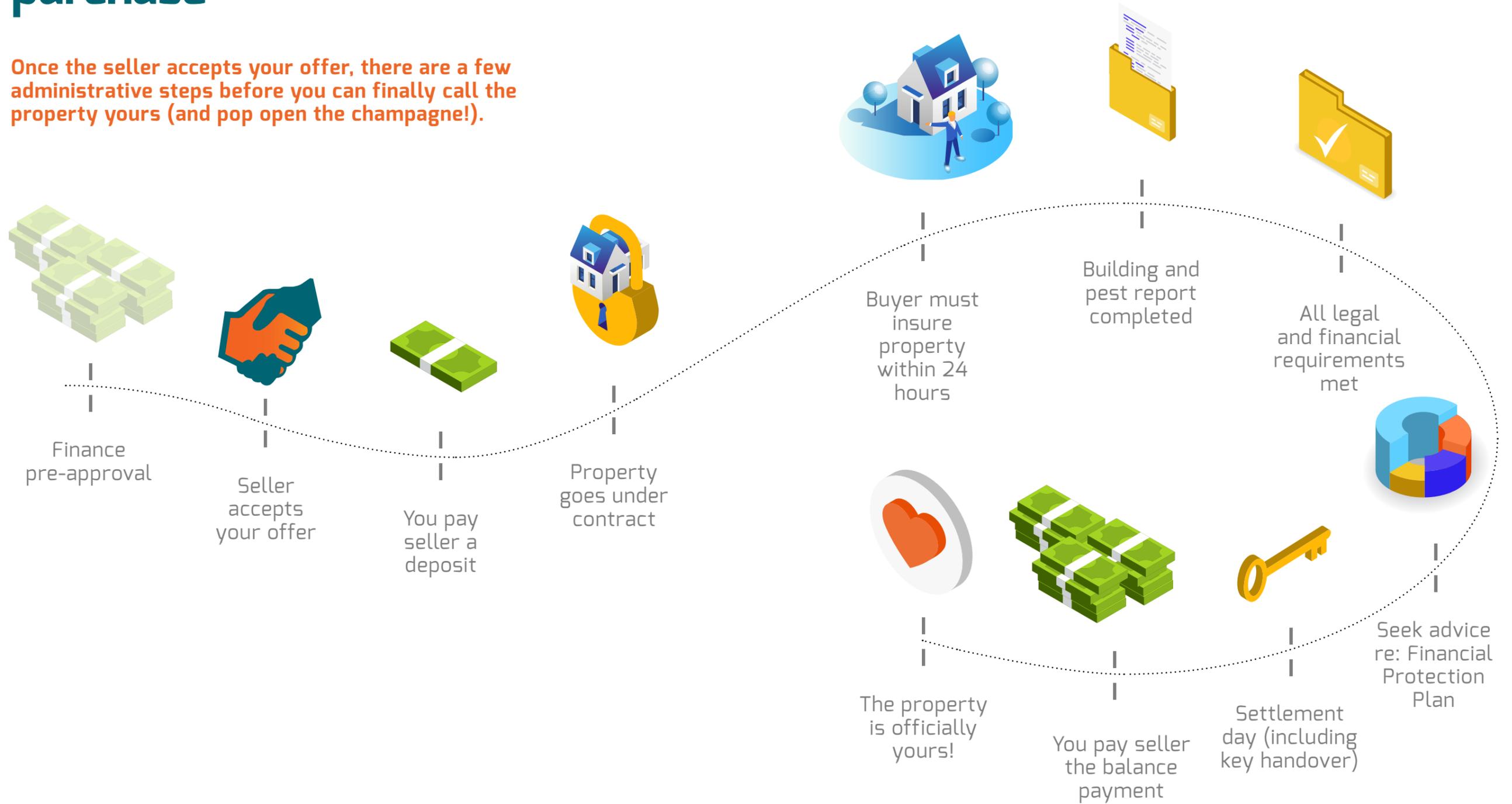
You should approach the process pragmatically, with a clear sense of your absolute, immovable, final limit – and be prepared to walk away if that can't be met.

Identifying hidden costs

Buying a property also involves a lot of expense on top of the house price - stamp duty, legal fees, building inspection fees, the cost of removals and cleaning – which can amount to thousands of dollars. These should be built into your workings before you decide how much to offer!

Complete the purchase

Once the seller accepts your offer, there are a few administrative steps before you can finally call the property yours (and pop open the champagne!).





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