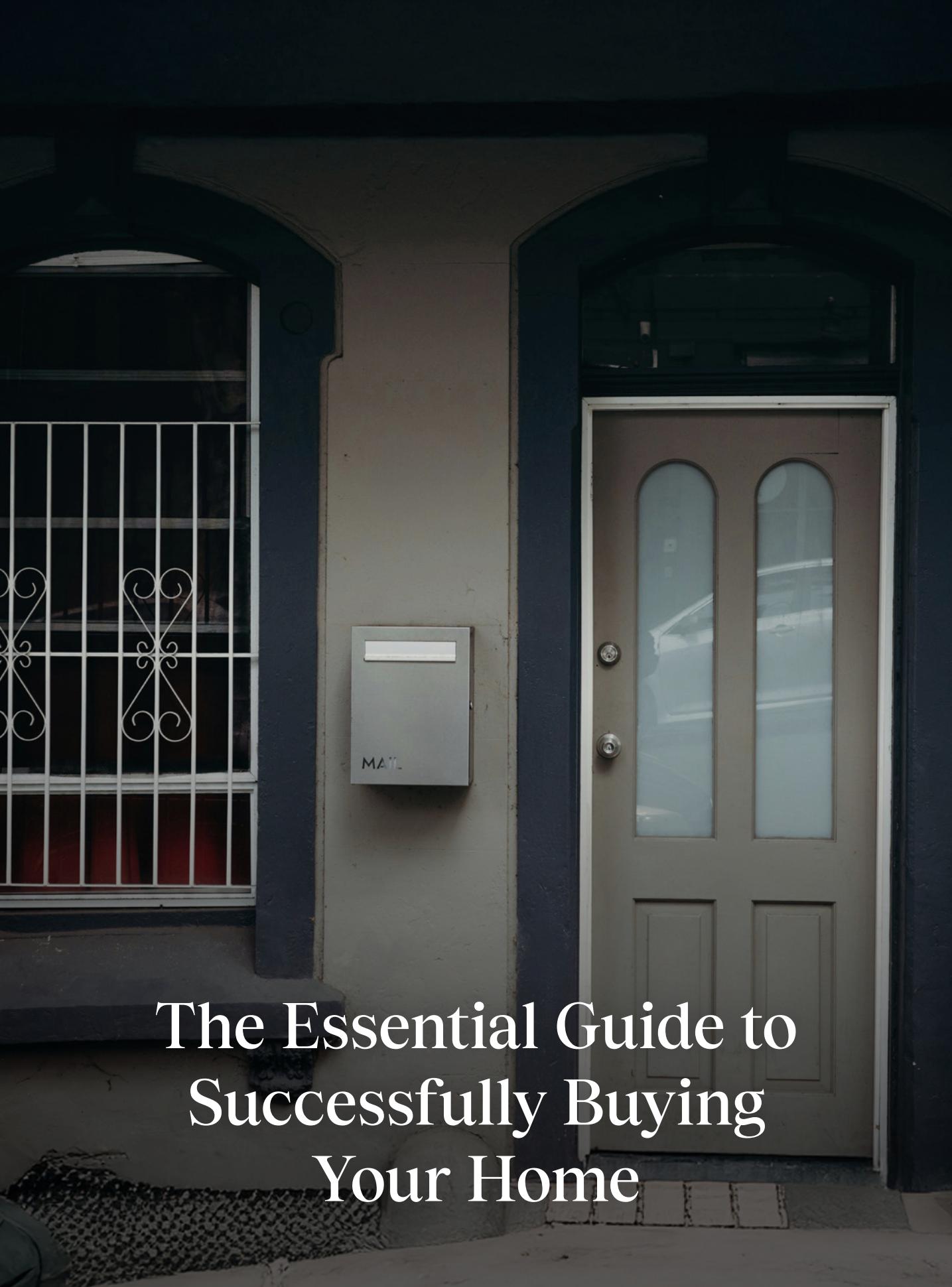


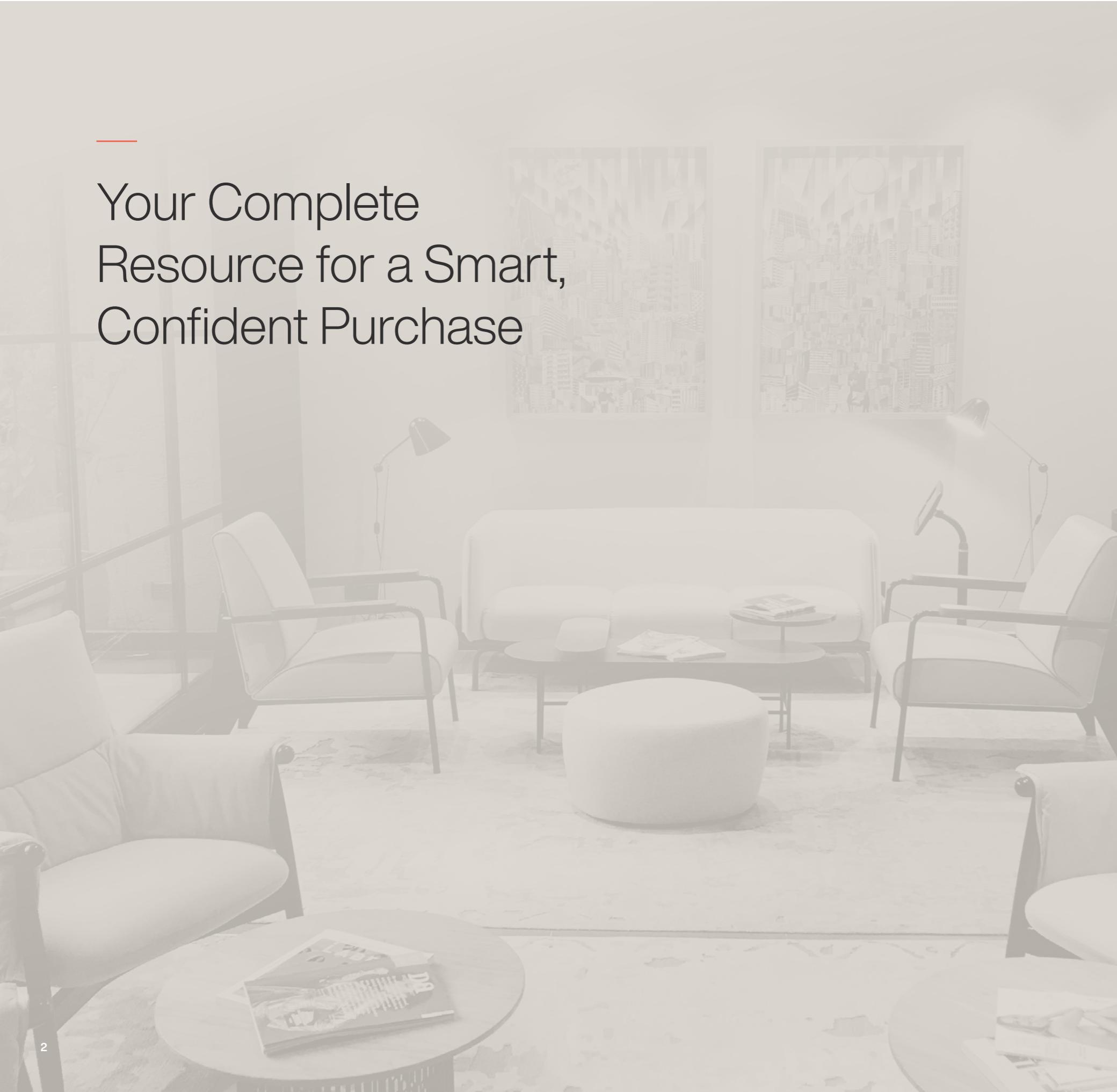
THE AGENCY



The Essential Guide to
Successfully Buying
Your Home



Your Complete Resource for a Smart, Confident Purchase



Welcome to Your Home Buying Journey

Buying your first home or upgrading to your next property doesn't have to be overwhelming. With proper planning, research, and professional guidance, you can navigate the process confidently and secure the right property at the best possible price.

This comprehensive guide will take you through every step of the home buying process, from initial research and budgeting to final settlement. Whether you're a first-time buyer or experienced investor, these proven strategies will help you make informed decisions and avoid costly mistakes.

The Home Buying Timeline

Understanding the typical timeline helps you plan effectively:

Research & Budgeting:	1-14 days
Loan Pre-Approval:	5-10 days
Property Search:	Time varies widely
Offer & Contract:	1-7 days
Inspections:	1-7 days
Final Loan Approval:	Few days to 3 weeks
Settlement Period:	Approximately 30 days

Why Professional Guidance Matters

The right buyer's agent can save you time, money, and stress by providing:

- Expert local market knowledge
- Access to off-market properties
- Skilled negotiation on your behalf
- Guidance through complex processes

Buyers Agent we work with

Inner West Nest - Hamada Alameddine
hamada@innerwestnest.com.au

Cary Giezekamp 0411 587 775
Rosemary Giezekamp 0401 337 119



Know Your Numbers Before You Start

Determine Your Complete Budget

Calculate Your Maximum Purchase Price:

- Total household income and stability
- Current expenses and debts
- Available deposit amount
- Ongoing homeownership costs (rates, insurance, maintenance)
- Emergency fund requirements

Factor in Additional Costs:

- Stamp duty (varies by state and property value)
- Building and pest inspections (\$400-800)
- Legal/conveyancing fees (\$500-2,000)
- Loan establishment fees (\$300-1,000)
- Moving costs and immediate repairs

Understanding Loan Requirements

Genuine Savings:

- Minimum 5% of purchase price typically required
- Must be accumulated over time (not gifts or windfalls)
- Demonstrates financial discipline to lenders
- Some lenders accept rental payment history

Loan to Value Ratio (LVR):

- Determines if you need Lenders Mortgage Insurance (LMI)
- LVR above 80% typically requires LMI
- LMI protects lender, not you
- Can add thousands to your loan costs

Essential Pre-Purchase Questions

Personal Circumstances:

- Why are you buying? (lifestyle, investment, family needs)
- How long do you plan to stay?
- What are your non-negotiable requirements?
- Do you need specific school catchments?

Financial Readiness:

- Do you have stable employment?
- Are your finances ready for scrutiny?
- Can you afford the ongoing expenses?
- Have you factored in rate rises?

First Home Buyers Assistance Scheme (FHBAS)

The NSW Government offers two main benefits: the First Home Buyers Assistance Scheme (FHBAS) provides a full stamp duty exemption on homes (new or existing) valued up to \$800,000, with a reduced rate up to \$1,000,000. Separately, the First Home Owner Grant (FHOG) offers a \$10,000 cash payment, but this is strictly limited to purchasing a new home with a value of \$600,000 or less (or a construction package up to \$750,000). Buyers in NSW can also access the federal Home Guarantee Scheme, which helps lower the required deposit to 5% without needing to pay Lenders Mortgage Insurance (LMI).

Secure Your Financing First

The Importance of Pre-Approval

Why Pre-Approval Matters:

- Demonstrates you're a serious buyer
- Shows sellers you can complete the purchase
- Gives you confidence in your budget
- Speeds up the buying process
- Required before making offers

Why Pre-Approval Matters:

- Pre-approval is conditional, not guaranteed
- Final approval depends on specific property
- Bank will still conduct property valuation
- Your circumstances must remain unchanged

Working with Mortgage Brokers

Benefits of Using a Broker:

- Access to multiple lenders
- Handle paperwork and applications
- Often free service (paid by lenders)
- Negotiate better rates and terms
- Ongoing relationship and support

Questions to Ask Your Broker:

- How many lenders do they work with?
- What's their experience with your situation?
- What are their fees and commissions?
- Can they help with specialized loans?

Fixed vs Variable Rate Loans

Fixed Rate Loans:

- Pros: Predictable payments, budget certainty, protection from rate rises
- Cons: Miss out on rate decreases, less flexibility, early exit fees
- Best for: First-time buyers, tight budgets, stable circumstances

Variable Rate Loans:

- Pros: Benefit from rate decreases, more flexibility, offset accounts, extra payments
- Cons: Payment uncertainty, potential for rate increases
- Best for: Experienced buyers, variable income, those wanting flexibility

Split Loans:

- Combine fixed and variable portions
- Hedge against rate movements
- Balance security with flexibility

Understanding Bank Valuations

Bank Valuation vs Market Value:

- Bank valuations are typically conservative
- Designed to protect lender's interests
- May not reflect true market value
- Can affect your loan approval

Home Loan Brokers we work with

SF Capital - Tommy Lim

0488 899 555

sfcapital.com.au/our-team/tommy-lim

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Finding the Right Property

Location Research Checklist

Neighborhood Analysis:

- Demographics and community feel
- Crime rates and safety
- Future development plans
- Proximity to work, schools, amenities
- Public transport accessibility
- Local shops and restaurants

Market Performance:

- Median prices and recent trends
- Average days on market
- Auction clearance rates
- Population growth forecasts
- Infrastructure projects planned

Researching Comparable Sales

Understanding “Comps”:

- Recent sales of similar properties
- Must be actual sold prices, not listing prices
- Properties only worth what buyers pay
- Compare like-for-like features

Key Comparison Factors:

- Location: Same suburb, similar street position
- Property type: House, unit, townhouse
- Size: Land area, building size, rooms
- Age and condition: Construction era, maintenance
- Features: Parking, outdoor space, views
- Sale date: More recent sales more relevant

Property Inspection Strategy

Before Inspecting:

- Research the property online
- Drive by at different times
- Check recent sales in the area
- Prepare your questions

During Inspection:

- Test all systems and appliances
- Check for signs of damage or poor maintenance
- Assess natural light and ventilation
- Consider your furniture and lifestyle needs

Property Due Diligence

Legal and Regulatory Checks:

- Zoning and future development potential
- Flood zones and environmental issues
- Heritage listings or restrictions
- Body corporate fees and recent minutes
- Outstanding rates or levies

Physical Property Assessment:

- Age of major systems (roof, plumbing, electrical)
- Recent renovations and quality
- Potential for improvement
- Structural integrity
- Pest and building issues

Financial Considerations:

- Realistic market value
- Potential for capital growth
- Rental yield if relevant
- Ongoing maintenance costs

Securing Your Property at the Best Price

Crafting Your Offer Strategy

Research-Based Pricing:

- Use comparable sales as your foundation
- Consider property's unique features
- Factor in current market conditions
- Account for any required repairs or improvements

Key Offer Considerations:

- Days on Market: Longer listings may accept lower offers
- Property Condition: Renovators typically sell for less
- Seller Motivation: Moving timelines, financial pressure
- Competition: Other interested buyers
- Settlement Terms: Flexible dates can strengthen offers

Negotiation Tactics

Beyond Price:

- Settlement period flexibility
- Inclusions (appliances, fixtures)
- Subject to conditions (finance, inspections)
- Deposit amount and timing

Professional Negotiation:

- Let your buyer's agent handle negotiations
- Avoid emotional decision-making
- Don't reveal your maximum budget
- Be prepared to walk away

Understanding Contracts

Contract Essentials:

- Purchase price and deposit
- Settlement date
- Included items and exclusions
- Special conditions
- Cooling-off period (if applicable)

Have Your Solicitor Review:

- Check all terms and conditions
- Identify potential issues
- Ensure you understand obligations
- Verify all details are correct

Managing Inspections and Conditions

Building and Pest Inspections:

- Always include as contract conditions
- Use qualified, experienced inspectors
- Attend inspections personally
- Understand what's covered and excluded

Using Inspection Results:

- Negotiate price reductions for issues
- Request seller repairs
- Walk away if major problems found
- Factor repair costs into your budget



Succeeding at Auction

Pre-Auction Preparation

Essential Research:

- Complete building and pest inspections
- Research comparable sales thoroughly
- Check legal title and contract details
- Understand exactly what you're bidding on
- Have solicitor review auction contract

Financial Preparation:

- Final loan approval confirmed
- 10% deposit available immediately
- No cooling-off period at auction
- Must be 100% committed to purchase

Common Auction Mistakes

Avoid These Pitfalls:

- Bidding without proper research
- Exceeding your predetermined limit
- Not having finance properly arranged
- Failing to inspect the property thoroughly
- Revealing too much information to agents

Auction Day Strategy

Before Bidding:

- Attend other auctions to understand process
- Set your maximum limit and stick to it
- Arrange someone else to bid if you're emotional
- Have your deposit and identification ready

Bidding Tactics:

- Bid with confidence: Call out clearly and decisively
- Counter-bid immediately: Stay in front of competition
- Use psychological tactics: Odd numbers can slow competition
- Don't reveal your limit: Keep others guessing
- Stay unemotional: Don't get caught up in excitement

Post-Auction Considerations

If You Win:

- Congratulations! You've purchased the property
- Pay deposit immediately
- Sign contract on the spot
- Arrange insurance from contract date
- Coordinate with your conveyancer

If You Don't Win:

- Don't despair - there are other opportunities
- Review what you learned
- Consider post-auction negotiations
- Continue your search with gained experience

Completing Your Purchase

Understanding Conveyancing

What is Conveyancing?

- Legal transfer of property ownership
- Ensures transaction complies with law
- Protects your interests in the purchase
- Handles complex paperwork and searches

Your Conveyancer Will Handle:

- Contract review and exchange
- Title searches and verification
- Stamp duty applications and payment
- Liaison with your lender
- Settlement coordination
- Transfer of ownership documents

Conveyances we work with

People and Places Property Law - Belinda Rava
0414 504 205
belinda@peopleandplaces.com.au

The Settlement Process

Key Steps Include:

- Contract exchange: Legally binding agreement
- Deposit payment: Held in trust account
- Condition fulfillment: Inspections, finance approval
- Pre-settlement: Final checks and preparations
- Settlement day: Funds transfer and key handover

Timeline Expectations:

- Standard settlement: 30-45 days
- Can be shorter or longer by agreement
- Your conveyancer manages the timeline
- You'll be notified when complete

Final Inspections and Handover

Pre-Settlement Inspection:

- Conduct on or close to settlement day
- Ensure property is in agreed condition
- Check all included items are present
- Verify any agreed repairs completed
- Test all systems and appliances

Settlement Day:

- Usually handled by conveyancers
- You typically don't need to attend
- Funds transferred between parties
- Keys released once settlement complete
- Property officially becomes yours

Post-Settlement Actions

Immediate Tasks:

- Arrange property insurance
- Connect utilities in your name
- Update your address with relevant parties
- Plan moving logistics
- Celebrate your achievement!

Ongoing Responsibilities:

- Regular maintenance and upkeep
- Council rates and other property charges
- Building insurance and contents insurance
- Consider property management if investment

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Why Choose The Agency Inner West

- Unbridled enthusiasm to be successful in your purchase
- A genuine focus on clear, honest communication
- A fresh perspective and tireless work ethic
- Personalised service and attention to detail
- Strong network of qualified buyers and industry professionals
- Professional market appraisal
- Strategic pricing advice
- Property styling consultation
- Professional photography and marketing
- Negotiation and sale management
- Settlement coordination and support

Comprehensive Support Team

Donna Rose Bamba - Agent Support
 Eli Ladao - Sales Support Partner
 Luke Evans - State General Manager NSW
 Trent Penfold - Head of Marketing

The Agency Inner West

Your success is our success. Let's work together to achieve the best possible outcome for you.

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Ready to Sell? Let's Make It Happen

You now have the knowledge to successfully sell your home. The next step is partnering with an experienced agent who can guide you through the process and maximize your results.





theagency.com.au