

# HOME BUYERS CHECKLIST





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Buying a new house is one of the most significant investments that a person can make in their life. This can be an exciting and also daunting experience. We've compiled this checklist to help you navigate your way through the purchase process giving you control and confidence.

## CAST YOUR NET WIDE...

### STEP 1 - Find a real estate agent

It makes sense to interview a few local agents. You need to feel comfortable with the person you are going to trust to find you a home.

#### Qualifications your real estate agent should have:

- Local market knowledge
- Good reviews or testimonials
- Financial knowledge - they can walk you through the numbers.
- Find an agent who works full time in the industry and has a proven track record.

#### Great time management and communication skills:

- Did they show up on time & prepared?
- Do they communicate with you in a way that you understand and feel comfortable?

#### Network connections:

- Effective real estate agents rely on their professional relationships and local network.
- Subscribe to real estate online portals such as realestate.com.au and if your agent offers a new listing SMS or e- newsletter alert service, sign up!

## FINANCE ... SHOW ME THE MONEY

### STEP 2 - Know your financials

- Maintain great credit
- Pay off as much debt as you can before proceeding
- Your lender will be pulling your credit in the future as a part of the pre-approval process
- Compile and save any important financial documents
- Have two months worth of pay slips & bank statements
- Have two years of tax returns if you are a business owner.



### STEP 3 - Find a lender

Compare different lenders to understand the benefits and advantages of working with each. Something as simple as a lower rate or term can save you thousands of dollars over the life of the loan.

Make sure to tell **each lender** not to pull your credit until you're fully committed to working with one

If your credit isn't where you want it to be, work on creating a plan with your chosen lender

Your agent may also be able to help you find someone trustworthy that they have worked with before.

### STEP 4 - Establish a budget

Saving up 20% of a home's purchase price as a down payment is suggested, but often hard to do in high-priced markets

If saving up 20% isn't feasible, work with your lender to create the best plan for your needs

Remember that just because you're approved for a certain amount doesn't mean that you have to spend that amount. Work with your lender and agent to establish a price point and monthly payment that you will be comfortable with.

### STEP 5 - Get pre-approved for a mortgage

Ask the lender if you qualify for any special loans

**Get Pre-Approved;** this gives you, your agent, and the lender an estimate of how much you can afford based off of your credit score and past financial history.

Don't forget to take into account the costs associated with buying. legal fees, government charges, moving costs etc.

## FINDING YOUR NEW HOME

### STEP 6 - The fun part

Meet with your chosen real estate agent to discuss your home buying wish list.

Make sure to include: **Must haves:** bed/bath number, garage, etc. **Nice to haves:** pool, jacuzzi, smart home capabilities, etc. **Things to avoid:** pools, busy streets, etc.

Bring along your pre-approval and lender contact information so you can discuss budget and have your agent connect with your chosen lender.

Determine different neighborhoods you might want to live in.





## STEP 7 - Find the home

- Keep your “Must Haves” Checklist in mind.
- Keep a journal or guide of the different houses you’re interested in.
- Take plenty of pictures to look back at.
- Stay within your price range!
- Provide your agent with ANY feedback regarding the properties that you view.
- Both positive and negative feedback can be very helpful for an agent to find exactly what you want

## STEP 8 - Make an offer

- Work with your agent to establish a strategy to get the most from your offer and have the best chance of it getting accepted.
- Sign the offer and any additional documents.

## IT COMES WITH THE TERRITORY

### STEP 9 - Do your due diligence

- Find a reputable and thorough home inspector, if you need suggestions ask your agent.
- A good home inspector will help to ensure that you don’t end up in a “money pit,” for example, a property with lots of electricity, plumbing or foundation issues.
- An inspector will also report any issues found with the home that will allow you to ask for repairs during negotiations.
- If work needs to be done on the property, strategise with your agent to submit a request for repairs or money off the price.
- Review disclosures and paperwork with your agent.
- If you will be making any additions or construction to the property, such as adding a pool or a guest house, check with the local council or shire to ensure zoning allows for those upgrades.
- Review the Section 32 Vendors Statement with your conveyancer and agent to ensure that there are no unknown easements or caveats on the property.

## STEP 10 - Arrange for homeowner's insurance

- Search for a homeowner’s insurance policy with great coverage at a reasonable cost. Ask your lender for suggestions if necessary.
- Some lenders require a year’s worth of homeowner’s insurance up front before approving a mortgage



## YOU'RE ON THE HOME STRETCH

### STEP 11 - Finalising financing with your lender

The lender will order an appraisal on the home to verify that the market value supports the purchase price. Double check that your interest rates and mortgage payments are what you agreed upon and can afford.

### STEP 12 - Final walkthrough of home

- Go through the house with your agent to double check everything you agreed upon in your offer is present. Ensure that any repairs that were agreed upon in the transaction were completed.
- If repairs are difficult to visually inspect, call back your home inspector or a specialist to ensure the repairs were completed correctly.
- Turn on all lights and appliances to make sure that they still are in good working order

### STEP 13 - Closing the deal

#### Bring everything you might need:

- Form of identification
- Any additional payment you may need
- Sign the mortgage documents.

### STEP 14 - Move in!

Get the keys to your new home.

*Celebrate!* You now own your new home.

Ask us for a copy  
of our  
*Moving House  
Checklist.*  
We'd hate for you to  
leave something  
behind!



**Have any questions? Let's chat.**

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