

*Dreams to Keys*

# *Step-by-step guide to home ownership*



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# *Table of Contents*

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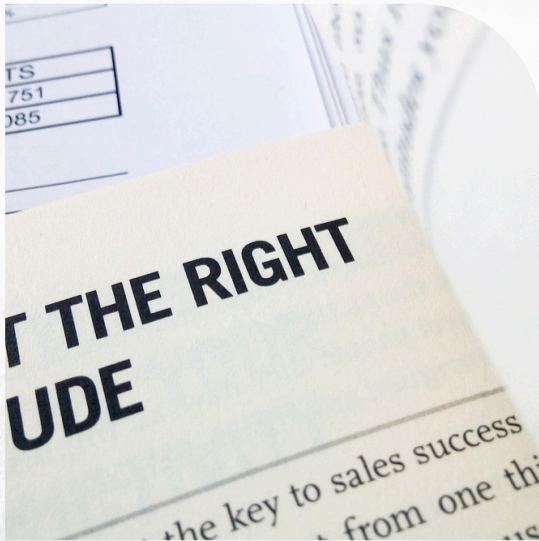
- 1. Foundations of Homebuying: The Right Attitude*
- 2. Finding a Trustworthy Real Estate Advisor*
- 3. Crafting a Homebuying Budget You Can Afford*
- 4. Securing Your Pre-Approval: Contact with an excellent Mortgage broker is the Key Step*
- 5. Location, Location, Location: Where to Buy*
- 6. House Hunting: Touring Potential Homes*
- 7. Making the Right Offer: Tips for Success*
- 8. Meeting Conditions: Ensuring a Smooth Purchase*
- 9. Finance and Conveyance: Wrapping Up the Details*
- 10. Welcome Home: Moving Day!*



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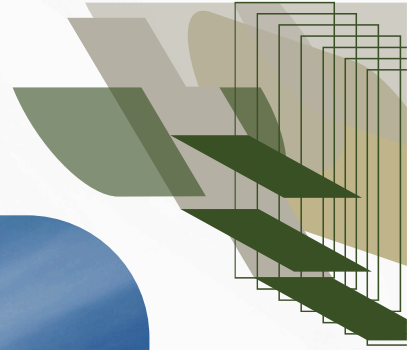


## *Foundations of Homebuying: The Right Attitude*

Congratulations on deciding to buy a home for yourself and your loved ones! This is a major step towards homeownership. With the right mindset, your dream home can become a reality.

Here are some key questions to ask yourself when considering buying a home:

Check-Box	Question	Consideration
	What type of home do we need?	Consider options like a condo, apartment, townhouse, single-family home, or semi-detached house.
	Should we consider the age of the home?	Yes, the age of the home affects mortgage options, insurance, valuation, and equity building.
	What are our requirements for the number of bedrooms and bathroom	Depending on your family size, choose the minimum needed, especially if you plan to upgrade soon.



## *Foundations of Homebuying: The Right Attitude*

Check-Box	Question	Consideration
	Do we need a garage or extra parking spaces?	This depends on the property. It's a key factor in deciding between a Apartment or a house.
	How does our daily commute look?	Consider public transport availability if not everyone in the family has a car.
	Should we look for a home close to shopping, schools, and hospitals?	If you have children, school rankings are important. Proximity to hospitals can be crucial if you live with elderly family members.







## *Foundations of Homebuying: The Right Attitude*

Check-box	Question	Consideration
	How long do we plan to live here, and how quickly can we upgrade?	This is significant. In Australia, a house is not just a home but also an equity generator. Discuss this with real estate experts.
	Is a fenced yard, play area, pool, or garden important to us?	This depends on your lifestyle. A fenced yard is important for security, especially if you have children or pets.

*Note: This is just a starting point and can vary significantly from family to family. Make sure to tailor your checklist to your unique needs and circumstances.*



# *Finding a Trustworthy Real Estate Advisor*



A professional is essential in translating your mindset into actionable steps and guiding you to make the right decisions. Always choose a full-time expert who is actively working in the field and available when you need them. It's important to set aside emotions, relationships, and friendships when selecting the right person to find the perfect home for your hard-earned money.

**1. Market Knowledge :** Expert real estate agents have an in-depth understanding of the local property market. They provide valuable insights into neighbourhoods, property values, and market trends, helping you find a home that suits your needs and budget.

**2. Negotiation Skills :** Experienced agents are skilled negotiators who can advocate for you to secure the best possible deal. They're adept at managing offers, counteroffers, and negotiation tactics, ensuring you get a fair price and potentially saving you a significant amount of money, which can help cover unexpected expenses after buying the home.

**3. Access to Resources :** Real estate professionals have access to extensive resources, including listings across different databases. This access provides a broader selection of properties and streamlines the home-buying process.

**4. Guidance Through Paperwork :** Buying a home involves a substantial amount of paperwork and legal documentation. Professionals can guide you through contracts, disclosures, and other necessary documents, reducing the risk of errors or legal complications.



# *Finding a Trustworthy Real Estate Advisor*



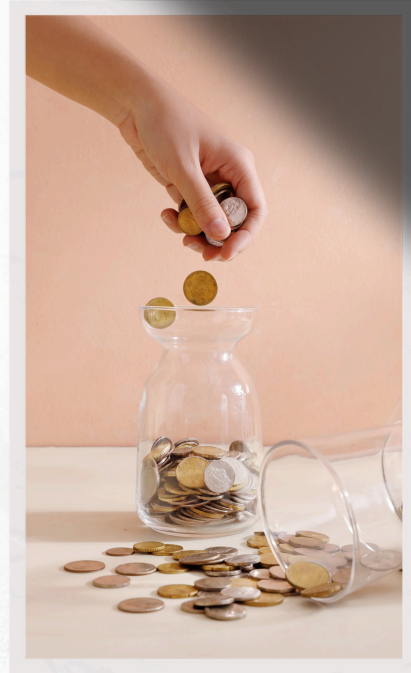
**5. Inspection and Appraisal Expertise** : This is a crucial step. Home inspectors and appraisers provide essential evaluations of a property's condition and value. Professionals help you interpret these reports and spot potential issues, ensuring you make an informed decision.

**6. Professional Network:** This aspect is also vital. Professionals in the field have the knowledge, expertise, and connections with other essential experts, such as mortgage brokers, conveyancers, and building inspectors. They can recommend trusted service providers and manage various aspects of the transaction.

In summary, professionals bring valuable expertise, resources, and support to the home-buying process, helping you make informed decisions and navigate the complexities of purchasing property.

*Note: Simply reach out to us. We have trusted and experienced referral partners & time-tested professionals—ready to make your home-buying journey smooth and stress-free.*

# *Crafting a Homebuying Budget You Can Afford*



## 1. Assess Your Financial Situation:

- **Income:** Calculate your total monthly income from all sources.
- **Expenses:** List all your monthly payments, including bills, groceries, transportation, insurance, and entertainment.
- **Debts:** Consider any debts you have, such as student loans, credit card balances, or car payments.

## 2. Determine Your Housing Budget: Spending no more than 30% of your gross monthly income on housing is generally recommended.

- **Savings Goals:** Factor in your savings goals, such as building an emergency fund, planning for retirement, and other financial objectives.
- **Down Payment:** Decide how much you can afford to put down upfront. A larger down payment can lower your monthly mortgage payments.



# *Crafting a Homebuying Budget You Can Afford*



## 3. Include Additional Costs:

- **Closing Costs:** Closing costs typically range from 2-5% of the home's purchase price.
- **Council rates:** These vary by location, so be sure to include them in your monthly budget.
- **Homeowners Insurance:** Required by lenders; obtain quotes to estimate this expense.
- **Maintenance and Repairs:** Plan for ongoing maintenance and unexpected repair costs.



*Securing Your Pre-Approval: We will help you to secure pre-approval which is a key step.*

At Nifty Lending Services, we offer you the services of an experienced and professional Mortgage Broker, who will guide you through the entire mortgage process.



**Check Your Credit Score and Report** : We can assist you in obtaining a credit report from Equifax, which is widely accepted by lenders in Australia, and will review it for free, identifying any issues that could arise during the mortgage process and helping to correct them if necessary.

**Gather the Required Documents:** We will provide as per requirement the necessary documents such as :

- ID (Driver's Licence or Passport)
- Proof of Income
- Bank Statements
- Employment Verification
- Debt Information (Credit Cards, Personal Loans, Car Loans, etc.)

these are only basic documents to start with although a detailed documents checklist will be provided by us as soon as the Financial Situation is identified.

**Submit a Pre-Approval Application:** We will assist you in completing the pre-approval application and submitting the required documentation to the lender. The lender may review your credit report and score to determine the mortgage amount for which you are eligible.







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**Get Your Pre-Approval Letter:** Your lender will provide you with a pre-approval letter, indicating the loan amount you're eligible for based on your financial situation. This letter usually details the maximum loan amount, interest rate, and any conditions you need to meet.

**Keep Your Finances Steady:** Once pre-approved, it's important to maintain your current financial situation. Avoid taking on new debt or making large purchases, as these could affect your final loan approval.





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**Pre-Approval Importance:** Obtaining pre-approval for a mortgage comes with several important benefits that can greatly improve your home-buying experience:

**Stronger Buying Position:** Having pre-approval demonstrates to sellers that you're a serious and capable buyer, making your offers more appealing. It signals that you have the financial support needed to finalize the purchase, giving you an advantage in a competitive market.

**Clear Budgeting:** With pre-approval, you'll know the maximum loan amount you can borrow, helping you set a realistic budget for your home search. This can save you from getting attached to properties that are beyond your reach.

**Faster Process:** Pre-approval speeds up the buying process because much of the financial assessment is already done. When you find the right home and make an offer, your lender can process the loan quicker, potentially allowing you to close the deal sooner.

**Identifying Issues Early:** The pre-approval process involves a thorough check of your financial situation. If there are any issues—like credit problems or income discrepancies—you'll find out early, giving you time to sort them out before you're ready to make an offer.

**Stronger Negotiating Power:** Sellers are more inclined to negotiate with pre-approved buyers since it lowers the risk of the deal falling through due to financing issues. This can give you more leverage when negotiating the price and terms of the sale.

**Informed Decision-Making:** Pre-approval gives you a clear understanding of what you can afford and the types of loans available to you, helping you make more informed decisions about which mortgage products best suit your financial situations.

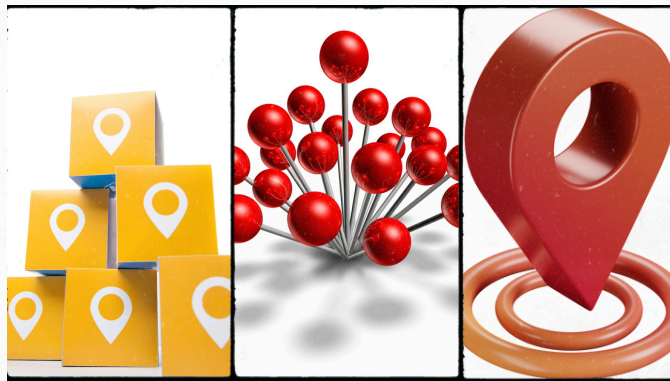
Pre-approval can streamline the home-buying process, making it more predictable and increasing your chances of securing the home you want.







## *Location, Location, Location: Where to Buy*



### 1. Identify Your Needs and Preferences:

- **Commute:** Think about how close you need to be to work, public transport options, and major roads.
- **Schools:** Check out the school zones if you have kids or are planning to start a family.
- **Amenities:** Look for local amenities like parks, supermarkets, cafes, and medical centers.
- **Lifestyle:** Consider the type of neighborhood that suits your lifestyle—whether it's urban, suburban, or more rural.

### 2. Research the Suburbs:

- **Online Resources:** Use websites like Domain, realestate.com.au, and onthefhouse.com.au to research property prices and market trends in different areas.
- **Future Development:** Investigate any future developments or infrastructure projects that could impact the area's appeal.

### 3. Visit the Area:

- **Drive Around:** Visit the suburb at different times of the day to get a true feel for the area.
- **Talk to Locals:** Chat with residents to gain insights into the community vibe.
- **Attend Open Inspections:** Go to open inspections to see properties within your budget and get a better understanding of what's available.

### 4. Compare Suburbs:

- **Make a List of Pros and Cons:** For each suburb, weigh up factors like property prices, council rates, school quality, and commute times.

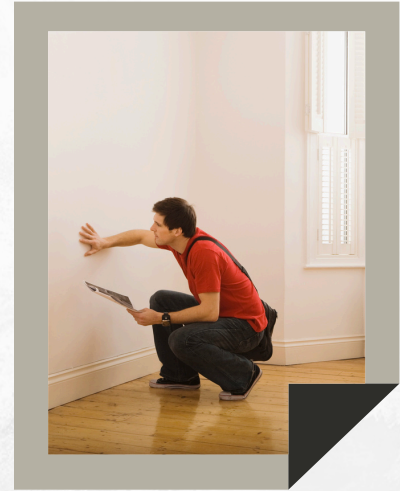
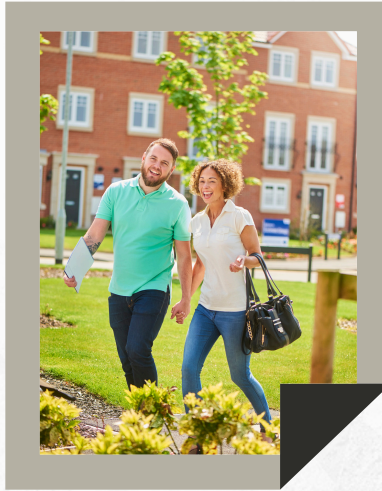
### 5. Consult a Real Estate Agent:

- **Local Expertise:** A local real estate agent can offer valuable advice and help you find properties that fit your needs.
- **Negotiation and Guidance:** They can assist with negotiations and guide you through the entire buying process.





# House Hunting: Touring Potential Homes



Once you've chosen a location and determined your budget (based on your mortgage pre-approval amount), ask your real estate agent to send you listings that match your criteria. Shortlist the properties in that area, and with your agent's assistance, schedule visits to the ones that interest you.

**1. Prepare for Property Inspections:** Your real estate agent can help arrange inspection times that suit you, or you can visit properties in your preferred area during open inspections.

**2. Inspect the Exterior:** Check the condition of the property, including the siding, roof, and other structural elements. Take note of the proximity to schools, parks, shopping centers, and other amenities.

**3. Inspect the Interior:** Evaluate the overall condition of the home, looking for any signs of wear and tear. Pay attention to room layouts, natural light, and ventilation to determine if the design suits your needs.

**4. Examine Key Areas:** Focus on the kitchen, and bathrooms, as well as the heating and cooling systems, plumbing, electrical systems, and security features like locks and alarms. or Hire a Building inspector before the final call.

**5. Ask Questions:** Inquire about any known issues, recent repairs, average utility costs, and any additional fees or levies. You might also want to discuss the potential for future resale value.

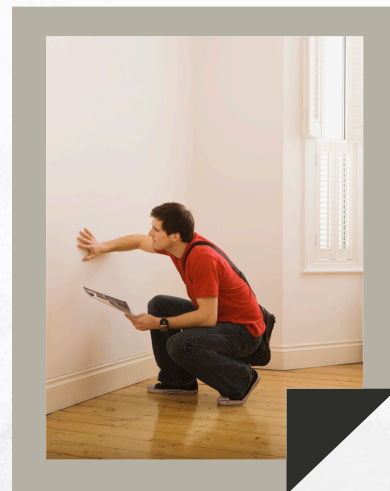
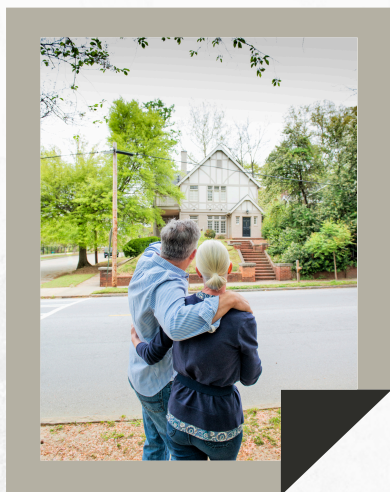
**6. Schedule Follow-Up Inspections:** After visiting and comparing several homes, if you're seriously considering a property, arrange a second inspection to view the home at different times of the day. Ask your real estate agent for any additional information they may have about the property.







# *Making the Right Offer: Tips for Success*



**1. Determining the Offer Price with Your Real Estate Agent:** Your real estate agent will prepare a Comparative Market Analysis (CMA) for the area where you're buying, which will help you determine a competitive offer price.

**2. Drafting and Submitting the Offer:** The offer is a formal document that outlines the details of your proposal. Your agent will draft the offer on your behalf, explaining all the terms and conditions. You'll review the offer document before signing, which typically includes the price you're offering, any conditions, and the deposit amount. Once signed, your agent will submit the offer to the selling agent.

**3. Submitting the Offer and Negotiations:** The selling agent will present your offer to the seller, who may either accept it as is or respond with a counteroffer, adjusting the price or conditions. You can choose to accept the counteroffer or continue negotiating with your agent's help until both parties agree on the price and conditions. If your offer is rejected, you can start a new property search, and your agent will inform you of the reasons.

**4. Offer Acceptance/Contract Signing:** Once both parties agree on the offer, you'll sign the purchase contract. This agreement outlines the final terms of the sale, including the agreed-upon price, settlement date, and any other important details.





# *Meeting Conditions: Ensuring a Smooth Purchase*

We typically include a home inspection condition in the offer. We at Nifty Lending can assist our clients in arranging an experienced, knowledgeable, and certified Building inspector, especially if they don't already have one in mind.



**Building inspectors** are skilled and experienced professionals who take their time—typically 3-4 hours—to thoroughly check a property for visible issues. This includes inspecting the plumbing, electrical systems, roof, insulation, walls, ceilings, floors, windows, foundations, and chattels like air conditioning and heating systems.

They'll then provide a detailed report on the condition of the home.







# *Finance and Conveyance: Wrapping Up the Details*



A Conveyancer plays a crucial role in the closing process of a property transaction:

**Contract Review:** The lawyer reviews the sale agreement and other related documents to ensure all terms are clear and legally binding.

**Title Search:** They conduct a title search to confirm that the seller has a clear title to the property and that there are no outstanding liens or encumbrances.

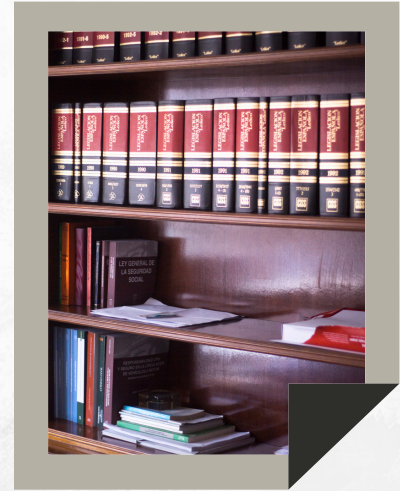
**Prepare Documents:** They prepare or review closing documents, including the transfer of land, settlement statements, and other legal documents required for the transaction.

**Legal Requirements:** The lawyer ensures that the transaction meets all local, state, and federal legal requirements, including those related to property transfers.





# *Finance and Conveyance: Wrapping Up the Details*



## *Execute the Transfer of Ownership:*

**Deed Transfer:** The lawyer ensures that the deed is correctly signed, witnessed, and lodged with the local land registry office to officially transfer ownership from the seller to the buyer.

**File Documents:** They file all necessary documents with local authorities to finalise the transaction and update public records.

**Coordinate Timing:** The lawyer helps coordinate the timing of the settlement, ensuring that all parties are ready and that the settlement proceeds smoothly.

**Final Review:** They conduct a final review of all documents and details to ensure everything is in order before settlement.

Overall, a Conveyancer ensures that the settlement process is legally sound, protects your interests, and helps resolve any issues that may arise, making the transaction as smooth and stress-free as possible.







# Welcome Home: Moving Day!



From the date your offer is accepted, you have sufficient time to prepare for your new home. It's a good idea to organize things in advance:

- **Notify Your Landlord:** If you're renting, inform your landlord or property manager as soon as possible.
- **Sell or Rent Your Current Home:** Decide whether you'll sell your current property or rent it out.
- **Arrange Movers and Packers:** Book a moving company to handle your packing and relocation.
- **Secure Title Insurance:** Obtain title insurance to protect against any issues with property ownership.
- **Update Your Address:** Notify banks, and post office to update your driver's license, and inform your workplace of your new address.
- **Register Your Child in a New School:** Ensure your child is enrolled in their new school.
- **Cancel Services at Your Old Address:** Terminate services such as electricity, gas, water, and internet at your current residence.
- **Transfer Utilities:** Set up utilities at your new home, including phone, internet, television, gas, electricity, and water.





# *Welcome Home: Moving Day!*



## *Utilities at New Home*

- **Electricity:** Contact your local electricity provider.
- **Gas:** Notify your gas supplier.
- **Water:** Get in touch with your water utility provider to arrange for water services at your new address and to return any garbage bins if required.
- **Garbage Collection:** Download the relevant app or check local council resources to find out garbage collection days in your new area.
- **Internet Services**
- **Mover and Packers**

Instead of spending your valuable time arranging utilities for your new home, let our referral partner handle it for you. Simply inform us, and one of our experienced professionals will give you a call to take care of all the necessary arrangements including LIFE INSURANCE.







## *Let's begin your design journey*

Are you ready to bring your dream space to life?

Congratulations on starting your new home journey! At Nifty Lending Services, we understand that moving into a new property can be both exciting and overwhelming. To make your transition smoother, we're here to assist with all your lending needs and answer any questions you might have. If you need help with financing or have any concerns about your mortgage, don't hesitate to reach out. Let's start Dialogue!



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