



TREMAINS®

Home buyer **tips**

Start the right way

Being a home buyer in any property market can be scary, especially if you are a first home buyer or it has been while since you last bought. Helping people with their property journey is important to us so here is a list of advice that might help you into your next home.

- Talk to a mortgage broker, not just the bank, they know all the tips and will speak to the bank that suits your situation
- Set a budget you are comfortable with, and start searching within that range
- Make a list of what you want in a property including location, size, style, and outdoor space. Decide what are your non-negotiables and start searching. Remember you are unlikely to find the perfect home so keep an open mind.

Do your research

- Drive around the area you want to buy in and venture into the surrounding areas to see what the homes are like
- Search online property platforms and look at property trends so you can gauge what the market is doing
- To get a feel for the type of property you like, visit a few open homes that fit within your budget
- If a property catches your eye, work with a real estate sales consultant to view it outside of open home times. This will allow you to get a good look at it without the crowds
- Ask your sales consultant as many questions as possible. There is no such thing as a stupid question when it comes to your biggest financial investment
- Don't just look at the top end of your budget, be open to properties of lesser value that might need some TLC. This can be a great way to add future value
- If you really like a property, be critical. Look past the presentation and try to picture yourself living in the home. As if you can take photos and videos so you can remember what the property looks like when you're deciding if it is right for you
- Drive past your potential purchase at different times of the day to see the different aspects of the neighbourhood.



Putting in an offer

- The fewer conditions on your offer the more attractive it is to a vendor. If you have specific conditions get them cleared so they don't appear on your offer. For example include building reports, pre-approved finance, solicitor conditions, etc.
- Along with the signed offer, include a letter explaining your conditions, for example: 'Our finance is pre-approved we will just need our bank to check the contract'
- If you are in a position to present a cash unconditional offer, this will speak volumes to a vendor
- Get your sales consultant to explain the terms and conditions of the sale and purchase agreement you are signing. It is advisable to share this agreement with your solicitor before submitting your offer
- Auctions are an increasingly popular method of sale because they are transparent and offer a fast sale. Your sales consultant will explain the auction process so you are ready for the auction room
- If successful don't feel that you've paid too much. You put your best foot forward and got the property you want.

And remember...

You might not get the property you fall in love with, but don't give up. Keep looking and working with your sales consultant to make sure you are informed of new properties coming onto the market

For more home buyer tips
**contact your Tremains
sales consultant.**

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