



# Home

## BUYER'S GUIDE

**Regal Gateway**  
PROPERTY

# MEET OUR *Team*



**SAMANTHA FRANCIS**  
DIRECTOR OF SALES | LICENSEE

Samantha is Licensee and together with her husband Bernie Francis are the business owners of Regal Gateway Property. What started as a one-person sales team with Harcourts in 2012 has grown into an award-winning sales and property management business dominating Atwell, Aubin Grove and surrounding City of Cockburn suburbs.



**BERNIE FRANCIS**  
DIRECTOR | ASSET MANAGEMENT

Unlike most agencies, Bernie and his team, work as a true Team ensuring that property management services are delivered promptly with the use of modern technology and most importantly common sense in dealing with everyday issues.



**DANIEL HARRIS**  
PROPERTY CONSULTANT

With his attention to detail for marketing along with Daniel's extensive negotiation skills and strong work ethic, you are in very capable hands to assist you in securing the absolute best possible sale price for your home in any market.



**HELEN MCWHIRTER**  
PROPERTY CONSULTANT

As a seller or buyer you can have confidence that Helen is the best property consultant to choose to handle your most valuable asset. Integrity is very important to Helen, and she treats each sale as if the property was one of her own.

# MEET OUR *Team*



**PETER BRIGHT**  
PROPERTY CONSULTANT

Peter is extremely experienced, enthusiastic, driven and focused on only one thing - achieving his clients' goals! Another important characteristic of Peter's is to see things through to a conclusion.



**JASON KINGDON**  
PROPERTY CONSULTANT

A true professional genuine "people person" with an unrivalled passion for real estate makes Jason an approachable expert that both buyers and sellers have come to trust and rely on.



**CHRISTEN SONG**  
PROPERTY CONSULTANT

With her committed client focus central to every transaction you can rest assured you are in safe hands with this property professional.

Drawing on her skills developed whilst working in the education sector, Christen understands the emotional journey of her clients.



**LARRY PARSONS**  
PROPERTY CONSULTANT

Larry Parsons is a licensed Real Estate agent with almost 30 years of experience in all aspects of property sales. From being a hard-working sales representative in the early 90's to running his own successful Real Estate agencies in recent years, Larry is the person to get the job done.

# HOME BUYER'S *Road Map*

Use this road map as a quick overview of the buying process. If you have any questions, please reach out to your trusted agent!



# REAL ESTATE *Terms*

## PRE-APPROVAL

A Pre-approval is a preliminary evaluation conducted by a lender to show that the buyer has the funds to borrow to a certain amount. This is extremely helpful when you find a home you're ready to put an offer on.

## OFFER AND ACCEPTANCE

An agreement with a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a sales contract.

## UNDER OFFER

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

## SETTLEMENT COST

The fees that are paid at the end of the purchase by either the buyer, seller, or both. These include stamp duty, selling fees and settlement agent's fees.

## DEPOSIT

This is a sum of money paid by the buyer into the Real Estate Agency's Trust Account to secure a contract for a property purchase.

## TITLE SEARCH

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to cover you for any issues that arise later.

## BANK VALUATION

The valuation is the value given to a property based by the licensed valuator on comparable properties that have recently sold.

This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

## BUILDING INSPECTION

This is an inspection carried out by a licensed building inspector nominated by the buyer at the buyer's cost to determine the structural integrity of the property.

## SELLERS DISCLOSURE STATEMENT

This is a form completed by the sellers disclosing information, to the best of their knowledge, about the house and the land.

## SETTLEMENT

This is the final step of your real estate transaction. At settlement the funds from the buyer are provided to the seller and the buyer receives the keys. This process typically takes an hour.

“

*There is something  
permanent.*

*And extremely  
profound*

*in owning a*

*Home*

”

KENNY GUINN



# Ten steps to BUYING A HOME

- 01 FINANCIALS
- 02 FIND AN AGENT OR DIY
- 03 INSPECT HOMES
- 04 MAKE AN OFFER
- 05 NEGOTIATE OFFER
- 06 APPLY FOR FINANCE
- 07 BANK VALUATION
- 08 FINAL LOAN APPROVAL
- 09 SCHEDULE YOUR MOVE
- 10 SETTLEMENT



# Preparing to Buy



# 1 FINANCIALS

Lenders recommend that you spend no more than 3-5 times your annual income on a new home. You can find many mortgage calculators online, which provide a great starting point.

When calculating, don't forget to include extra expenses like loan fees, building and pest inspection, stamp duty, settlement fees, and money for any home improvements.

While it's ideal if you can put a 20% deposit on your new home, it certainly isn't necessary. There are many ways to put down much less and with certain types of loans you may need a lot less.



# 2

## FINDING A GREAT AGENT

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

Your agent will be working with your best interests in mind and can help guide you through all the stages of home buying

The alternative to using a buyer agent is you perform all the research and communicate directly with listing agent



### *Connect* YOU WITH THE PERFECT HOME

Agents often have access to information about homes going on the market before the public. They can also arrange home opens and tours of homes that match your criteria

### *Knowledge* OF NEIGHBORHOOD

Agents will be able to offer insightful details about the neighborhoods you are considering.

### *Attention* TO DETAIL

The process of buying a home requires a good deal of paperwork. Your real estate agent will help you fill out all documents and get them submitted properly.

### *Professional* NEGOTIATOR

Agents deal with any different conversations that need to happen. They will also help you submit a strong offer and negotiate with the seller on your behalf.

### *Expert* GUIDE

Realtors are there to help you with any questions you have along the way. They offer an objective opinion when you're analysing the features you're looking for.



## CREDIT CHECK

It is important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates.

Being in contact with a good broker who understands your situation is invaluable and will give you clear guidelines on what price range you can look at for your next home. The higher your credit score the lower the interest rate.

## PRE-QUALIFIED & PRE-APPROVED

Many times these terms can be used interchangeably in different areas. You will want to ask your real estate agent which is more credible in your market and then apply.

Either way, being pre-qualified or pre-approved shows the seller that you're serious and that you most likely have the funds to purchase the home should you choose to place an offer. Pre-approval can also help you budget as you will know exactly what you can afford.

This pre-approval does not guarantee a loan will be offered so you will want to be careful with your spending during this time. Don't make any large purchases, change jobs or apply for new credit cards during this time.

# Finding a Home



## 3

## INSPECT HOMES

Make a list of all the things you need and want in a new home. Think about how many bedrooms and bathrooms you need.

Do you want a big kitchen or is a fenced-in yard more important to you?

Start inspecting homes and weigh all the positive and negative aspects of each one.

When you find THE house, your next step will be to make an offer and go through any negotiation.

*Home searching tips...*

Take notes of visible maintenance required.



4

## MAKE AN OFFER

Once you've found the home you want, the next step is to make an offer. We will look at comparable properties in the area and decide on a strong first offer.

Check with your Regal Gateway Property Agent if there are multiple offers



# 5

## NEGOTIATE OFFER

Many times after the initial offer is presented the owner will come back with a counter-offer.

As a buyer, don't be afraid to bargain for what you want.

You don't know what they're willing to do unless you ask.

Ensure sufficient time is noted in the contract

- To pay your deposit
- Get Finance approval
- Date property will settle



# Final Steps



# 6 APPLY FOR FINANCE

If you have performed the finance pre-approval check take the signed contract and all supporting information to your Bank or finance broker to make the formal approval for finance.

Remember to take notes of key dates on contract for finance approval.

It's always a good idea to add a contingency clause into your offer stating that you have a certain amount of time to have the property inspected by a professional.

If you choose to perform a building and pest inspection.

You will receive a report of findings, feel free to call your agent and make sure you forward a copy of the report to them. They will be able to advise on different aspects of the report and what is covered contractually or not

After the inspection is complete, decide if there are any pressing issues that you need the seller to address.



Be careful to not be too picky, but also not let major concerns go unaddressed.



## BANK VALUATION

Your lender will require a valuation of the home before finalising the loan.

The home value will take into account the neighborhood, housing market, age and condition of the home, etc.

A property title search will ensure that the sellers are truly the owners of the property and any loans or judgments are disclosed.

## LOAN APPROVAL

The loan is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report, and employment status once more.

Homeowners' building insurance is also required before the bank will finalize the loan.

## 9

## SCHEDULE YOUR MOVE

You will want to get movers scheduled as soon as possible. Make sure to avoid scheduling the move and settling on the same day if possible. If you will be doing renovations, start getting quotes from contractors.

Make sure you set up the transfer of utilities for settlement day.



## SETTLEMENT

## 10

Settlement is the final step for you to become the legal owner of your home. You will take a final walk-through just before settlement to assure that negotiated work has been completed and everything is in working order.

The settlement process itself requires a lot of paperwork and patience. Your settlement agent or conveyancer will however have all paperwork, ID checks, etc completed and ready for settlement.

Don't forget to re-key all the locks and change the alarm code when the property is officially yours.

*Congratulations on your new home!*

# VIEWING Checklist

ADDRESS OF PROPERTY: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQM: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

SCHOOL DISTRICT: \_\_\_\_\_

## STREET APPEAL

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

## INTERIOR

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

## EXTERIOR

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

## PRICE

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

## LOCATION

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

## NEIGHBORHOOD

1 2 3 4 5  
DISLIKE NEUTRAL LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



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