

10 tips to purchasing your lifestyle home

Presented by: Sage Buyers Advocate



The changing face of real estate.

Traditional real estate has been known for selling, with agents putting the interests of the vendors first.



But the buyer's advocate model flips the script.

Focusing only on advocating for the buyer and bringing a level of guidance & strategy many buyers lack. Instead of pushing deals, buyer's advocates focus on long-term client satisfaction and trust.

Here are my 10 tips to purchasing your lifestyle property and a little info on how you can be Sage Wise in your journey.

10 tips to consider when purchasing your property

- 1. Budget
- 2. Location
- 3. House & land size
- 4. Zoning, Council regulations
- 5. Modern or Renovate
- 6. Timeframe
- 7. Inspections / Auctions
- 8. Due diligence
- 9. Contracts & Settlement
- 10. What now!

1. The big question – what's my budget?

Let's get straight to the elephant in the room. The money \$\$\$.

There's your budget and then there's your "Walk away number" for the absolutely have to have home, especially at auction when negotiations hit an emotional high.



2. Location, Location, Location!

What lifestyle do you imagine living in?

- ❑ Do you want to live near Parks, sporting clubs, close to work, beaches, the city or space in the surrounding countryside?
- ❑ Considering council zone requirements for schools, land, renovations etc
- ❑ Where am I going to get more bang for my buck?



Useful Tip - Write down all the “must haves”, “nice to have” and “want to have”.



3. House and Land Size

Questions to consider

- ☐ Do you want large backyard?
- ☐ Do you want a rumpus room, study or other
- ☐ Do you want an outdoor entertaining space



4. Zoning & Council Regulations

- ☐ What School zone do you need to live in?
- ☐ Will you want to renovate the home in the future?
- ☐ Pool or no pool – what regulations and infrastructure do you need?

5. Modern or Renovate

An established modern home can make all the difference in your budget. Maybe you've found the near perfect home but the kitchen could use an update. Is this a reason not to purchase the home?



- ☐ How much renovation are you required to undertake if any?
- ☐ How much is it going to cost.
- ☐ Do I need council approval?



6. Timeframe

Is finding your new home an urgent priority or are you prepared to wait?

- ☐ Do you need to sell a home first? If so, how long does that take?
- ☐ Have you got finance ready to fund your new home
- ☐ If you find your home, are you ready to purchase today?

7. Inspections and Auctions

Inspections.

How many inspections do you need to attend... How long is a piece of string?

Review agent listings... all of them in the areas you have chosen. Domain or RealEstate.com are great for home opens times.

Auctions.

Auctions are the preferred option for real estate agents in a seller's market. Real estate agents know all the tricks to get you to increase your bid. Try to stay calm and focused. Know your strategy and execute it.



Useful tip is to try to negotiate and purchase prior to auction.



Useful tip is to outsource the whole process to Sage Buyers Advocate

8. Due Diligence

When you've found the property that suits you, by all means put in a bid but conditional on building and pest inspections.

The real estate agent is obliged to tell you of any circumstances, history, renovations that they know of, if you ask.



9. Contracts & Settlement

Should your bid be accepted there are some immediate contractual requirements you will need to attend to. This is where your expert Conveyancer will work for you.

- Deposit. The agent will advise the vendors terms which could be different if at auction.
- Settlement date, which can be negotiated to suit you if need be.
- Final payment will be due at settlement date.



Useful Tip will be to know why the vendor is selling so you can negotiate terms that may suit them to leverage your offer.

10. What now!

You have found the home that suits your lifestyle, paid a deposit, signed the contracts. There are some things you can do to ensure the whole transition goes smoothly.



- ❑ Touch base with the real estate agent and conveyancer for updates
- ❑ Insure your new home appropriately
- ❑ Final inspection of your new home is conducted by you a week or so before the settlement date.



Useful Tip – if you can, leave the final inspection to the latest possible hour on the day before. You will be able to note any changes the previous owner may have incurred.



Consider partnering with Sage Buyers Advocate to find your home and I will...

- ✓ Protect your best interests
- ✓ Save you time and money in research
- ✓ Identify the right opportunities and report updates
- ✓ Ensure you don't overpay
- ✓ Advocate for you, the buyer, not the seller
- ✓ Conduct due diligence
- ✓ Negotiate your price and terms



Thank you

*I'm not only helping you buy your property;
I'm giving you the confidence in one of life's biggest
decisions.*

Let's have a chat about what you want.



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Are you ready to Move It, Move It!

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