

# Property Focus

Bringing you the latest news, fact and figures from the world of Australian real estate.

## Smart Tips for Buying Success



Whether you're looking for your first home or thinking about an investment property or holiday home, the following steps will help you achieve a successful result.

### ARRANGE YOUR FINANCE

Take a good look at how much you will be able to save as a deposit, or how much equity there is in your existing property/ies if you have one. This will give you a good place to start when it comes to deciding what you can afford. A good idea is to then work with a reputable mortgage broker to help you find the best home loan, and interest rate for your circumstances.

Mortgage brokers aren't aligned with any particular

financial institution so they're really about finding you the best deal. They also don't eat into your budget, as their commission is paid for by the financial institution you eventually choose. Harcourts can even help you find a mortgage broker in your area through our partners at Mortgage Express.

### SELECT A REPUTABLE SALES CONSULTANT

Looking for a property on your own is fine as a starting point, but when it comes time to dig deeper and really get to know your local area, it pays to work with a knowledgeable local expert and that's where a great sales consultant comes in.

A sales consultant will be able to support and guide you through the buying process, letting you know the ins and outs associated with purchasing a new home. A local sales consultant should also be an expert on your area, and be able to let you know all about planned infrastructure upgrades, the best local schools, restaurants and where the closest public transport hub is.

But that's not all, a trained sales consultant can help you with lots of other services that become handy after the buying process, like moving services and utility connection. So it's handy to have one guiding you through the process.

### DECIDE ON WHAT YOU WANT

Your list should include the most important aspects to you right through to the least important. This will also be a valuable guide for your sales consultant. An easy way to break it down is using a 'must have' and 'like to have' list, so you know what you are willing to compromise on.

### MAKE THE MOST OF INSPECTIONS

Don't hurry through a property visit. Take your checklist and note down questions while you are there. After viewing a range of properties, you can easily become confused about which house had which feature, so don't be afraid to take notes!

### MANAGE YOUR OFFER

Don't get caught up in the emotion of finding the property you like. Carefully consider issues like fixtures, possession day, price, and consider a builder's and pest inspection so you know exactly what you are purchasing.

### CONTACT YOUR SOLICITOR

Your solicitor will make sure any unforeseen complications are highlighted through checking official records and information before the deal goes through.

### SETTLEMENT AND MOVING

Try not to move in on the same day the previous owners are moving out. You may not get access until late afternoon, which can hold up a professional moving company if you are using one and also cause more stress than you need.

### ENJOY YOUR PROPERTY!

It's been an exciting time looking for the right place, and a well-organised moving day will help everything go smoothly to start you off on the right note.

## Are you looking to buy?

**We can help ensure you bag your perfect property.**



For all the details and more, visit [www.harcourtscomplete.com.au](http://www.harcourtscomplete.com.au)



# To Buy or Not to Buy First?

With differing advice from various industry experts and well-meaning family friends, it is easy to become confused about the best way to go about changing homes. The big question is whether to buy or sell first.

A lot of course depends on your own circumstances, for example whether you are buying and selling in the same area, or whether you are moving to a whole new district. So, to help you make your final decision, consider the following factors carefully and how they affect your specific situation.

## WILL THE TYPE OF PROPERTY YOU ARE LOOKING TO BUY BE EASY TO FIND?

Start doing your homework to firstly work out exactly what you want and where, and then track a few suitable properties that are advertised to see how quickly they sell. Don't base your research solely on media reports of property sales which can often highlight cases which have little or no relevance to the type of property or area you are considering.

As well as looking at houses in the area, take a note of the Harcourts sales consultants working in the area as they will be able to assist with your enquiries based on their local knowledge and experience.

## HOW EASY WILL IT BE TO SELL YOUR CURRENT PROPERTY?

The average sale time varies from city to city and from month to month. Your Harcourts sales consultant will advise you about the market conditions, recent comparable sales in your area and the possible demand for your home.



## DO YOU KNOW WHAT YOUR HOME IS WORTH?

This is an important point to discuss with your sales consultant. Until you have an approximate value it will be difficult to establish an accurate picture of what you can afford to spend on your next property. Your local Harcourts professional can show you a Comparative Market Analysis of what similar properties have sold for in your area in recent times to help you gain understanding of the potential worth of your property.

## WHAT IF YOU HAVEN'T SOLD AND HAVE FOUND YOUR DREAM HOME?

The best way to avoid the pressure of confirming the contract on the home you want to purchase and taking the risk your own home will sell in time is to talk to the experts first. Obtaining quality advice on your own particular situation from your Harcourts professional will enable you to confidently make your real estate decisions.

## WHAT IF YOU SELL AND DON'T FIND A NEW HOME?

If you choose to sell first, you will instantly become a cash buyer and in a far stronger position to purchase as soon as you find the right property for you. And if you have already done your homework and know the market that you are looking to buy in, you will be ready to confidently take that next step.



*Increase your chances of making the right decision by talking to your local Harcourts sales consultant about chatting with an accredited mortgage broker. Your broker will provide a fee-free and obligation-free meeting at a time and place that suits you to talk through your options. Their role is to ensure you are in the best financial position to reach your property goals with home loan options tailored to suit.*

# Market Facts

Capital cities home value index - 31 March 2017

|                  | ALL DWELLINGS            |                            | HOUSES                   |                            | UNITS                    |                            |
|------------------|--------------------------|----------------------------|--------------------------|----------------------------|--------------------------|----------------------------|
|                  | % Change<br>Year on Year | % Change<br>Month on Month | % Change<br>Year on Year | % Change<br>Month on Month | % Change<br>Year on Year | % Change<br>Month on Month |
| <b>Sydney</b>    | 18.88 ▲                  | 1.41 ▲                     | 19.65 ▲                  | 1.56 ▲                     | 15.27 ▲                  | 0.71 ▲                     |
| <b>Melbourne</b> | 15.93 ▲                  | 1.92 ▲                     | 17.15 ▲                  | 2.03 ▲                     | 5.15 ▲                   | 0.83 ▲                     |
| <b>Brisbane*</b> | 4.6 ▲                    | 0.5 ▲                      | 4.9 ▲                    | 0.37 ▲                     | 1.93 ▲                   | 1.66 ▲                     |
| <b>Adelaide</b>  | 3.41 ▲                   | 0.42 ▲                     | 3.57 ▲                   | 0.11 ▲                     | 1.72 ▲                   | 4.04 ▲                     |
| <b>Perth</b>     | -4.68 ▼                  | 0.97 ▲                     | -4.62 ▼                  | 1.09 ▲                     | -5.51 ▼                  | -0.73 ▼                    |
| <b>Hobart</b>    | 10.24 ▲                  | 3.06 ▲                     | 11.05 ▲                  | 2.61 ▲                     | 2.66 ▲                   | 7.8 ▲                      |
| <b>Canberra</b>  | 12.81 ▲                  | 1.42 ▲                     | 13.64 ▲                  | 1.74 ▲                     | 1.62 ▲                   | -3.18 ▼                    |

\*Brisbane results are for the combined Brisbane and Gold Coast region

Source: CoreLogic