



Gippsland Finance *Solutions*



The Home Buying **Process**

Your step-by-step guide to making the home-buying process easier



Why was this guide created?

"We have created this guide to support our clients throughout the home-buying process.

Buying a house isn't something you do every day and we want to make the experience as easy as possible for you.

GippsFinance has more than 20 years' experience in the industry and we have helped thousands of people into homes. We are sharing our knowledge in this guide to make it easier for you to enjoy your new home and not stress about the little things along the way - we are here to help."

Jaime Savory

Director & Mortgage Broker
at Gippsland Finance Solutions



This guide has been developed to support our clients throughout the home-buying process and the advice contained within it is general in nature and clients should consider whether the advice is appropriate for them.

Who is Gippsland Financial Solutions?

Gippsland Finance Solutions are your local Mortgage Brokers in Gippsland.

We have offices in Bairnsdale and Traralgon and also offer appointments virtually to help our clients throughout the home-buying journey.

Our team of brokers are Jaime Savory, Sarah Smith and Robyn Beath who are here to help find the right loan that is in your best interest, not the banks'.

We work for you and the best part, we don't charge you for our services. **To start the process please book an appointment today.**

You can book via our website:
www.gippsfinance.com.au

Or you can call our office directly:
Bairnsdale: 03 5153 0636
Traralgon: 03 4106 6808



Scan to visit our website





The HOME BUYING PROCESS

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Preparation

For most people, buying a home is the largest investment you ever make and, naturally, you need to be prepared.

This is where Gippsland Finance Solutions can help: we will guide you every step of the way on your home-buying journey.

While it may seem simple, the home-buying process is complex and, without expert guidance, unforeseen obstacles can stand between you and your dream property, making the process more stressful than it needs to be.

From the very beginning, Gippsland Finance Solutions help you to understand how much you can borrow, what the banks look for in an application and how much deposit you need.

Rest assured, your mortgage broker holds your hand and supports you throughout the entire process; from start to finish. We help you find the best lender for your home loan to suit your needs and your best interests.

Our appointments are FREE and we help you to understand the entire process so you feel confident at every step on your home-buying journey.

The key things you need to know:

- The maximum loan amount the bank will give you
- The amount of savings you need to satisfy the bank
- If you need to payout any debts you might have
- What to do and say when you put in your offer
- Government charges and other associated costs
- Different banks and where you fit best
- Schemes for First Home Buyers

At your initial appointment, we also discuss the following, as required:

- The role of a conveyancer
- Deposit bonds versus cash deposit
- If you need a town planner and what their role is
- Auction risk versus on-market sale
- The overall process

We have a group of trusted professionals in our network to help you throughout the process, just ask us for a recommendation or we let you know if we think you need further professional advice.





Find the right property

Once you know how much you can borrow to secure your home, you are on the hunt for your dream home. At this stage, with our advice, you know if you are buying or building and have narrowed your search to a general location.

In this fast-moving market, we recommend that you:

- Set notifications for relevant online searches
- Contact your local real estate agents
- Check for updates daily

Once you find the right home and have inspected it, we recommend that you make a follow-up inspection and take along a family member or friend to get a second opinion, as they may pick up things you have missed.

We encourage you to ask the real estate agent any questions you have about every aspect of the property.

We recommend that you request a Vendor's Statement also known as a Section 32, to find out further details about the property. A Section 32 is a mandatory document that discloses information that may affect the value of the land being sold in a property transaction including information about the property title, any mortgages on the property, covenants, easement and zonings of the property.

If you love the house, are happy with the information provided and want to proceed, then you are ready to put your offer in!

Putting your offer in

Generally, in Victoria, putting your offer in is a verbal transaction made over the phone or face-to-face with the real estate agent.

The negotiation process starts with the real estate agent and, in some cases, it can take more than 24 hours to reach an agreed value between yourself (the purchaser) and the person selling the house (the vendor).

If you need a bank to approve your loan your offer MUST be 'subject to finance'. You may also need to inform the real estate agent of other conditions with your offer including:

- Building Inspections
- Pest Inspections
- Finance
- Deposit Bond
- Cash Deposit reduced amount
- Finance and Settlement Dates

Once all is agreed upon by both parties (the purchaser and the vendor), the real estate agent will start to prepare the contract of sale. At this point, you need to inform the real estate agent about who you have chosen to help with your finance (i.e. Gippsland Finance Solutions) and who your conveyancer is, as these details go in the contract of sale.

Never sign anything unless you understand what you are signing: you should not sign a contract unless your legal representative has reviewed the documentation.

Once your offer is accepted, contact your conveyancer and Gippsland Finance Solutions to let us know that you have purchased a home so we can proceed with your finance application.

Completing your due diligence

Once your offer has been accepted and the contracts are drawn up, the property goes 'under contract' and you complete your due diligence. The due diligence process gives you time to get your finance approved, ensure your building and pest inspections are satisfactorily completed and any other conditions you have specified in your offer are met.

This is also an opportunity for you to discuss the ins and outs of the legal contract with your conveyancer to ensure you fully understand what you are signing.

From a finance perspective, this is when we proceed to formal approval. We arrange valuations on the property, and we may need some updated information from you in regard to your savings, income and liabilities. This is also the time when the banks complete their final assessment of both your financial situation and the property that you are purchasing.



Going unconditional

Once your finance is formally approved, and all the conditions on the offer are met, your conveyancer will confirm that the contract is now 'unconditional'. This means that, legally, every condition has been satisfied and, generally speaking, you pay a 10% deposit, or, if negotiated, your deposit bond is due. From here you sign the home loan contracts, arrange home insurance and complete anything else outlined by your lender, including closing any debts you need to close to get your loan approved.

At this stage, we will also discuss loan protection. This is insurance that covers you, not the bank. Loan protection covers you in the event of death, terminal illness and accident. This is something that is extremely important given the debt commitment you are taking on.

Once all this is done... It is time to start packing!





Waiting on Settlement

Generally speaking, in Victoria, settlements are 90 days but can be shorter or longer if negotiated. After home loan contracts are signed, it is time to be patient and wait for the settlement date. This is a great time to pack, organise removalists and have a good cleanout. Again, if you need support organising local removalists or end-of-lease cleaners, please let Gippsland Finance Solutions know as we are happy to refer you to professionals in our network.

Settlement day and moving in

Prior to settlement, your conveyancer will discuss if there are any further funds that need to be paid. This is known as a 'settlement statement'. On the day of settlement, the loan settles, your name is transferred onto the title and all fees and charges are paid.

More importantly, it is the day you get the keys to your new home! The conveyancer is the person that completes the settlement on your behalf and ensures the title is transferred.

This is the day you move into your new home. Congratulations!

Ongoing GFS support

Our Client Care Program

Gippsland Finance Solutions' Client Care Program (CCP) is designed to support you throughout the life of your loan.

➤ **Post-settlement call**

Our team touch base with you post-settlement to ensure your internet banking is set up, and your first lot of repayments have been successful. We take the time to ensure you understand everything required for your home loan.

➤ **6-month call**

Our team will contact you to discuss how things are tracking, and how you are managing repayments. This gives you the opportunity to discuss any needs, queries or concerns with us

➤ **1-, 2-, 3-, 4-, 5-year call**

Every year we will contact you to discuss your interest rate and, if required, we will go back to the bank on your behalf and renegotiate your interest rate. We help with any ongoing finance requirements including refinancing, renovations and investment properties.

WE ARE HERE TO HELP





BAIRNSDALE

118 Macleod St,
Bairnsdale VIC 3875
P 03 5153 0636

TRARALGON

3/41 Grey St,
Traralgon VIC 3844
P 03 4106 6808

E finance@gippsfinance.com.au

www.gippsfinance.com.au

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