

10 Steps TO BUYING YOUR FIRST HOME



A step-by-step guide
to buying your first Home in
New Zealand

BY COOPER MORTGAGES

CONGRATULATIONS

on starting the journey of buying
your first home!



We are excited to share this journey with you and walk you through the 10 practical steps of buying your first home in New Zealand. Knowledge is power and that's exactly what we're hoping to put in your hands so you can reach settlement day feeling supported, prepared and confident.

At any time, if you have questions or want to get started with a Mortgage Adviser, book a call with us today, we are here to help!

Ps did we tell you that In most cases we are free to use?!

[BOOK YOUR FREE DISCOVERY CALL >>](#)

Here's A quick Guide:

1. Get started and talk to an adviser
2. Fill out a preliminary application
3. Online consultation and options presented
4. Get pre-approved (Your adviser will sort this for you)
5. House shopping & building your support team
6. Make offers
7. Review and complete conditions
8. Go unconditional
9. Complete final inspections
10. Settlement day

Step 1. Get Started And Talk To An Adviser.

Ok yes this sounds biased and a bit of a sell (and it is) but hear us out, in most cases, we are 100% free to use! It's our job to make your buying journey a whole lot easier and find you the best possible lending product for your situation. If you don't have a preferred Mortgage adviser already, [Contact us today](#) and let's take the next step towards owning your first home!

4 Reasons to choose an Adviser:

- **Save you time and hassle**

Applying for a mortgage can be a time-consuming process, with lots of paperwork and research required. We take on most of the legwork for you, handling the application process and liaising with lenders on your behalf. This can save you time and allow you to focus on other aspects of the home-buying process, such as finding the right property or planning your move.

- **Get the best deal**

Mortgage advisers have access to a wide range of lenders and loan products and often have access to exclusive deals and rates that may not be available to the general public. This means that they can help you find the best mortgage deal for your circumstances, potentially saving you money over the lifetime of your mortgage.

- **Expert advice**

With a mortgage adviser, you'll have an expert by your side to guide you through every step of the way. We can answer your questions, provide advice, and help you make informed decisions. We help you understand the terms and conditions of your mortgage, as well as the potential risks and benefits of different options.

- **We're Free to use**

Using an adviser is often free of charge! So why not take advantage of our services and see if we can help you get the best mortgage deal possible?

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Step 2. Fill Out A Preliminary Application.

This is what we call a 'fact find' where we gather all the relevant information needed to formulate some suitable loan options moving forward.

In most cases, Advisors will have an online portal where you can easily upload the necessary documents and answer any questions. These documents will include things like; Govt ID, 3months proof of income and 6months bank statements. This will give your adviser the information they need to start analysing and pulling together which lenders might be best suited to your situation and goals.

While you're waiting to hear from your adviser you can check out our *repayment calculator* to see what size loan you can likely afford and start looking at ways to pull together your deposit (we will talk with you more about this in our consultation call).



Ways to pull together your deposit:

- Savings
- Kiwi Saver
- Gift
- 1st Home Grant
- Sell assets (ie cars)
- Guarantor

Step 3. Online Consultation And Options Presented.

Once your adviser has reviewed your information, it's time for them to present you with some solutions and options for lending. We do this over a 1hr online consultation. During this process you will also get an idea of the scope of your budget and what you can afford to spend on your first home.

Step 4. Get Pre - Approved.

Once you have decided which lender you would like to go ahead with, we will then make an application on your behalf to get a pre-approval letter for you.

When you have your pre approval, you can shop with confidence knowing exactly what you can spend. Next comes the exciting part...

**In some instances you may not be able to get a pre-approval due to your deposit or current lending policies and rules. Don't let this put you off! It doesn't necessarily mean you won't be able to purchase a property. Sometimes you may only be able to submit an application to the bank once you have a 'live deal' ('live deal' means a signed offer and sales agreement).*



NOTE::

You don't have to have pre-approval to start house shopping. If you have found a place you like and get a signed offer / sale agreement - make sure you have a condition of finance approval in there and we can go straight for a full approval with a live deal.

Step 5. House Shopping And Building Your Support Team.

If you haven't already started your house hunting, now is the time! Utilize online resources like Trademe and real estate agents to help you find properties that match your needs and budget. Attend open homes, schedule private viewings, and take note of the properties you like.

At this point you will also want to find a Solicitor/lawyer to use. They will help with the legalities of making offers, reviewing contracts, the settlement process and providing legal advice to ensure that your interests are protected.

We recommend finding one that will give you a fixed price fee so you don't get left with a huge bill at settlement time. Please ask if you would like the details of some of our recommended Lawyers.

You may also want a real estate agent on your team - these guys are great for helping you find a home in line with your budget and needs. They can also help guide you through the buying process and how to make offers etc.

STEP 6. Make Offers.

There are many ways to do this depending on the house sale type. Once you've done some research on the property and the local real estate market to help you determine an appropriate offer price, contact the Vendors agent to express your interest and make an offer. Your offer should include the purchase price, any conditions / contingencies, and the proposed closing date. Remember to use your solicitor/lawyer and ask us about suggested finance conditions before getting everything down in writing and signed.

The most common sale types:

1. **Asking Price:** This is where the price is listed so you know what the vendor expects to get. You should approach the Real Estate Agent selling the property and let them know you want to make an offer.
2. **Deadline sale:** This is where the seller sets a date and time that offers need to be made by. You can add conditions to your offer. At the close of the deadline sale the vendor will decide on which offer to accept if any.
3. **Tender:** Tender is a lot like Deadline sale where the vendor sets a date that all offers need to be in by. A Tender however can be purchased before the tender date and usually the listing will say 'unless sold prior'. The vendor may also decide to negotiate with one buyer if they choose.
4. **Auction:** At an auction you must be an un-conditional buyer. This means you will need to have all your due diligence (valuation, building report, lim report etc) completed before going to the auction. We don't usually recommend these for first home buyers as if you are not the highest bidder on the day, not only will you have missed out on the property, but spent alot of unnecessary money along the way.
5. **Negotiation:** Negotiation is similar to 'asking price' however the price is not listed. Most times the Real Estate Agent will give you a ballpark figure or expectation of price to help when making your offer.



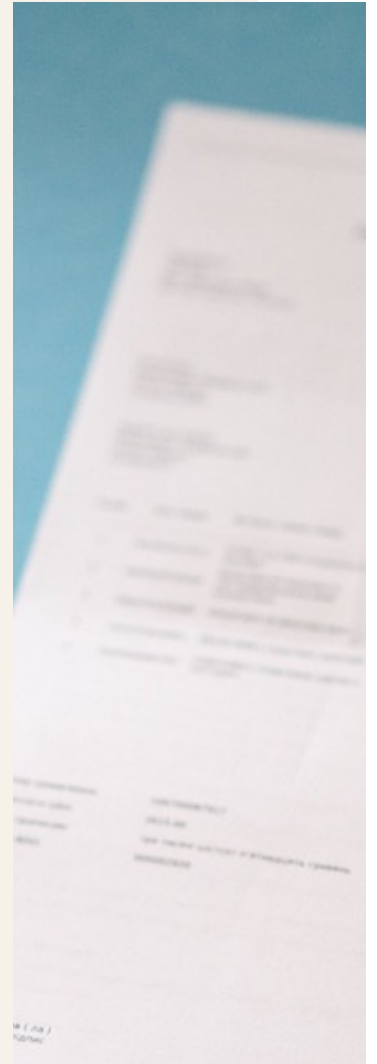
Step 7. Review And Complete Conditions.

Once the vendor accepts your offer you should review the agreement details such as the purchase price, settlement date, and any conditions you need to complete before going unconditional.

This is also where you'll want to do your due diligence on the property, obtain builders reports and any others you want to do that will provide detailed information about the construction and condition of the property. In some cases, banks may require this as a condition to lending. It is important to ensure you are fully informed about the property before making a final decision so you know what money (if any) needs to be spent on the property so there are no surprises after settlement day.

Suggested Inspections:

- Builders report
- Lim Report
- Meth Test



*“We used Cooper Morgages to help us buy our first home and from the first message, online meeting to our settlement was just amazing to work with Michael
Thank you Michael for all the effort you put into helping us from early mornings to late at night you we're always willing and helpful.*

If we could give you 10 ☆ stars we would.

-Van Vuuren family

Step 8. Go Unconditional.

Once you have all conditions completed from the sale agreement, are happy with the condition of the property and your finance is fully approved, you can go unconditional. Talk to your solicitor and they will make that happen for you. At this stage the deposit amount noted on the sale agreement will be paid *(This usually gets paid to the Real Estate firm you have purchased through).*

Once you have gone unconditional we will go through your loan structure and it's a good time to sort out your house insurance which will be a condition of your loan. Insurance will protect you against unexpected events such as fire, theft, or damage to the property.

We have access to Insurance companies should you want a referral - just let us know.

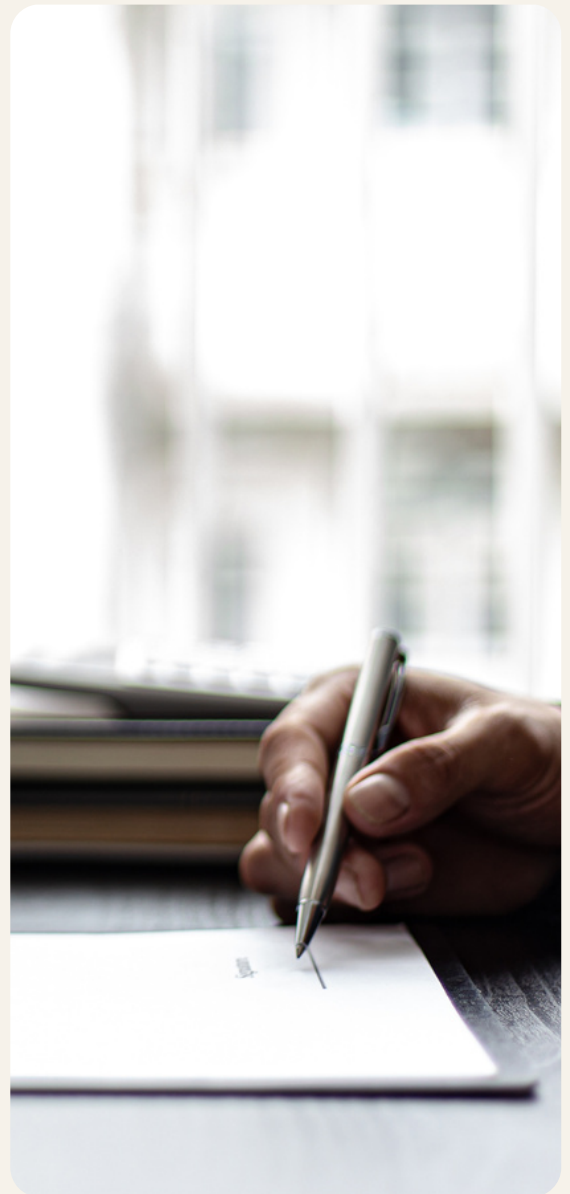
Step 9. Complete Final Inspections.

We recommend that 1 day before settlement day, you walk through your new home to check that everything is good to go. If the property you are purchasing was tenanted you should make sure the tenants are in the process of moving out/have already moved out. This is up to the vendor to sort out, but you should not settle if the tenant is refusing to move out.

You should check things like:

- Water is running through all taps and showers.
- Check any water leaks.
- Check carpets and walls for any issues you hadn't seen before.
- All chattels listed on the sale agreement are there and working

If you're unhappy with the condition of the property/it has changed since you signed the agreement, you can ask your solicitor to hold off on settlement until the issue/s are rectified.



Step 10. Settlement Day.

Congratulations!

The bank will transfer the funds to your solicitor who will in turn transfer the funds to the vendor's solicitor. Once they have confirmed payment you will be able to collect the keys to your new home. You're now the proud owner of your first home. It's time to start decorating, organizing, and making it your own.



“Buying a property for the first time is tough in itself and having a great team to help you with the whole process makes all the difference. I was lucky enough to have received an outstanding service from Michael Cooper of Cooper Mortgages who had not only been very open to hear about my present circumstance, he had also used his knowledge and expertise to give us financial advise that's tailor fit to our situation. He's very reliable in terms of being proactive on updates as well as making sure all our queries via email and SMS are replied on. Overall satisfied with the excellent service we received.

-Kimberly Titoy

Conclusion And Next Steps

Thanks for reading, we hope you're feeling informed and confident about the process ahead of you.

If you haven't already, book your discovery call with us - no matter what part of your buying journey you are at. This will give us a chance to find out more about you, what you need, and how we can help.

Buying your first home is a really exciting process. We are looking forward to helping you into your new home!

[BOOK YOUR FREE DISCOVERY CALL >>](#)



Thank you!

You may be closer than you think to buying your first home. Give me a call at any stage of your journey and lets see if we can get this ball rolling another step closer to your settlement day.

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