



Buying your next home

A simple guide from the home you own now to settlement day.

For homeowners selling one home and buying the next.



With Serina Nicholson
Mortgage Adviser | HTL Mortgages

BEFORE THE OPEN HOMES GET SERIOUS

Work out what you're working with

Before you get too attached to the next house, it helps to know what the numbers look like. These are the four things Serina will work through with you:

**What could your current home realistically sell for?**

Start with a realistic market appraisal, rather than building your plans around the best price you hope to get.

**How much do you still owe?**

Your current mortgage plus any other debt needs to be included.

**What will it actually cost to sell?**

Agent fees, legal costs, any break fees and any bank cash contribution repayment can all reduce what you have available for the next home.

**What could you borrow next?**

Your income, expenses, debt and available equity all come into the picture.



Work through the numbers before you start seriously looking, so you know what you're working with."

- Serina Nicholson

Do you have to sell first?

Not always. You may be able to get pre-approval subject to the sale of your current home. Serina will generally work from a realistic, conservative sale figure so your next purchase isn't relying on everything going perfectly.

Due to refix as well?

If moving is on the cards, mention it before automatically fixing for another long term. The timing of a possible sale may change what makes sense.

BEFORE THE RIGHT PROPERTY APPEARS

Get your home and finance ready

A call Serina gets a lot is, “We’ve found a house we love. We really don’t want to miss out on it. What do we do?”

It’s not too late then, but there’s a lot less pressure if some of the groundwork is already underway.

You don’t need to have all of this sorted before you talk to Serina. These are the things that help build a clear picture of where you’re at.



Your current home

If you’ll need the proceeds from your current home to buy the next one:

- ✓ Get a realistic market appraisal
- ✓ Talk to an agent about getting your home sale-ready
- ✓ Understand the likely costs of selling
- ✓ Talk the figures through with your mortgage adviser



Your finance

Have these handy:

- ✓ Photo ID
- ✓ Recent payslips or other income information
- ✓ Recent bank statements
- ✓ Current mortgage statement
- ✓ Statements for any other debt



Tell Serina early if something has changed

Maybe you’re now self-employed, your income looks different, you’ve added car finance or other debt, or your credit history has changed.

It’s much easier to work through those things at the beginning than discover them halfway through an application.

Your current bank is one option. Serina can also look across a wider range of lenders and work out where your situation may fit.

OK, THIS COULD BE THE ONE

What do you do now?

If you've found somewhere you want to buy, get your mortgage adviser and lawyer involved early.

1



TALK TO A MORTGAGE ADVISER

If you're talking to Serina, she'll want to know: The property address, whether you've made an offer or signed anything, whether you've spoken to your lawyer, and anything you're worried could affect the finance.

2



TALK TO YOUR LAWYER

Before signing, make sure you understand the agreement and the conditions you may need.

3



START THE PROPERTY CHECKS

These might include:

- LIM
- Building report
- Insurance
- Valuation, if the lender requires one.

Found the house before yours has sold?

Your mortgage adviser can help you work through how the sale, deposit and settlement timing could line up. Bridging finance can sometimes be an option too, but it isn't automatic and the numbers still need to work.

What about the deposit?

If the money for your deposit is tied up in your current home, you'll need another way to fund it. That might be cash or savings, or short-term finance arranged with a lender. Any additional lending is subject to approval, costs and conditions.

FROM OFFER TO KEYS

What happens from here?

Once you've found the property, your offer, property checks, lending and legal work start to come together.

**OFFER**

You make the offer, with your lawyer advising on the conditions you need.

**CHECKS + FINANCE**

Property checks happen while your mortgage adviser works through the lending with the bank.

LIM • BUILDING REPORT • INSURANCE • VALUATION, IF REQUIRED

**CONDITIONS CLEARED**

Your lawyer confirms when your conditions have been satisfied and you're able to go unconditional.

**FINALISE THE LENDING**

Once you're unconditional, your mortgage adviser will work with you to finalise the details before settlement.

LOAN STRUCTURE • INSURANCE • FINAL LENDER REQUIREMENTS

Loan documents are then issued for signing before settlement.

**SETTLEMENT + KEYS!**

Your lawyer completes settlement and the funds are transferred.

Then you get the keys!

What happens to your old mortgage?

When your current home settles, the mortgage is repaid from the sale. What remains after costs can go towards your next purchase alongside your new lending.

Your lawyer and mortgage adviser coordinate this ahead of settlement.

What can slow things down?

Documents

Property issues

Insurance

Lender requirements

KEEP THE RIGHT PEOPLE IN THE LOOP

You don't have to figure it all out yourself

Buying and selling a home has a few moving parts. Different people look after different parts of the process.

Mortgage Adviser

Works out your borrowing position, looks across lender options, arranges pre-approval and stays across the finance as your sale and purchase progress.

Lawyer

Advises on your agreements, conditions and legal process through to settlement.

Real estate agent

Helps establish a realistic sale position, prepares your home for market and manages the sale.



Not sure where to start?

Start with the finance.

If you haven't found your next home yet, Serina can help you understand what you're working with before there's pressure to make an offer.

Already found somewhere? Tell Serina where things are at and start from there.

Talk it through with Serina →

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