

FOR HOME BUYERS ONLY



PROPERTY EDGE

BUYER'S ADVANTAGE

A WISER WAY TO BUY



5 DEGREES PROPERTY

A BETTER WAY

As a Home buyer, you need a better and more affordable way to find, purchase and finance your next home. Whether you are ready to buy now, next year or the year after that, you need a step-by-step guide to stay on track and navigate the complex, highly-fragmented and ever-changing real estate and mortgage markets.

THE NEW REALITY

Today's property buyers are better informed than at any other time in history. We live in a world where information is a Google search away. When considering a property purchase, you will find that you have quick access to an inventory of real estate for sale complete with video tours, closed sales for pricing comparisons, real-time mortgage rates and payment calculators, as well as, school and stats by neighborhood, "how-to" videos, reviews and so much more.

While this is good, you may find that you are often overwhelmed by too much information and lack the time and ability to sift through all the "noise" to determine which data is relevant to your specific needs and goals.

So, how should you, the empowered buyer begin the process of purchasing a property? The answer is you need to assemble the right team. A team of highly experienced and trusted advisors, also known as your Property Broker, to help you focus on what matters as your they guide you through the seven essential steps to a successful home buying experience.

STAY FOCUSED ON WHAT MATTERS

The process of finding, purchasing and financing a property doesn't need to be a confusing, stressful or costly endeavor. If you choose your team of advisors wisely and remain focused on each step of the home buying process, you will have a successful and rewarding experience.



In order to assemble a great team of advisors, you must understand the seven essential steps to purchasing a real estate property and the role your advisors play.

1. THE TRUST INTERVIEW

This is the first and most important step to establishing a trusting relationship and creating a successful home buying experience. The Trust Interview is a face-to-face meeting that should thoroughly cover two areas: discovery and unique value proposition.

WHAT
MATTERS
TO YOU...

...MATTERS
TO US.
LET'S TALK.

Discovery

To better serve you, your trusted advisor must discover your unique short and long term goals. In addition to discovering what you want and need in a home or investment, they should explore lifestyle considerations that may drive choices in neighborhoods. Your trusted advisor should also educate you on the benefits of mortgage planning and importance of choosing a mortgage solution that fits into your overall investment plan for building wealth.

Unique Value Proposition (UVP)

The High Trust Interview is also the time for the trusted advisor to demonstrate being the right person for the job. The advisor's UVP is defined by the capabilities they bring to the table. Tools and resources that include: micro and macro knowledge of the real estate and mortgage markets, network, systems and processes, and actionable strategies to enhance your buying experience and ensure your best interests are served.

2. MORTGAGE PLANNING STRATEGY SESSION

The second step to a successful real estate purchase involves financing your investment. You should evaluate and choose a mortgage advisor based on capabilities to perform three important tasks: rate and program shopping, pre-approval and mortgage planning.

Rate and Program Shopping

Most prospective real estate buyers know that lenders have tightened credit standards significantly since the Global Financial Crisis, which makes choosing a lender more important than ever. As a buyer you need to align yourself with a mortgage advisor who represents a vast network of lenders. Representation of a network of lenders allows the mortgage advisor to shop the market to compare programs, rates, and fees and not solely rely on a single lender only offering one menu of products and one underwriting department. The old adage, "don't put all your eggs in one basket" certainly applies to choosing a lender.

Pre-approval

If you haven't started your property search, or are still looking, a pre-approved loan can be useful. It gives you a clear picture of what your spending limits are and gives you peace of mind that if you find a property you're really interested in, you can move quickly to make an offer. And it will also put you in a stronger negotiating position than other potential buyers who don't have pre-approval. A Broker can take care of the paperwork to lodge a loan application.

Mortgage Planning

You should insist on an advisor who takes a mortgage planning approach when presenting your financing options. Mortgage planning is the process of integrating a mortgage into your overall financial plan. The benefits include:

- Choosing a down payment amount and strategy
- Choosing a monthly payment scenario to fit your cash flow requirements
- Exploring how cash flow will impact important life events such as children's education funding, retirement planning, elder care, legacy planning and other large purchases or commitments

The collaboration between Property Buyer and mortgage advisor guides the former to make informed decisions that shape their future and enhance their net worth.



3. CHOOSING A NEIGHBOURHOOD

Finding the right property begins with choosing the right neighbourhood. Today's smart investor or home buyer wants to know about affordability, commute time, walk score and lifestyle. Proximity to work, schools, recreation and walkability to other points of interest are important considerations in evaluating a neighbourhood's appeal. The good news is search tools that evaluate lifestyle data are continuing to evolve and make finding the right neighbourhood easier. Communicating your lifestyle specifications to your advisor during the High Trust Interview is an important step to a successful home buying experience.

4. CHOOSING THE RIGHT REAL ESTATE BROKER

Once you have a thorough understanding of which neighbourhood best fits your needs, the fourth step is to build your advisory team by choosing the right Real Estate Broker to assist you in your search. This is an important step that should never be taken lightly. Your goal is to align yourself with a Real Estate Broker who is a specialist in the neighbourhood you desire, one who is qualified in location knowledge.

The Broker should have specialised knowledge of the micro-markets within a neighbourhood, including off-market sales and opportunities that will drive prices in the neighbourhood. Further, when considering a Property Broker you should ask for clearly defined strategies he or she will employ to assist you in your home search and the negotiation of your offer to purchase. Knowledge and strategy matter. Measuring an agent by the right metrics will ensure you are getting the best possible advisors on your team.

5. PROPERTY SEARCH

Home buyers continue to report the most difficult task in the real estate buying process is finding the right one to purchase. In many markets the supply of properties remains tight. These low inventory conditions mean it is imperative your agent have a strategic plan addressing your search. Simply waiting for properties to become active in the Multiple Listing Service (MLS) is not enough and puts you at a huge disadvantage among active real estate shoppers.

A strategic plan should include both an online and offline plan for identifying properties for sale. Property sellers usually decide to put the property up for sale long before it hits the MLS. Ask your Broker to describe which non-traditional or outside-the-box strategies can identify properties not listed but are up for sale. Knowing your Broker has a strategy to identify these off-market opportunities and, hopefully, arrange a home tour, will increase your confidence and could significantly reduce the time it takes to find a home.

6. YOU'VE FOUND ONE!

This is when the time and planning that went into steps 1-5 begins to pay dividends. The sixth step involves many details that lead to a successful closing including: negotiating the best price, ensuring the proper disclosures are completed, and if necessary, building your advisory team further by getting the best contractors on board. This step should include a meeting between you and your broker to discuss details around negotiation strategy and deal structure.

7. POST-CLOSING

This is when the time and planning that went into steps 1-5 begins to pay dividends. The sixth step involves many details that lead to a successful closing including: negotiating the best price, ensuring the proper disclosures are completed, and if necessary, building your advisory team further by getting the best contractors on board. This step should include a meeting between you and your broker to discuss details around negotiation strategy and deal structure.

You're enjoying your new investment, now what? Given the ever-changing marketplace and the realities of a shifting focus on personal lifestyle priorities, it is a good idea to have an annual mortgage and housing review. Your trusted advisor should help you monitor these changes to discover opportunities congruent with your objectives.

Most often this process involves an assessment of:

- Your fluctuating cash flow needs
- Latest market interest rates and housing market conditions
- Family changes and life events such as job changes, education funding, retirement planning and elder care needs
- An assessment of your home equity



ARE YOU READY TO GET THE HOMEBUYER'S EDGE?

It begins with Step 1, The Trust Interview.

MY INVITATION TO YOU

Here's my invitation to you for your complimentary consultation, at no cost and no obligation.

Our relationship will be based on what matters to you, beginning with the Trust Interview.

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LET'S TALK.



You're in good company

Let's hear the voices of awesome people who experienced the #5DegreesCulture.

"Extraordinary privilege experiencing Andrew's ability not just in "selling", but providing value-added knowledge, tailored options & problem-solving. Both Andrew and Nick are very approachable and prompt. A true testament of their commitment to their customers, compared to traditional real estate sales agents. Thank you again to the entire 5degrees team for making this a positive experience for me."

SHAJYY
MURARRIE, QLD

"We highly appreciate Andrews' efficient work, straightforward and honest working manner from first day we met him. The good impression existed throughout the purchasing procedure for our investment property."

MEICUN
GOLD COAST, QLD

"As a new entrant to the property market, it's easy to get overwhelmed and worry in making the wrong choice. 5 Degrees went out of their way to provide me with options that met my criteria, answering all my questions and guiding me through the purchasing process."

MEL
BRISBANE, QLD

"Great relief in dealing with professionals who have good grasp about the location, prices, and market which is especially important when buying in a location that is not known to us."

GIRISH
SYDNEY, NSW

"We recently purchased an investment property. It was exchanged and settled within a very short period of time due to the exceptional service and experience of 5 Degrees staff"

HARI
CANNBERRA, ACT

"We are very happy in our new apartment and appreciate all of Andrew's help. Our experience with 5 Degrees has been extremely positive."

LIBBY
MURARRIE, QLD

Highest Standards, Happy Clients, Honourable Partnerships



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