

ARE YOUR DUCKS IN A ROW?

8

Tips for Buyers

CHECK YOUR CREDIT SCORE

The first thing that any bank will do when assessing your home loan application is check your credit rating. To avoid any nasty surprises / deal with any unresolved matters, you should check your rating before you get started.

You are entitled to check your credit rating for free once a year or a bond consultant can check this for you.



WHAT YOU CAN AFFORD?

Analyse your income and expenses carefully to work out what you can afford. Bear in mind that home ownership comes with additional responsibilities beyond paying a bond. Online calculators are helpful or get a pre-qualification certificate from a bond consultant to boost your negotiation confidence.

SAVE FOR A DEPOSIT

Banks are more likely to approve your bond if you have a deposit saved up. You will most probably get a lower interest rate as you are lower risk.

On a R1,5million bond over 20 years you can save up to R 250,000 on 1%

There are also fees when buying, which include Transfer Fees & Bond registration fees, which cannot be included in the bond



LEARN ABOUT LOCATION

They say it's better to buy the worst house in a great area than the best house in a bad area. Consider your daily route to work, proximity to friends and family, good schools (even if you don't have children) and the crime rate. Spend time driving around the area in the daytime & at night to get a feeling for the people, noise levels and security concerns.

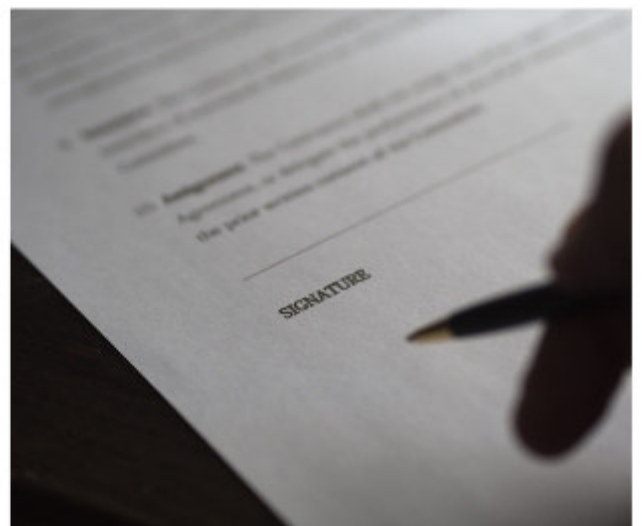


INSPECT PROPERTY CAREFULLY

Don't let your excitement about owning a new home prevent you from being cautious. It is the buyers' responsibility to acquaint themselves with the condition of the home, so make sure you've been thorough. You can also employ the help of an independent home inspector to ensure you get what you are paying for.

GET YOUR DOCUMENTS IN ORDER

Making an offer on a home and applying for a bond involves paperwork. This can be daunting, but a bond consultant will be your guide. Ensure you have at least your latest 3 months payslips and bank statements, ID Docs and Fica ready.



CHOOSE THE BEST AGENT

In South Africa you as the buyer usually get to deal with the agent representing the seller. If the home is listed with more than one agent, research the agents and ask for referrals from your network. At some point you may want to use them again, so make sure you like & trust them.



SHOP AROUND FOR THE BEST DEAL ON YOUR BOND



I cannot reiterate this point enough! Have seen time and time again that clients get rejected at their own bank, and our bond consultants get approval at another bank. Yipee!

They are specialists in their field and it is a FREE service.

For a 20-year commitment you need to ensure that you are getting the very best deal that is on offer.



Should you have any questions, or want me to be your guide

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