

PLAN.
SEARCH.
SETTLE.

3 Simple Steps to
Buying a Home

SEARCH STAGE

Once you're at the **SEARCH** stage, the fun part begins.

It's time to start looking for your home!

What happens during the **SEARCH** stage?

In this stage of the home buying process, you will learn about how to set up your property search process for success.

If you follow our system, you won't waste countless hours searching online and filling up your weekends with unnecessary property inspections.

Step by step, we will help you get laser-focused on the properties that really matter.

And the first step in that process is: creating a buyer brief.

The happiest and most successful home upgraders spend time clearly defining their property search criteria before they start looking. We recommend that you do the same - it will make the rest of the process a lot easier.

Step 1: Create your Buyer Brief

Why is a Buyer Brief important?

There are literally thousands of online real estate listings. Without a clearly defined set of criteria for your property, you can waste a lot of time looking at unsuitable properties.

Creating a Buyer Brief will crystallise your thinking about your new home.

You can go into the marketplace with a clear view of exactly what to look for. That means less wasted time and a much higher chance of finding the perfect property.

In this worksheet I will guide you through the different criteria for your buyer brief.

Don't worry if you don't have all the answers - one of the most useful outcomes from this exercise is finding out which features or aspects of your new home you haven't yet considered.

One more thing - your Buyer Brief is not set in stone. As you go through the **SEARCH** process, you can expect to update your Brief multiple times as you learn more about your preferences and what your budget will allow.

How to create your Buyer Brief

Creating your buyer brief will take about 30-45 minutes. Go through the checklist step-by step and fill it out with your answers. Here is a walkthrough of each section:

MY BUDGET

Setting a budget will keep you anchored in reality as you start to look at real estate listings. If you have a pre-approval, you can use the pre-approved amount as your budget. If you don't yet have a pre-approval, you can use this calculator: [How much can I afford?](#)

PURCHASING TIMEFRAME

Setting a purchasing timeframe helps you to commit to buying a property and gives you an idea of how quickly you need to move.

SUBURBS

You should have a pretty good idea of the suburbs you'd like to live in before you start searching. This helps to narrow your focus and avoid overwhelm from too many options. We recommend selecting a maximum of 3 suburbs for your property search.

TYPE OF PROPERTY

It helps to be specific with the type of property you're looking for. We recommend focusing on one type of property at a time. This helps you when comparing different properties.

PROPERTY FEATURES

How many bedrooms and bathrooms do you need? How many would you like to have? How big should the home and/or land be? Do you need car spaces?

STYLE OF PROPERTY

If you're looking for something specific, note it down here. Do you want to buy new? Or are you happy with an established home? Do you want a place that is perfectly liveable as-is, or are you ok with a "fixer-upper"?

OUTDOOR FEATURES, INDOOR FEATURES, CLIMATE CONTROL & ENERGY

For each of these sections, tick one of the boxes that apply. What is a "must-have?" What's nice to have? Are there any features here that you *don't* want (e.g. some people don't want a pool)?

OTHER FEATURES / DEAL BREAKERS

Use this section to list any other specific features that you want included or that would be deal breakers. For example, being next to a busy road.

Buyer Brief

This Buyer Brief will become the blueprint for your property search. Spending some time to define your ideal property will mean you can go into the marketplace with a clear view of exactly what to look for.

MY BUDGET

What is your budget range?

\$

PURCHASING TIMEFRAME

When do you want the purchase completed / settled?

SUBURBS

What areas / suburbs are you looking in? (we recommend 3 max.)

Suburb 1:

Suburb 2:

Suburb 3:

TYPE OF PROPERTY

I am looking for a:

House

Apartment / Unit

Townhouse

PROPERTY FEATURES

Bedrooms:

Bathrooms:

Land size (m²):

House size (m²):

Car spaces:

STYLE OF PROPERTY

Brand New

Established

Lowset

2-Storey/Multiple Storey

Ready to Move In

Renovator / Fixer-Upper

Buyer Brief

For each of these sections, tick one of the boxes that apply. What is a “must-have?” What’s nice to have? Are there any features here that you *don’t* want?

OUTDOOR FEATURES	MUST HAVE	NICE TO HAVE	N/A	DEAL BREAKER
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Swimming pool	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Garage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Undercover parking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Outdoor area	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Balcony	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fully fenced	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Outdoor spa	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tennis court	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

INDOOR FEATURES	MUST HAVE	NICE TO HAVE	N/A	DEAL BREAKER
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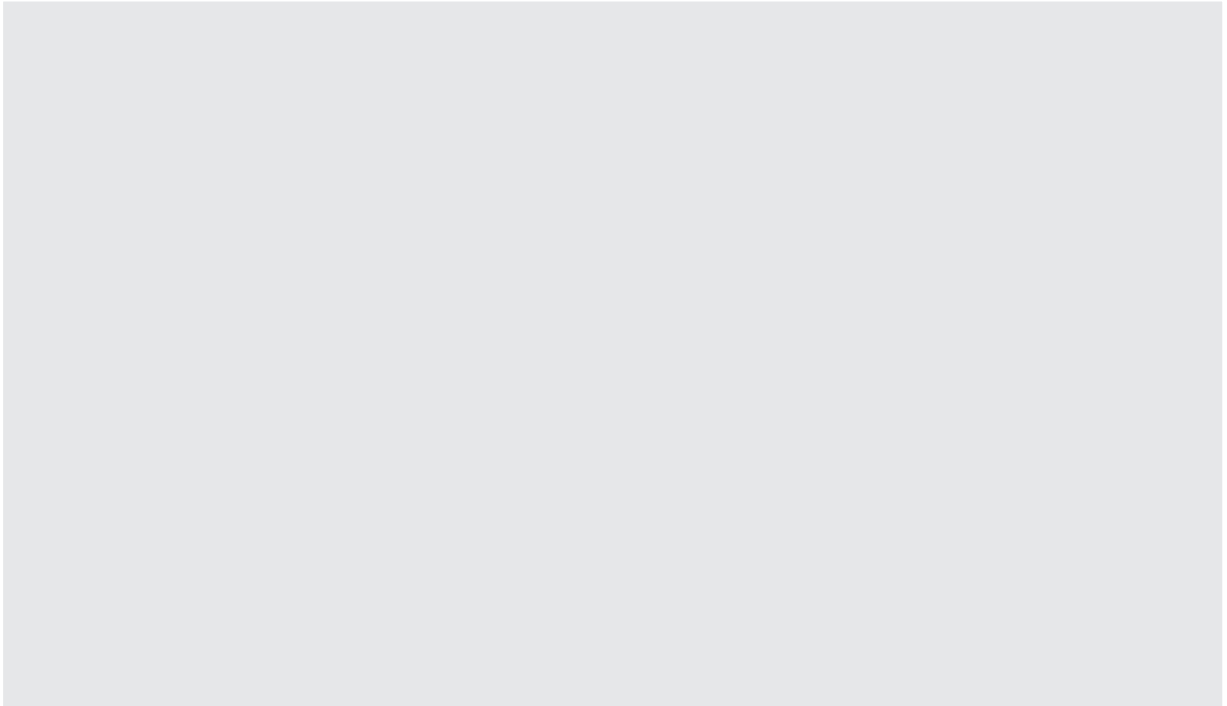
Ensuite	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Built in robes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Study	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dishwasher	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Alarm system	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Broadband	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Floorboards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gym	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rumpus room	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Workshop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

CLIMATE CONTROL & ENERGY	MUST HAVE	NICE TO HAVE	N/A	DEAL BREAKER
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Air conditioning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Heating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
High energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Solar panels	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Solar hot water	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Water tank	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

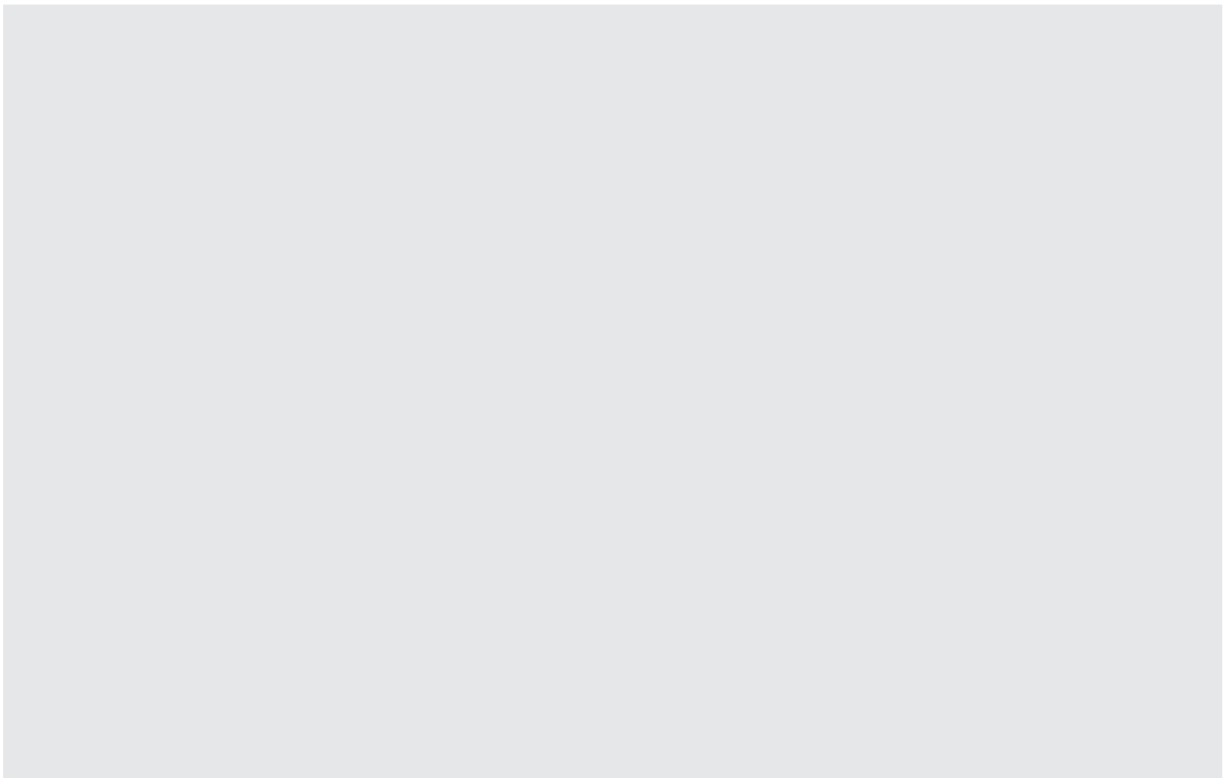
OTHER FEATURES

Are there any other specific features you are looking for in a property?



DEAL BREAKERS

What are your property deal breakers?





Next Steps

Now that you have completed your buyer brief, we're ready to start your property search.

The next step is to start actively searching for properties that fit your criteria.