

dpm



# The DPM Guide to Buying Your First Home

See why our clients love DPM Lending



Regular updates and critical thinking in exploring options.

Shaymaa E

Transparent and flexible service with no pressure.

Charmaine D

Diligent support throughout the process, securing the best deal possible.

DrShazEstate





## Taking the first step

Buying your first home is a major milestone, especially for busy young doctors. At DPM, we understand the questions you have about navigating the property market. Our guide provides practical insights and breaks down the process into manageable steps, tailored to your needs and financial situation, helping you make informed decisions with confidence.

## Why choose DPM lending?

Achieve your dream home sooner with our complimentary finance broking service, perfectly aligned with your advisory team. We cater to the unique financial needs of medical professionals, providing tailored advice and deep industry expertise.

- **Unlock 100% Financing:** Discover if you qualify to borrow the full purchase price.
- **Integrated Advisory Team:** Our DPM Lending Consultants collaborate seamlessly with your tax adviser to streamline your path to home ownership.
- **Financial Flexibility:** Utilise HECS insights, salary packaging, and business funding to optimise your cash flow.
- **Comprehensive Guidance:** Our team of experts highlights all considerations and implications of property ownership, ensuring you make informed decisions.
- **Holistic Advice Model:** Benefit from a full spectrum of advisory services designed to cover every aspect of your financial journey.
- **Exclusive Benefits for Medical Professionals:** Enjoy preferential credit policies, clear recommendations, and strategic insights into tax, financial structures, and insurance.
- **Competitive Lending and Steadfast Support:** Receive competitive lending options and unwavering support from our dedicated long-term advisers.

Choose us for tailored solutions, expert advice, and a smooth home-buying experience.



## Your support network: comprehensive financial solutions in one place

At DPM, we provide more than just home loans. Our holistic approach integrates tax, accounting, wealth management, and insurance expertise to support your unique needs as a medical professional.

## Understanding your financial position

To begin, it's essential to have a clear view of your finances. By evaluating your income, expenses, and debts, you can set realistic goals and develop a savings plan. This foundation will help determine your borrowing capacity and enhance your chances of securing a mortgage that aligns with your aspirations.



## Our in-house experts can help you

Our in-house experts work together to create a financial strategy that aligns with your long-term goals, ensuring every decision complements your overall plan



### Tax & Accounting

Gain insights into structuring for flexibility to maximise future opportunities and investment potential.



### Insurance

With core knowledge of your income, expenses and debt, our Insurance Consultants can design a portfolio customised to safeguard your income and lifestyle.



### Private Wealth

Tailor a personalised investment strategy aligned with your unique financial goals and aspirations.



### Property Advocacy

Our expert buyers' advocate partners can source, research, and bid on your behalf, ensuring you secure the ideal property that aligns with your lifestyle and investment goals.



### Legal Services

Our legal partners can guide you through the conveyancing process, meticulously review contracts, and handle all legal aspects of your home purchase.

## Falling short on a deposit but eager to buy a home?

A parental guarantee with DPM lets your parents use their home equity to help you buy a home, potentially reducing your loan-to-value ratio (LVR) or eliminating the need for a deposit.

### Borrower Benefits:

- **Buy Sooner:** Enter the market faster.
- **Maximise Borrowing:** Secure up to 100% of the purchase price and costs.

### Guarantor Advantages:

- **Set Limits:** Control the security amount.
- **Flexible Exit:** Release the guarantee once LVR requirements are met.
- **No Cash Needed:** Provide support without cash.

Note: Guarantors should understand the risks, including covering the secured amount if the borrower defaults. Consult the team at DPM to see if this is right for you.





## Budgeting for your home

Creating a well-prepared budget is essential for successful homeownership. Using a budgeting tool can help you map out your finances and stay on track. There are various options online, including DPM's free budgeting tool which you can [access here](#).

When creating your budget, consider these anticipated costs throughout the home-buying process:

- **Government Fees:** Includes stamp duty and other transfer costs.
- **Title Search, Transfer & Registration Fees:** Essential legal processes for property ownership.
- **Legal Costs:** Fees for conveyancing and other legal services.
- **Home Insurance (Pre and Post-settlement):** Protects your property from potential risks.
- **Building & Pest Inspections:** Ensures the property is in good condition.
- **Property Search Costs:** Expenses related to finding the right property.

Keep in mind that these costs can vary depending on the area you are looking at and the type of property.

## Understanding mortgage types

Choosing the right home loan can be confusing. Understanding the terms used and mortgage options available is a good starting point. As a doctor, you have access to certain financial benefits and face specific career-related considerations. DPM has decades of experiences and insights to ensure appropriate, efficient, and competitive solutions are established. Here are the main types of loans you may have questions about:

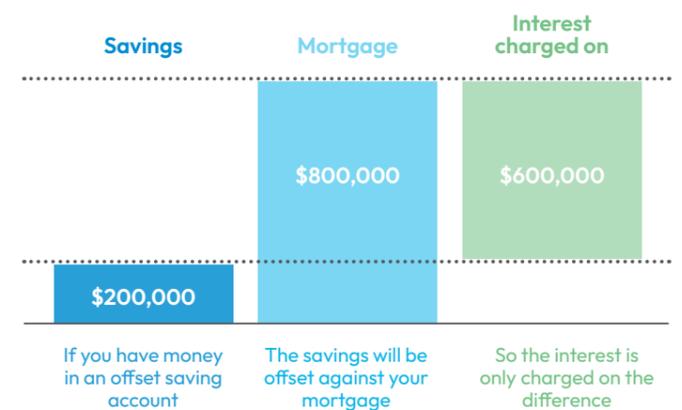
LOAN TYPE	DESCRIPTION	PROS	CONS
Variable Rate Loan	Interest rate fluctuates based on market conditions.	Lower rates mean lower repayments.	Higher rates mean higher repayments. You have less predictability in your monthly repayments.
Fixed Rate Loan	Interest rate is locked in for a set period (1-5 years).	Predictable repayments, easier to budget.	You miss out on potential benefits of lower interest rates if they drop during your fixed term. There may be significant fees if you break the loan before the end of the fixed term.
Split Rate Loan	Combines fixed and variable rate portions.	Offers some stability with some flexibility.	Can be more complex to understand and manage.
Interest-Only Loan	You only pay the interest, not the principal amount (initially).	Lower repayments in the short term.	You'll end up paying more interest over the life of the loan because you're not paying down the principal balance. This can also mean you still owe a large amount of money on the loan at the end of the interest-only period.

Choosing the right loan is about more than just a competitive rate. While a low rate is important, features like offset accounts, favourable lender credit policies, and smart loan structures can significantly enhance your financial outcomes and simplify mortgage management.

## Offset accounts

An offset account is a transaction account linked to your home loan. Money in your offset account can reduce the interest you pay by offsetting what you owe on your loan, without restricting your access to these funds.

With an understanding of your current situation and future goals, we'll take the time to advise you on the fundamentals you need to know to make an informed decision about the right type of loan and structure for you. Additionally, our tax team can explain how owning a home can affect your taxes and suggest ways to maximise your benefits.





## Ready to learn more?

If you're ready to take the next step in your home-buying journey or have questions about the process, we're here to help.

**Book an appointment online or call us at 1800 376 376.**

## The home-buying process

Once you understand your borrowing capacity and your DPM Lending Consultant has presented you with their lender recommendations, it's time to start the home-buying process.



### Step 1: Lodging your application

- Documentation and Pre-Approval: Familiarise yourself with the necessary documents and pre-approval process.
- Application Review: Banks may take days or weeks and may request additional details like income proof, savings sources, or credit card closures.
- Approval In Principle: This pre-approval is valid for 90 days. If it expires, you'll need to resubmit.
- DPM Guidance: Your DPM Lending Consultant will notify you when you're ready to start making property offers.



### Step 2: Preparing for auction

- Property Reports and Contract: Review property reports, prepare your deposit, and understand the Contract of Sale.
- DPM Report: DPM can provide an estimated property value based on its history and recent local sales.
- Contract Review: Forward the Contract of Sale to your solicitor and broker for review, including deposit amount and cooling-off period.
- Deposit Ready: Ensure your deposit is available for immediate payment if you win at auction.
- Inspections: Obtain a building and pest report from an independent inspector.
- Bidding Limit: Know and adhere to your bidding limit as advised by your broker.



### Step 3: Bidding at auction

Set Your Limits:

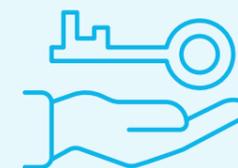
- Establish and stick to your maximum bid.
- Start with a strong, assertive bid to deter competitors.

Bidding Strategy:

- Make clear and swift bids to maintain momentum.
- Use unconventional bid increments and non-round numbers to gain an edge.

Observe and Act:

- Watch competitors and their bidding patterns.
- Bid decisively when competitors seem close to their limit.



### Step 4: Settlement pre and post

Contract and Approval:

- Send the contract to your conveyancer and lending consultant after offer acceptance.
- Order a valuation and finalise loan documents with your broker upon formal bank approval.
- Provide building insurance to the bank, DPM can provide up to 90 days free cover via our Allianz offering prior to settlement.

Funds and Compliance:

- Ensure all Contract of Sale clauses are met.
- Have all required funds (deposit, stamp duty, fees) in your account five days before settlement.

Post-Settlement:

- Receive a settlement letter with repayment details
- DPM will conduct regular financial reviews to support long-term goals.

# Property checklist

It can be hard to keep track of everything when you look a lot of properties, so we've created a property checklist for you to use when you inspect.

## Property details

### Address

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### Date and time of inspection

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### Property type

### House/unit etc

### Size

### Land Size

### Building Size

### Score out of 10

### Notes

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## General

Body corporate fees applicable	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Property condition	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor
Natural light	<input type="checkbox"/> Abundant	<input type="checkbox"/> Moderate	<input type="checkbox"/> Minimal
Security features	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor
Storage space	<input type="checkbox"/> Ample	<input type="checkbox"/> Sufficient	<input type="checkbox"/> Limited
Bench space	<input type="checkbox"/> Ample	<input type="checkbox"/> Sufficient	<input type="checkbox"/> Limited
Garden Maintenance	<input type="checkbox"/> Low	<input type="checkbox"/> High	
Parking spaces	<input type="checkbox"/> Street	<input type="checkbox"/> Off-street	<input type="checkbox"/> Permit
Number of bedrooms	<hr/>		
Number of bathrooms	<hr/>		
Renovation required	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Potential for capital growth	<input type="checkbox"/> Yes	<input type="checkbox"/> No	

## Location

Close to cafes and shops	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Close to schools	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Close to public transport	<input type="checkbox"/> Yes	<input type="checkbox"/> No

## Storage

Pantry	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Built-in wardrobes	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Outdoor storage shed	<input type="checkbox"/> Yes	<input type="checkbox"/> No

## Lifestyle and comfort

Double glazing	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Heating/cooling	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Reverse cycle	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Internal laundry	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Outdoor area	<input type="checkbox"/> Yes	<input type="checkbox"/> No
BBQ area	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Garage	<input type="checkbox"/> Yes	<input type="checkbox"/> No

## Furniture and appliances

Fridge dimensions	<hr/>	
Couch dimensions	<hr/>	
Dishwasher	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Clothesline	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Washing machine connection	<input type="checkbox"/> Yes	<input type="checkbox"/> No



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1800 376 376

BOOK A CALL