

BUYERS

THE COMPLETE HOME BUYER HANDBOOK
NAVIGATING THE PATH TO YOUR DREAM HOME

**LUX
LIV**



BUYERS

NAVIGATING THE PATH TO YOUR DREAM HOME

LUXLIV
PROPERTY GROUP

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LUXLIV Property



About Us

At the core of our business lies a genuine passion for real estate, and a deep commitment to providing our clients with unparalleled service. We believe that what sets us apart from other agencies is our unwavering dedication to meeting not just your property needs, but also your personal ones.

With extensive experience in professional real estate sales, we have the industry expertise and knowledge necessary to help you achieve your goals. Our team at LUXLIV is committed to constantly improving and staying ahead of the curve, ensuring that we use the most effective and reliable technology and marketing strategies to get your property in front of active buyers.

But our success isn't just measured by our industry reputation - it's also reflected in the satisfaction of our clients. We take pride in our reliable, honest, and hard-working approach, and it shows in the results we deliver. Our customers always come first, and we are constantly striving to exceed their expectations.

In addition to our expertise in the real estate industry, we are also committed to mentoring and uplifting others to become successful real estate agents. We believe in paying it forward and helping others achieve their goals, and we take great pride in seeing our mentees succeed.

When you choose LUXLIV, you can expect personalized service, unparalleled market knowledge, strong negotiating skills, and exclusive marketing strategies that will ensure your success in the real estate market. We are dedicated to your success, and we look forward to helping you achieve your goals.

YOUR TEAM



Out with the old and In with the new, she is always looking for new ways to do property and stand out above the crowd. Passion project - mentor, nurture and grow successful strong agents.

→ PRINCIPAL

→ 20 YEARS OF DREAM HOME MATCH MAKING



From Pretoria to Midrand and now taking Waterfall Estates by storm, she has the experience, the love for the trade and the hunger to grow and lead her team and company into stardom.

→ PRINCIPAL

→ 11 YEARS OF DREAM HOME MATCH MAKING



With a ready smile and an unwavering enthusiasm for property and helping people, this master of sales, is here to teach and grow the team and enforce the power of positivity and resilience.

→ TEAM LEADER

→ 10 YEARS OF DREAM HOME MATCH MAKING



UNDERSTANDING THE

PROCESS

We've got you covered, from defining your home-buying goals to getting the keys to your new home. We aim to provide you with the knowledge, tools and support you need to make informed decisions and find the perfect place to call your own.

The Timeline



02 CHOOSE AN AGENT

One whose personality meshes with your own and whose experience can work in your favour!

03 GET INFORMED

Learning about the current market conditions will give you a leg up when looking for a house.

05 FIND YOUR HOME

We'll take note of your requirements and start searching for properties that fit the bill!



01 GET PRE-APPROVED

From knowing what you can afford to being more attractive to sellers, this step is essential. Contact Tanusha from Ooba home loans at 083 408 2974 to assist with your prequalification



04 HOUSE HUNTING

Consider what's important to you when choosing an area like schools and commuting time.

06 MAKE AN OFFER

From knowing what you can afford to being more attractive to sellers, this step is essential.

07 MOVING DAY

From knowing what you can afford to being more attractive to sellers, this step is essential.

Negotiation Queens



HOW MUCH HOME CAN I AFFORD?

Uncover the key factors that shape your home-buying power, ensuring you make a decision that aligns seamlessly with your financial goals and empowering you to make informed choices on your path to homeownership.

1

INCOME

Your income is a pivotal factor in determining your borrowing capacity. Lenders assess your income in conjunction with other financial obligations and your down payment to establish a safe borrowing limit.

2

MONTHLY DEBTS (DTI)

Lenders evaluate your Debt-to-Income Ratio (DTI) to gauge your ability to manage mortgage payments alongside other debts. A lower DTI, achieved through prudent management of debts, enhances your borrowing capacity.

3

SAVINGS AND DOWN PAYMENT

The amount you have saved and your down payment significantly influence your mortgage eligibility. A larger down payment typically qualifies you for a higher mortgage, reducing monthly payments.

CREDIT SCORE

Credit score directly impacts your interest rate and, consequently, your monthly payment. Higher credit scores secure lower interest rates, expanding your borrowing potential.

4

LOCATION AND PROPERTY TYPE

Variances in property taxes and additional costs like Homeowners Association (HOA) fees affect affordability.

- Location-specific expenses and property type nuances contribute to the overall budget assessment.

5

LOAN

Loan terms, such as duration and interest type, influence affordability. Shorter loan terms yield higher monthly payments but potential savings on interest, while adjustable-rate loans offer flexibility in the initial years.

6

HOME AFFORDABILITY CALCULATOR

Visit www.luxlivproperty.com under **tools** to enter your information and discover the perfect home that fits your budget. Our user-friendly tool will provide insights into your affordability, helping you embark on the journey to find your dream home with confidence.

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Bond Repayment Calculator
Affordability Calculator
Bond & Transfer Cost Calculator

10

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UNDERSTANDING HOMES

As a home buyer, knowing the different types of homes available in the market is vital for making informed decisions that align with your lifestyle and preferences. Each type offers distinct advantages and considerations, from charming single-family homes to contemporary apartments and everything in between.

Where should you live?

HOME TYPES



NEW CONSTRUCTION

You can either purchase your own land and contract with a builder or you can select a move-in-ready home designed by the homebuilder.

FOR YOU IF: You want control over the process and a fresh new home to move into.

SINGLE-FAMILY HOME

Your very own oasis! No shared walls, roof, doors, or land. Just for you! Relax and feel at home!

FOR YOU IF: You want to prioritize your privacy and personalize your dream home!

TOWNHOUSE

One unit in a multi-unit property. You'll share walls and a roof with neighbours with maintenance covered by a monthly homeowners association fee

FOR YOU IF: Want the feel of a single-family home but at a lower price.

APARTMENT

A single unit within a multi-unit building or property. Shared amenities like a laundry room, pool, dog-walking area, and fitness center.

FOR YOU IF: You want a typically more affordable option and less maintenance.





UNDERSTANDING AREAS

Start by identifying a specific area to begin your search, such as the west side of town if your job is located there.

The checklist on the following page will assist you in evaluating the different areas based on your preferences and priorities, making it easier to find the perfect location that suits your lifestyle.

neighbourhood CHECKLIST

SAFETY + SECURITY

- Low crime rates
- Well-lit streets
- Neighbourhood watch programs
- Nearby police and fire stations

SCHOOLS + EDUCATION

- Proximity to quality schools
- School ratings and performance
- Availability of childcare

COMMUTE + ACCESSIBILITY

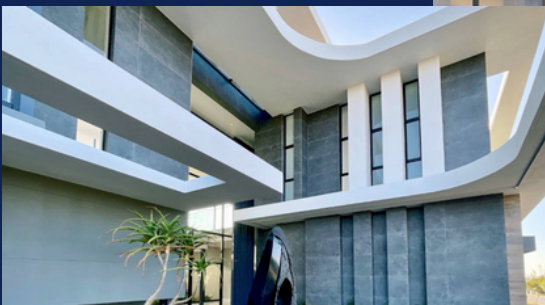
- Distance to work and public transportation
- Traffic during rush hours
- Proximity to major highways


AMENITIES + COMMUNITY

- Nearby parks, playgrounds, Shopping, Entertainment
- Fitness centers, sports facilities, and dog parks
- Vibrant community, friendly neighbours

FUTURE DEVELOPMENT + VALUE

- Check for any upcoming construction projects
- Potential impact on property values and lifestyle
- Historical property value trends in the area
- Projections for future property appreciation



A photograph of a modern building's courtyard. The building features a curved facade with large windows and a prominent white column. The courtyard has a paved area with a central water feature and some landscaping. The overall tone is blue and modern.

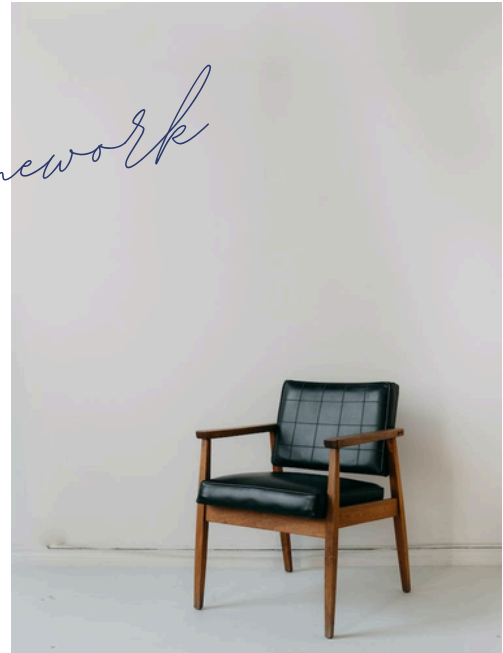
UNDERSTANDING

SHOWINGS

Showings give you a firsthand experience of potential properties, exploring their unique features and envisioning their possibilities. Before starting, craft a list of your preferences (we've created some prompts for you on the following page) and must-haves to ensure each home aligns with your vision.

Finding the right home can be overwhelming, but a structured approach can simplify your decision. Use our Home Matrix to list below and prioritize your needs, focusing on key features and the all-important "golden triangle" of school, work, and social proximity. Compare your top choices and gain clarity in your house-hunting journey.

Homework



YOUR HOMEWORK

Identify your needs:

- List the features you want in your home.
- Note your deal breakers.
- Consider what you're willing to compromise on, For example: for a family of four, having at least three bedrooms might be essential.

Focus on the "Golden Triangle":

When evaluating homes, consider their position relative to key areas:

- School: Is it close to good schools?
- Work: How far is the commute?
- Social: Are there amenities and social activities nearby?
- Finding a balance between these three can significantly impact your daily life.

Type → **Single-Family, Cluster, Townhouse, Apartment**

Area → **What neighbourhood or type of area did you have in mind?**

Features → **Make a list of must-haves and deal breakers**

HELPING YOU CHOOSE THE RIGHT HOME

THE SMART HOME MATRIX

Create Your Home Matrix with your top priorities and rate each property on a scale of 1 to 5 (1 being the least, 5 being the most).

IMPORTANT FEATURES	LEVEL OF IMPORTANCE TO YOU	HOME 1 SCORE	HOME 2 SCORE	HOME 3 SCORE	HOME 4 SCORE
SECURITY					
PROXIMITY TO WORK					
SUFFICIENT SPACE AND NO.OF BEDROOMS					
AVAILABILTY OF A STAFF ROOM					
QUALITY OF FINISHES					
SELLING PRICE IS IT WITHIN BUDGET?					
AESTHETICALLY APPEALING					
LAYOUT- FLOW					
TOTALS					

Compare and score your top four homes: this system will give you clear insights and help you make an informed decision when undecided.

Make Your Choice with Confidence:

With the matrix, you'll see how each home meets your priorities.

You'll be surprised at the clarity and confidence this brings to your decision-making process.

UNDERSTANDING

OFFERS

Making an offer is an exciting milestone for buyers. We'll prepare a competitive proposal, handle negotiations on your behalf, and keep you informed every step of the way. Take a peek at these common offer terms you should know before we get started:



Making it Make Sense

Defining common offer terms

Price Point: Research comparable sales to make a competitive offer. (Determine a fair and attractive price based on recent sales of similar homes.)

Multiple Offers: In competitive offer situations, we may need to offer more than the initial budget and remove protective conditions from the offers.

Contingencies: Include essential ones, and be flexible with timelines. (Add necessary contingencies such as inspections and financing).

Closing: Propose a realistic date, and accommodate the seller. Suggest a reasonable closing date that works for both parties schedules.

Deposit: Offer a substantial deposit to show commitment. (Demonstrate seriousness by providing a sizable earnest money deposit.)

Trust: We're here to take care of all the hard stuff and help you navigate the offer process effectively. When you work with us you are never alone.



UNDERSTANDING

COSTS

Our goal is to equip you with the knowledge and insights you need to make well-informed decisions, ensuring that your dream of homeownership remains a rewarding and financially responsible investment. From down payments and closing costs to monthly mortgage payments, utilities, and maintenance expenses, we've got you covered.

UPFRONT COSTS

MOVING COSTS - Moving supplies, renting a truck, and booking movers.

UTILITIES DEPOSIT- Deposit required to when transferring utilities, House hoppers, have a utilities concierge service to assist.

DEPOSIT - Usually 10%- 30% of the purchase price.

BOND COSTS - Varies, some banks use a base fee plus a percentage of the loan amount.

TRANSFER COSTS - These include transfer duty, transfer fees and related registration fees. (use our bond and transfer cost calculator on www.Luxlivproperty.com under tools to get an estimate)

ONGOING MONTHLY COSTS

RATES AND TAXES

GARDEN AND POOL MAINTENANCE

HOME OWNERS LEVY

PEST TREATMENTS AND PREVENTION

SECURITY FEES AND HOME INSURANCE

UTILITIES+ WIFI

REGULAR MAINTENANCE

THE PROPERTY TRANSFER PROCESS

ALL YOU NEED TO KNOW ABOUT THE TRANSFER PROCESS

1

THE OFFER TO PURCHASE

- The offer to purchase serves as the contract between the seller and buyer, outlining the terms of the property sale. Once signed, it marks the beginning of the homebuying process, enabling the buyer to proceed with applying for a home loan from the bank.

2

THE HOME LOAN IS APPROVED

- The bank evaluates factors like the home buyer's credit history to decide on loan approval. Once approved, the transfer process initiates.

3

THE SELLER APPOINTS THE TRANSFER ATTORNEY

- The buyer might be responsible for covering the property transfer costs, but they are relieved from the added task of hiring an attorney, as this falls under the seller's responsibility.

4

SIGNING THE DOCUMENTS

- Fortunately, a large portion of the process is handled by attorneys. They draft the necessary documents, which are subsequently signed by both the seller and buyer.
- These documents encompass FICA documents and Power of Attorney.

THE BUYER PAYS THE TRANSFER FEE

- The transfer fee charged by the attorney encompasses administrative expenses.
- The cost of the transfer fee is determined by the property's value, with higher property values incurring higher transfer costs.

5

THE BUYER PAYS THE TRANSFER DUTY

- Apart from the transfer cost paid to the attorney, a tax is also payable to SARS, which is based on the property's value.
- Properties valued below R1,100,000 are not subject to transfer duty.

6

THE TRANSFER ATTORNEY REGISTERS THE PROPERTY

- The transferring attorney submits all necessary documents, including the new bond and cancellation of the old bond, to the Deeds Office.

7

THE DEED IS REGISTERED

- The examination process usually takes 8 to 10 working days. Once the examination is complete without any changes, the transaction is officially recorded, and the buyer becomes the legal owner of the property!

8

BUYERS TRUST

Protect your deposit from phishing and cyber crime fraud by using the innovative verified Buyers Trust

Your deposit is invested in an investment account in your name with a reputable major bank at a competitive rate of return. There is transparency via the web app. A free bank guarantee will be issued to the transferring attorney, immediately upon receipt of the deposit

FICA REQUIREMENT

THE FOLLOWING DOCUMENTS ARE REQUIRED TO BE PROVIDED BY THE FIC ACT 38 OF 2001 ,FOR THE ENTITY IN WHICH YOU WILL BE PURCHASING



INDIVIDUALS

- COPY OF IDENTITY DOCUMENTS
 - PROOF OF RESIDENCE (NOT OLDER THAN 3 MONTHS)
 - CONFIRMATION OF MARITAL STATUS(MARRIAGE CERTIFICATE/CONTRACT)
 - INCOME TAX NUMBER (PREFERABLY A SARS LETTERHEAD)
-



COMPANY

- COPY OF CC/ COMPANY DOCUMENTS
 - PROOF OF RESIDENCE FOR THE COMPANY(NOT OLDER THAN 3 MONTHS)
 - COPY OF ALL MEMEBERS OR DIRECTORS IDENTITY DOCUMENTS
 - PROOF OF RESIDENCE OF ALL MEMBERS/DIRECTORS (NOT OLDER THAN 3 MONTHS)
 - RESOLUTION BY MEMBERS/DIRECTORS AGREEING TO THE SALE AND DESIGNATING A SIGNATORY
 - INCOME TAX NUMBER: CC OR COMPANY OR VAT NUMBERS (PREFERABLY BY A SARS LETTERHEAD)
-



TRUST

- LETTER OF AUTHORITY
 - COPY OF TRUST DEED
 - COPY OF ALL TRUSTEES AND BENEFICIARIES IDENTITY DOCUMENTS
 - PROOF OF RESIDENCE OF ALL TRUSTEES AND BENEFICIARIES (NOT OLDER THAN 3 MONTHS)
 - RESOLUTION BY TRUSTEES AND BENEFICIARIES TO THE SALE AND DESIGNATING A SIGNATORY
 - INCOME TAX NUMBER (PREFERABLY BY A SARS LETTERHEAD)
-

THE PROCESS AT DEEDS OFFICE



Day 02

Data, Sorting & Distribution: Documents are batched, system-captured and deed search printouts of both property and persons involved are added for reference.

Day 03

Level 1 Examination: The documents are distributed to a junior examiner for initial examination, endorsement, and remarks.

Day 04

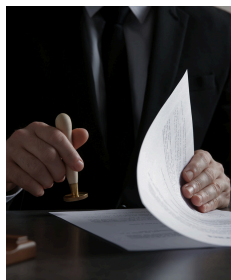
Sorting & Distribution: The documents are returned and assigned to a senior examiner.

Day 05

Level 2 Examination: The documents are examined by a senior examiner. The senior examiner may pass or reject the documents.

Day 06

Sorting & Distribution: The documents are returned and assigned to an assistant registrar for monitoring.



Day 01

Lodgement: All documents are lodged (bond cancellation, transfer, bond documents)



Day 07

Level 3 Examination: The documents are re-examined by an Assistant Registrar who may also reject the documents if any overlooked issues are found.

Day 08

Preparation Phase / Documents are "on prep" The documents are returned and issued to the respective conveyancers (bond cancellation, transfer, bond cancellation) to attend to any prep notes raised by examiners. All financials are checked, and final bank proceeds are requested. This must be finalised within 4 days failing which the documents are rejected

Day 09

Putting forward for registration: Once all outstanding matters are resolved, the documents are put forward for registration. The Data Section performs final checks to ensure that no new interdicts have been noted against the persons or property since lodgement.

Day 10

Execution: The conveyancers appear before of the Registrar of Deeds, who signs and stamps the documents confirming registration. The transfer, new bond and bond cancellation are registered concurrently.



DO YOU NEED AN

AGENT?

Just like the sellers, you deserve someone in your corner to represent your best interests. This is where a buyer's agent comes in – skilled negotiators who will work on your behalf. Their top priority is ensuring you get the best deal for your ideal home, so you can rest assured that you have an expert advocate by your side throughout the process.



Absolutely the best!

We have worked with her for both of our moves and she is the absolute best. She's extremely professional and honest. We have been very happy with her services and highly recommend her.

MEAGAN B

Talk *of the* Town

**Above and
Beyond!!**

I could not have managed the process of selling my property without the help from her. I am not in the country and she went above and beyond for me. She managed every step in a calm and professional way. Thank you so very much.

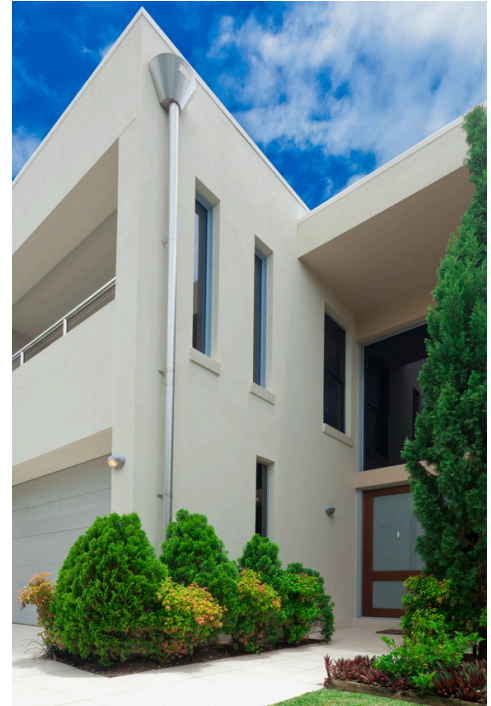
MONICA E



Knowledgeable and Professional!

The journey to look and purchase our property was made so much easier. She tirelessly and patiently directed us to many houses that fit our family requirements until we finally made a decision. We relied on her knowledge of the property market and legal requirements to complete our transaction with no difficulties. Everything was done in a transparent and very professional way.

PAULINE K



Expertise and dedication !

I would like to express my deepest gratitude to my estate agent Nicole, who went above and beyond in helping me to try and sell my mother's home. Throughout the process she demonstrated a remarkable level of professionalism, expertise and dedication that made all the difference in trying to find and secure the perfect buyer.

NATALIE STEPHAN

MOVING CHECKLIST

TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items
- Research moving costs and companies
- Collect school records and transfer
- Order packing supplies

ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Buy any new appliances or make plans for what to buy

TWO WEEKS BEFORE

- Contact utilities
- Finalize moving arrangements

2-3 DAYS BEFORE

- Plan expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

MOVING DAY

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack and have fun!



LUXLIV Property

WHO YOU WORK WITH MATTERS

A HOME IS NOT
A PLACE, ITS A

Feeling!

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