

Our home buyer's guide

Making it easier for you to buy a home you'll love

Mike Pero

Mortgages • Insurance • Finance



Buying your new home

Buying a house is a big step, whether you've done it before or you're getting your own place for the first time. It should be an easy, exciting and enjoyable experience but it can feel downright daunting!

How much money do you need? Will the bank give you a loan? And if so, how can you be sure you're getting the best deal or the right set-up?

There's a lot to consider but the great news is that you don't have to go it alone.

This guide will give you an overview of the key steps you're likely to face, and the support that we can offer you along the way.

Put simply, our goal is to make it easier for hard-working Kiwis to buy homes they love.

This guide is designed to provide you with general information only. We would strongly recommend gaining advice relating to your situation and your local market, prior to purchasing.

Think ahead

Thinking about money and savings might seem a bit painful but it's especially important if you're keen to get your own place.

Even if you think that buying your dream home might be a long way off, it's never too early to start putting away that nest egg!

A great place to start is to pay off any debts, credit cards or hire purchases you've currently got.

Once you've got these little roosters out of the way you'll be in a great position to tuck some money away.

Regular saving will help you to build up an awesome deposit, and to prove to lenders that you'll be able to pay back a home loan.

So figure out what you need money for, the areas you could cut back, and how much you'd like to save each week.

Put simply, saving now will mean a better chance of getting the house you love later.

Good news

If you're a first home buyer and you've been contributing to KiwiSaver for more than three years, you may be able to use some of this money to purchase your new place.

Our Advisers can provide you with free advice each step of the way. As money and home loan experts, they can:

give you tips on the easiest ways to budget and save

explain how much money you might need

discuss whether you'll be able to access your KiwiSaver funds or apply

Know where you stand

If you've been working on your nest egg and you're ready to take the next step, the first thing you need to know is where you stand financially.

When assessing you for a home loan, banks will look at lots of different things like how much you earn, how much you owe, how much you have saved, and your credit history.

Once you know how much you can borrow, you'll be able to work out how much you can afford to spend on your new house and start the exciting process of looking!

You'll be able to think about the area you'd like to live in, how many bedrooms you'll need, whether you'd like an old or a new house, and other things that are important – like local attractions, school zones, section size, parking, plus distance to the nearest dairy!

Our Advisers know the banks inside out and can help by:

assessing your current financial position

giving you an idea of how much you can spend

providing you with handy house-hunting tips.

Get your loan pre-approved

Once you've got a good idea of the sort of thing you're looking for and are ready to buy, it's a great idea to get pre-approved.

Having a home loan pre-approval in writing will help you to bid and buy with confidence.

Issued by a bank or lender, your pre-approval will state the amount of money you are likely to be able to borrow – which means that you'll be able to work out exactly how much you have to spend.

A pre-approval can also give you an edge over your competition as it shows real estate agents and those selling their home that you're serious about buying.

It'll also help to speed along the home loan process once you've found a home you like!

To help you to get your home loan pre-approved, our Advisers can:

complete your loan application

approach the best lender

confirm your pre-approval.



Place an offer

After months of house-hunting, finding a place you like within your price range can be an awesome, tense, exciting and stressful feeling!

You don't want to miss out but buying a house is a huge decision so it's important not to feel rushed or pressured. In fact now's the time to be patient, staunch and do your homework.

Unless you're buying at an auction you'll probably want to make a conditional offer so that you can look into everything you need to, and pull out if you find issues that cause concern.

On the other hand, if you're buying in an auction (or want to go unconditional) you'll need to get all your checks made ahead of time and be 100% sure that you've got the funds you need to complete the purchase.

However the house you like is being sold, our Advisers can explain:

what you need to do legally

the checks you might want to consider

the best people to talk to

how to tackle the different buying processes.

Make it official

There's nothing better than knowing that finally, after all the highs and lows of house-hunting, you're just a few steps away from being the proud owner of your new home.

With your offer accepted, your checks complete and your finance and settlement dates confirmed, it's… business time!

This means working with your lawyer to sign the sale and purchase agreement, pay your deposit, and use your home loan and savings to complete the purchase.

Sleep Easy

Nobody likes to think about accidents, illness, theft or nasty surprises but unfortunately, they're sometimes a part of life.

Purchasing a new home is the ideal time to ensure that you've got the insurance cover you need, and your Adviser can help you to set this up.

At the end of the day it's about protecting your house, business, partner and family so that you can relax and get on with life, knowing that you've got the things that matter most covered.

Our Advisers are home loan experts and can:

help you to get the best loan repayment set-up

advise you on how to pay your mortgage off faster, so that you can save money in the long run

explain the best ways to protect your awesome new asset.

Enjoy (and pay off) your new home

Congratulations you big home owner you! Hope you're enjoying getting to brag about your new place…

To save yourself a whole lot of stress, avoid moving into your new place on the day that the previous owners leave.

It's also a good idea to set aside some moving essentials, such as snacks, water, wallet, phone, pen, paper, bedding, panadol and plasters etc, so that you've got these handy, if you need them.

Then, once your move is complete, you can sit back, pop the champagne and finally start enjoying the perks and benefits of having your own place!

Here if you need us

Helping people to buy homes they love is a pretty awesome experience, and we love being able to help people across time.

Our Advisers are committed to supporting your long term financial goals and can help you to:

change your loan set-up

refix your mortgage

understand the ins and outs of buying a rental property

and eventually (!) think about buying your next home.



Holly & Bronson
Happy home owners

"We wanted a three-bedroom house with space to raise our family and grow our own vegetables.

Once we found a place we liked, our Mike Pero Adviser got things rolling straight away and did most of the work for us.

He was great to deal with, listened to what we wanted and clearly explained the whole process.

Having our own Adviser made everything easier and more personal. We weren't just a number.

And the funny thing was that he got us a better deal, from our own bank, than we were able to get!

He also suggested the loan structure that would suit us best, which means we're now saving money on our repayments, by making the most of the low interest rates that were available.

As first home buyers, having a Mike Pero Adviser made the whole process a lot easier.

We love the fact that we're now paying off our own mortgage instead of someone else's."


Wherever you're up to, we'll make it easier for you to get into your new place.
Mike Pero
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0800 500 123 | www.mikepero.co.nz
Approved applicants only. Lending criteria apply. Policy criteria, terms and conditions apply.
Disclosure statement free or on request at mikepero.co.nz.