

# Buying a house and land package



**MR.ENTHUSIAST**  
NEW HOMES BY NIK



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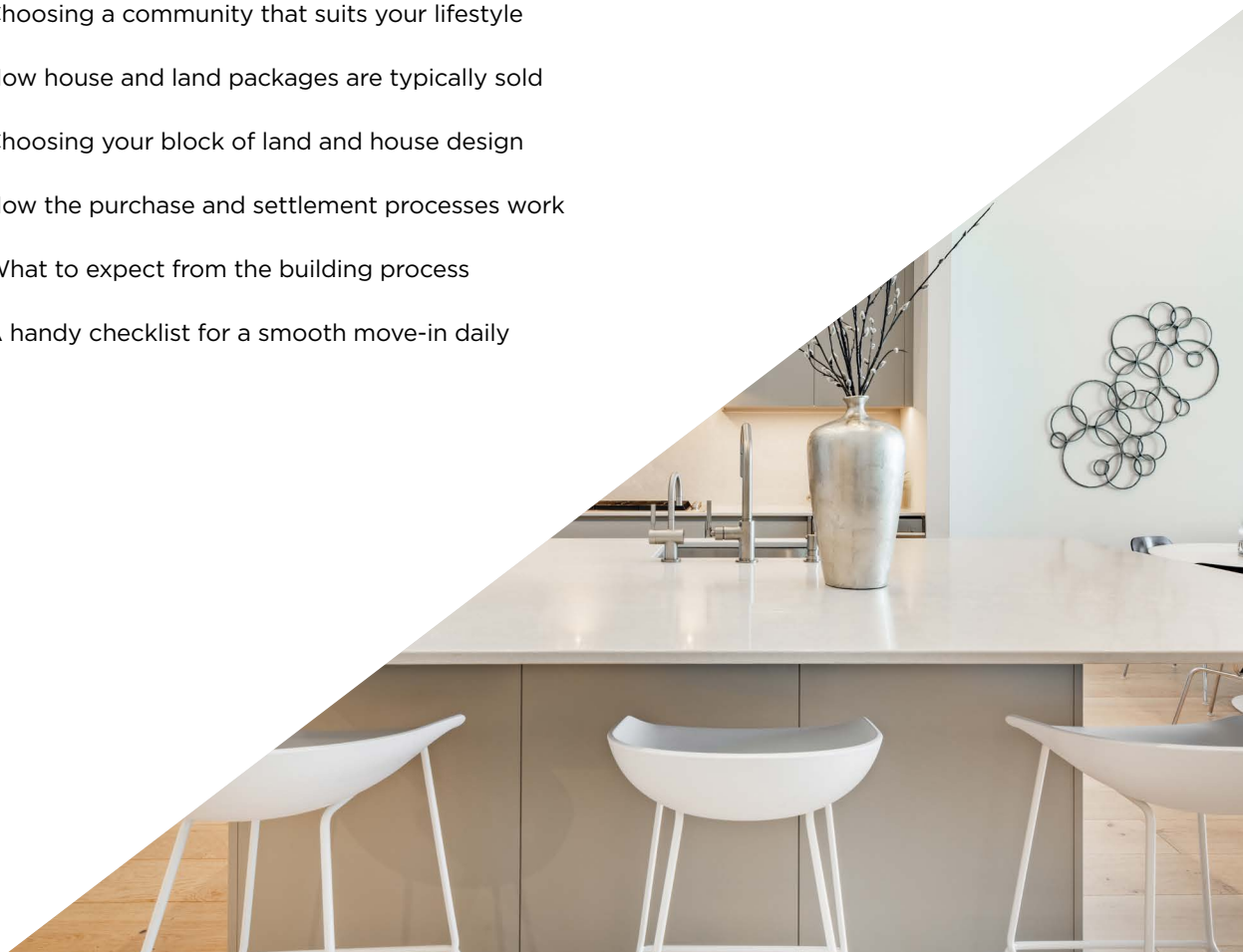
# Buying a new home is a significant milestone in your life

It's a time filled with anticipation and excitement, often accompanied by a touch of apprehension. If you've been considering the prospect of purchasing a house and land package for some time, you probably have a few inquiries brewing. If it's a Mr Enthusiast community you're hoping to buy in, then you've come to the right place.

We've created this handy guide to walk you through the entire process of buying a house and land package.

## HERE'S WHAT WE'LL COVER

- ▲ Why house and land packages suit Australian home buyers
- ▲ Choosing a community that suits your lifestyle
- ▲ How house and land packages are typically sold
- ▲ Choosing your block of land and house design
- ▲ How the purchase and settlement processes work
- ▲ What to expect from the building process
- ▲ A handy checklist for a smooth move-in daily





# Why house and land packages suit Australian buyers

**HOUSE AND LAND PACKAGES ARE WHEN YOU SECURE A BLOCK OF LAND AND THE CONSTRUCTION OF YOUR HOME IN TANDEM.**

House and land packages involve two distinct transactions for sales contracts—one for the land and another for the house. You can opt for a fully inclusive package, where everything is prepared for your move-in, or negotiate specific inclusions with your builder, completing the remainder after you've settled in.

## CLARITY ON COSTS

Building a new home independently can often lead to unexpected costs and the necessity for contingency budgets. In contrast, with a house and land package, you typically have a clear understanding of the total cost from the outset. This upfront knowledge can be invaluable for first-time home buyers seeking financing, as well as for down-sizers or investors with specific budget constraints.

## INVESTOR APPEAL

While house and land packages are favored by first-time home buyers, they also present a compelling option for property investors. This attractiveness largely stems from the warranties covering both the construction and fit-out, which help minimise maintenance costs, as well as the convenience of renting out a newly built property compared to an older home for potential tenants.

## STAMP DUTY SAVINGS

Stamp duty on existing homes can range between 3-6% of the purchase price, often amounting to tens of thousands of dollars that could otherwise be allocated towards furnishing your new home. However, with a house and land package, you'll only incur stamp duty on the land (since the house has yet to be built), resulting in significant savings. Even more savings if you are a first home buyer. WA exempt 300k or less, SA fully exempt on new builds.



# Choosing your community

**ACROSS AUSTRALIA, THERE ARE MULTIPLE PROJECTS IN VARIOUS STAGES OF DEVELOPMENT - SO THERE'S AN OPTION FOR EVERYONE!**

Every development varies in size and presents different property options, but above all, each possesses its own distinctive features and advantages. Therefore, early in your research, it's crucial to determine your preferences for a community, as this will significantly influence your selection of a location and development that aligns with your criteria.

**Projects usually fall into two broad categories:**

- ▲ Urban Renewal Communities - these are smaller developments in the heart of existing neighbourhoods. You're less likely to find house and land packages in these projects as land availability is at a premium, making them more suitable for apartments and townhomes.
- ▲ Residential Land Communities (also known as greenfield residential communities) which are purpose-built neighbourhoods created from scratch typically on the outskirts of urban areas where land is more accessible and affordable.

***“It's important to work out what you're looking for in a community early on in your research.”***



# What to look for when choosing your community



## LOCATION:

Location is a massive consideration. What is the communities proximity to essential amenities like shops, schools, and transportation hubs? Is the commute to work streamlined? Are crucial healthcare services easily accessible? Does the area display potential for future development? These are the critical questions that you really need to consider.



## LIFESTYLE:

Before investing in a community, take the time to reflect on what you envision for your new life there. For families or those potentially planning to start one, proximity to parks, beaches, or recreational amenities need to be considered. Conversely, if urban conveniences are your preference, seek out developments with robust transportation connections to major centers. Begin by compiling a list of non-negotiables, and use it as a foundation for your search.



## BUDGET:

Keep it real with your budget expectations. Dive into your research to grasp what each community has to offer and what homes typically cost in the area. If you find a community that speaks to you, don't fret—there are usually different types of home options available to fit your budget.



## FUTURE GROWTH:

Don't let a community's current lack of amenities discourage you—check out its future growth plans before making a decision. If there are plans for schools, shops, and other services down the line, it could be a promising community to invest in. Make sure to do your homework!

A close-up photograph showing several hands holding pens and writing on various documents, including a spiral-bound notebook and loose sheets of paper, suggesting a professional or planning environment.

# Choosing your house and land package

Choosing the right package within a development usually comes down to personal preference and how you want to live in your new home. With house and land packages you have flexibility to choose a block and the home to suit.

## HERE'S SOME THINGS TO CONSIDER WHEN CHOOSING A HOUSE AND LAND PACKAGE:

### SIZE AND SHAPE

Think about the size and shape of your block—it's a big deal! It determines the type of home you can build and how much yard space you'll have. Each development offers various block sizes, so choose one that fits your budget and lifestyle needs.

### FRONTAGE

Frontage refers to the width measurement of your block, essentially indicating how wide or narrow the front of your home will be. It's often considered a crucial factor, especially if you're not planning a custom design. Builders typically offer pre-designed homes tailored to standard frontages. Your frontage can affect various aspects, including the external appearance of your home, the size of your garage, and ultimately, the width of your floor plan. So, before making a decision, explore online to find designs that match the available frontage on your preferred block, and consider whether that quad (or 30 car) garage is a must-have for you!

### BLOCK ORIENTATION

Be sure to take note of your block's orientation (north, south, east, or west), as it plays a big role in how you'll experience life in our home. Do you prefer waking up to the sun shining through your bedroom windows? Is having shade during the hottest part of the day essential for you? Will cross breezes be beneficial? Orientation significantly impacts the energy efficiency of your home—the more energy-efficient your home, the more comfortable and cost-effective it will be to live in.





## YOUR BUDGET

Once more, your budget will dictate the house and land package within your reach. At Mr Enthusiast, we provide various block options and packages tailored to different budgets. Let us assist you in finding a package that aligns with your requirements.

## PROXIMITY TO AMENITIES

Depending on the community's size you're considering, think about the amenities close to the block you're eyeing. Would you prefer a park-facing property with nature and open green spaces nearby? Are you a parent or planning a family and want to be closer to schools? Look for testimonials from current residents to see if the community matches your lifestyle preferences.





***“Mr Enthusiast can present a variety of house and land packages to suit different budgets.”***

#### **WHAT FACTORS WILL IMPACT THE PRICE OF A HOUSE AND LAND PACKAGE?**

Compared to existing dwellings, house and land packages can offer value for money, with the benefit of everything behind ‘brand new’.

#### **In general, the price of a house and land package will be affected by:**

- ▲ The land location
- ▲ Type of development
- ▲ Positioning of block in the community
- ▲ Size of home
- ▲ Finishes included in the build
- ▲ Market conditions
- ▲ Infrastructure e.g. parks, shops, schools & public transport


#### **HOW HOUSE AND LAND PACKAGES ARE TYPICALLY SOLD**

House and land packages can be marketed and sold differently depending on the state and type of project.

With typical house and land packages you secure a block of land and the construction of your home in tandem. The purchase involves two transactions for contracts of sale — one for the land (between you and the land developer) and one for the house (between you and your chosen builder).

And we sell them literally as a package - the house design has been chosen to match the block size and frontage, and should take into account any design guidelines for the development. Some inclusions can be negotiated during planning with your builder, but the level of flexibility will depend primarily on your budget, so chat to us to see what is possible.

***Note: This process can differ project to project and state to state so please liaise with us to discuss the ins and outs of your particular project.***



# What home design choices are typically available?

At Mr Enthusiast, we strive to provide quality homes that will stand the test of time and that you will be proud of. We pride ourselves on designing homes that not only look good, but meet the lifestyle needs of our clients.

Builders typically offer a variety of home design options for buyers that fit within broad design guidelines for a given community/developer. These design guidelines provide some boundaries for the external look with the aim to create a cohesive feel in the estate.

When researching a land estate and the house and land product on offer, it's important to understand what design choices are on offer, and how much input you get into the finished product. For example, you want a black house? Not all developers will allow it, especially in the coastal areas.

## CHOOSING THE RIGHT HOME DESIGN

Picking the right home design is usually the fun part, but it can also feel a bit overwhelming. Here are some important things to think about when you're making your choice.

### BUDGET

Before settling on a home design, it's important to be realistic about your budget. Take the time to understand what's included (and what's not), and consider setting aside some extra funds for those must-have upgrades you're dreaming of! *\*Cough\** hoist *\*cough\** epoxy floors.

### COST

Before you decide on a layout for your new home, consider questions like these: One story or two? Three bedrooms or four? Would you prefer a big backyard or more internal space? Think about how you'll use the home now and how your needs might evolve in the future.



## BLOCK ORIENTATION

Make sure your frequently used rooms, like the kitchen and main living space, get plenty of natural light. Take your block's orientation into account before finalising our design to make sure you achieve this, if you're not sure, we can help.

## FOR NOW OR FOREVER

Few questions are as crucial as this one: Is your home a stepping stone in your property journey, or is it your forever home? If it's the latter, consider your evolving circumstances, such as a growing family, aging, current trends, and so on, as much as possible.

## MUST HAVES

Your “must-have” features are what make your new home uniquely yours—whether it's extra garage space for your hobbies, a generous island kitchen bench, or that dream walk-in robe. Don't hesitate to express your desires upfront when discussing your home design. Remember we're not mind readers, we do a great job but only from clear communication. So if you really want something, let us know and we can try to work some magic.



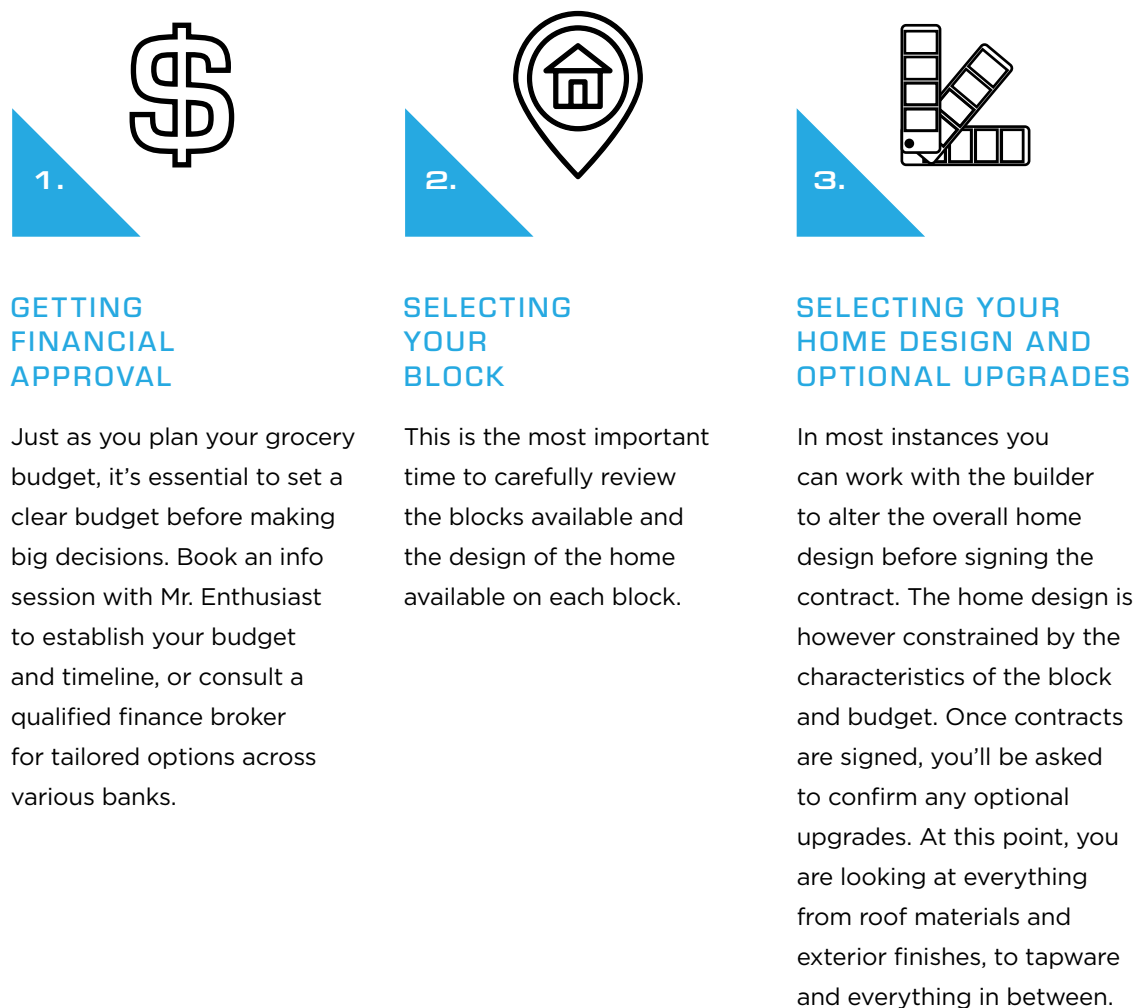
***“It's important to understand what design choices are on offer, and how much input you get into the finished product.”***

# What design flexibility will I have with a house and land package?

With house and land packages you generally get the option of having more input into the design of your home compared to, for example, buying off the plan.

Be mindful of your budget and timeline when it comes to requesting design variations - work closely with your builder to understand the pros and cons of different design decisions and their impacts at different stages of the build. For example, structural changes to be done upfront to avoid delays and price jumps.

**HERE'S A GENERAL GUIDE TO THE PHASES WHEN YOU NEED TO BE READY TO MAKE IMPORTANT DESIGN DECISIONS:**







# Purchasing a house and land package: How it works

## SO YOU'VE SPENT MONTHS, PERHAPS YEARS SAVING AND PLANNING FOR YOUR NEW BUILD.

You've chosen a block and fallen in love with a design - now it's time to make it official!

Buying a house and land package differs slightly from purchasing an existing home. Since the house hasn't been built yet, there is a waiting period while construction takes place. Additionally, you'll usually have two contracts - one for the land and one for the build.

The advantage of a house and land package is that while you'll need approval for the full cost, you won't be using your entire loan upfront. Typically, you'll settle on the land first (and start making mortgage payments), with construction payments then following as your new home takes shape.

Make sure you understand your payment commitments by discussing them with your mortgage broker, your bank or if you opted to go with us, then you would have met our preferred financial broker and we can help liaise it all as a one stop shop.



## THE LAND SETTLEMENT PROCESS

Here, we'll give you a quick rundown of how the land settlement process usually works when you're buying a house and land package in a "Mr. Enthusiast community". Just keep in mind, this process can vary depending on the build, contract, and even the state you're in.

And don't forget: When you're buying a house and land package, there are usually two contracts involved—one for the land with the developer, and another for the building, which is a contract between you and the builder. In this section, we're just talking about the land settlement process.

## LAND SETTLEMENT EXPLAINED

In simple terms, settlement is when ownership of the land transfers from the seller to you, the buyer. It's a legal process where you pay the remaining balance of the agreed sale price, with the help of your financial and/or legal representatives, which is a settlement agent.

## CHOOSING A CONVEYANCER

You'll be chatting with your conveyancer quite a bit, so it's important to pick someone who's got the skills and know-how to handle things for you. Take a look at a few quotes before making your decision, and make sure you understand what's covered and if there are any extra costs for specific situations. Here at Mr Enthusiast, we have a partnership with Alpha conveyancing, and is our recommended option for purchasing land or property in WA.

## SETTLEMENT DAY

Exciting news—it's finally the big day! Today, your conveyancer and the seller's agent will meet up to exchange those crucial documents. They'll make sure everything is in order with your finances, and you'll walk away with a Certificate of Title for your land.

### As part of settlement, a few things will happen:

- ▲ Your lender will put your new home loan into effect
- ▲ Payment will be made for your stamp duty and any other fees
- ▲ Once all these boxes are ticked, the property will be transferred to your name... and it's finally time to pop the champagne!





## BUILDING STAGES

There's nothing quite like witnessing the magic of your dream home taking shape. The building journey can be a bit of a marathon, starting from the moment you secure your block until the day you finally get to step into your brand-new home.

Here are some of the stages you can expect:

### SITE PREPARATION:

This involves clearing the site and pegging out the block by a surveyor as well as your footings being dug out.

### SLAB DOWN:

Before the slab is laid, a plumber will make sure all necessary plumbing work is finished. Once everything is good to go and all plans and specifications are given the green light, it's time for the concrete to be poured.

### PLATE HEIGHT:

This stage is when the brickwork and framing are finished, and you can start exploring each room of your growing home. Don't forget to snap plenty of photos as the construction progresses!

### ROOF:

Once the roof is in place, you'll start to feel like everything is falling into place. The exterior of your home should be nearly finished by now.

Keep those lines of communication open with your builder and site supervisor to address any questions or concerns you might have.

### LOCK UP:

As the name implies, at this stage, all external doors and windows are installed and securely locked. Your new home is now safe and sound!

### FIT OUT:

This is the moment your new home truly starts to shine, as everything from kitchen countertops, appliances, cabinets, bathroom vanities, taps, mirrors, and much more is installed and fitted out.

### PRACTICAL COMPLETION:

At this point, the builders will be nearing completion, and an inspection will be carried out. It's crucial to ensure that everything is functioning correctly and nothing seems out of place. By now, only minor touch-ups and installations should remain before your home is fully finished.

### MOVE IN:

And, just like that, construction is complete. Once you've paid your final invoice to your builder, the keys will be yours and you can move in. Congratulations!

# Moving into your new community

**CONGRATULATIONS! ALL THAT PERSISTENCE HAS PAID OFF AND YOU'LL SOON BE CELEBRATING ALL YOUR HARD WORK IN YOUR NEW HOME.**

To ensure you're all set for move-in day, we've put together a super handy checklist. It'll help you stay organised, manage your time effectively, and reduce some of that last-minute stress. So, start ticking those boxes and get excited!



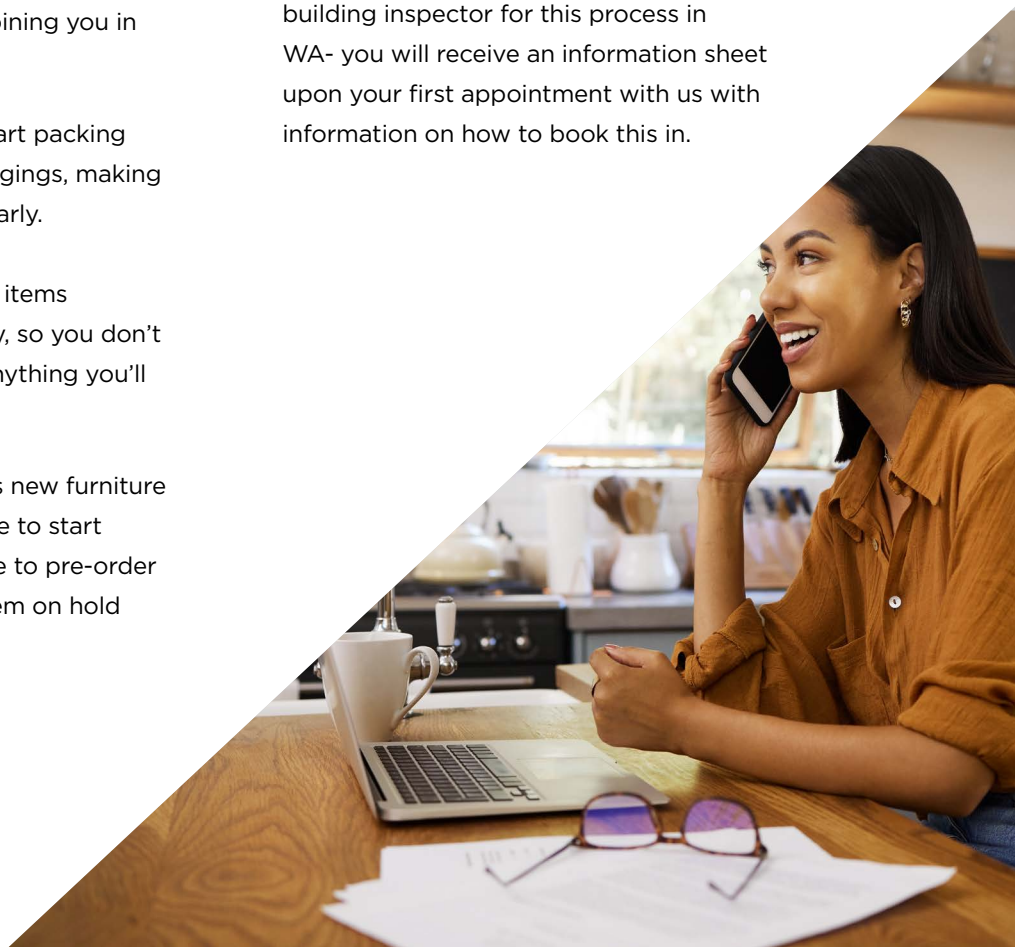
## 4-6 WEEKS BEFORE THE MOVE

- ☐ Mark your calendar with a set date for moving day, and if possible, request time off work to make it stress-free.
- ☐ Sort out your home and contents insurance, and consider checking out moving insurance options too, just to be extra safe.
- ☐ Decide whether you want to go for a full-service removalist or recruit your family and friends to lend a hand with packing and moving.
- ☐ Start updating your address with important organisations like banks, schools, and medical services to avoid any hiccups.
- ☐ Reach out to Australia Post for mail redirection and change of address services so you can keep your mail flowing smoothly.
- ☐ Give your home a good de-cluttering session, and pass on, recycle, or donate any items that won't be joining you in your new place.
- ☐ Stock up on boxes and start packing away your seasonal belongings, making sure to label each box clearly.
- ☐ Create a list of must-have items you'll need on moving day, so you don't accidentally pack away anything you'll need in a pinch.
- ☐ If your new home requires new furniture to go with, now is the time to start choosing as you may have to pre-order in advance, or place an item on hold that you love!

## 2 WEEKS BEFORE THE MOVE

- ☐ Use up the goodies in your fridge, freezer, and pantry to avoid any wastage before moving day rolls around.
- ☐ Sort out the disconnection and reconnection of your utilities like electricity, gas, phone, and water to ensure a smooth transition.
- ☐ Get started on cleaning up your current place to leave it spick and span for the next occupants.
- ☐ If you're renting and need cleaners after your furniture is gone, now's the time to book them in.
- ☐ Take a walk through your new home with your builder for the 'practical completion' inspection. Check everything closely to ensure it matches up with what's laid out in your building contract and that you're happy with the work done.

Mr Enthusiast partners with Nowotny construction to recommend a trusted building inspector for this process in WA- you will receive an information sheet upon your first appointment with us with information on how to book this in.





## 1 WEEK BEFORE THE MOVE

- ☐ Keep your bed linens and towels handy for quick bed making and a refreshing shower on moving day.
- ☐ If you've hired a removalist, double-check the dates and times with them, and ensure they have both addresses and your contact details ready to go.
- ☐ Sort out parking and access for the removalist's truck to make sure everything runs smoothly on moving day.
- ☐ Defrost and give your fridge and freezer a good clean the night before to avoid any messy surprises.
- ☐ If you're moving to a new council area, get in touch with your local council for info on garbage collection and new residents' packs.
- ☐ Don't forget to pick up your keys—your ticket to your new home sweet home!

## MOVING DAY

(NOTE: PLAN AHEAD FOR THESE!)

- ☐ Make sure your furry friends and little ones are taken care of on moving day.
- ☐ Pack a handy box with all your essentials for immediate use in your new place, like toiletries, a change of clothes, and any necessary medications.
- ☐ Don't forget to pack another box with kitchen must-haves, such as a kettle, cutlery, mugs, tea, coffee, and snacks.
- ☐ Plan ahead for dinner—consider getting it delivered or asking loved ones to lend a hand by preparing a meal for you.
- ☐ Remember to switch off the electricity at the meter in your old house before you leave.
- ☐ Keep all your precious belongings and personal items close to you throughout the move to ensure they stay safe and sound.
- ☐ Plan out where you want your furniture to go before it's brought inside to save yourself from rearranging it later.
- ☐ Prioritise setting up your beds first, so you have a cozy spot to catch some Z's after a long day of moving.
- ☐ Don't forget to chill your favorite beverage—whether it's champagne or something else—to celebrate this milestone moment!
- ☐ Take a moment to soak it all in. You've made it to your new home! Sit back, relax, and enjoy every bit of it!

