

The Savills logo consists of a yellow square with the word "savills" in a lowercase, red, sans-serif font.

AN OVERSEAS BUYER'S GUIDE | 2017

Sydney & Melbourne

Savills Australia
Residential Research

INTRODUCTION

Savills is pleased to present our Overseas Buyer's Guide for residential property in Sydney and Melbourne. With over 700 offices in 60 countries, Savills is extremely well placed to understand the drivers behind foreign investment, global trends and ensure our clients receive the best advice.

Australia has long been an attractive destination for foreign investment into residential property. The stable economy and political landscape, tourism, education, immigration and health are all key drivers that attract investment from offshore buyers. However, for many the biggest draw is the lifestyle Australia offers. The warm, sunny climate combined with the rich and diverse culture appeals to buyers from all over the world.

Our key cities of Sydney and Melbourne have experienced strong growth in values over recent years much like many other global cities. As we look forward, although the tightening credit markets have already caused a reduction in supply, demand is expected to continue to grow.

We are now witnessing a generational boom in infrastructure investment, particularly in Sydney following a period of under investment. This investment in key transport projects will enhance our cities' international reputation as business centres and a place to live.

While there have been recent policy changes directed at international buyers, we expect our key cities to remain attractive investment destinations. Sydney and Melbourne will continue to provide the security, freedom and space together with a high quality of life that is so attractive to foreign buyers who seek their own piece of the Australian dream.

I trust that this Buyer's Guide provides a useful tool in making your investment decision.



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SYDNEY



City Data

Area (sq km)	12,368	
Population	5,005,358	
Density (persons/sq km)	405	
Property Type	Detached Houses	57%
	Terrace Houses	14%
	Units	28%
Unemployment*	4.7%	
Cash Rate	1.5%	
Residential Vacancy Rate	2.1%	

Source: ABS, SQM Research, Savills Research

* Average for New South Wales



Property Data

		Houses	Attached Dwellings (units and townhouses)
Median Value		\$900,000	\$715,000
Change in median value over time	1 year	16%	11%
	5 years	80%	57%
	10 years	117%	99%

Source: ABS, Savills Research

Universally recognised as a global city, Sydney is the capital of New South Wales and has the largest population of all Australian cities.

New South Wales has the largest state economy in Australia accounting for almost one third of Australia's economic output.

In the 2016 Cities of Opportunities ranking by PWC, a benchmark of the social and economic health of the world's leading cities, Sydney ranked tenth globally. The city scored highly for economic power, sustainability, natural environment, health, safety and security.

Sydney is one of the most multicultural cities in the world with over 40 percent of residents born overseas and over 250 different languages spoken. Immigration has significantly contributed to the city's rapidly growing population. Over the past ten years, the population has increased 18.2 percent to over five million people. Forecasts suggest this trend will continue and by 2036, the city's population will reach 6.4 million.

Residential market

Property prices in Sydney have increased substantially over the past ten years in common with many other cities around the world. The market has benefited from strong economic conditions, low interest rates and an imbalance between demand and supply.

More recently, while Sydney's property market continues to see some of the strongest growth in Australia, the rate of growth has slowed. Over the year to March 2017, property prices in

Sydney increased by 16.0 percent and 11.1 percent for houses and attached dwellings respectively compared to increases of 21.9 percent and 15.8 percent over the 12 months to September 2015.

The slowdown in 2016 can be partially attributed to the tightening of mortgage lending policies regarding the amount of lending to investors that was introduced in late 2014. In response, banks tightened lending criteria for property investors particularly for foreign investors. More significantly, the slowing price growth reflects stretched housing affordability across Sydney.

Foreign investors also face higher entry costs to the market as the NSW government introduced a four percent stamp duty surcharge on foreign property buyers on 21 June 2016. From 1 July 2017, this surcharge will increase to eight percent. However, the impact of this is mostly confined to the new build market given foreign buyer restrictions (discussed on page 10).

Despite this slowing, growth rates did start to rebound in the second half of 2016 and the first quarter of 2017 on the back of lower mortgage rates and a surge in investment demand. However, in March 2017, mortgage lending rules were tightened further, again focusing on investors. This is likely to lead to some moderation in bank lending and may contribute to an easing of house price growth.



Rental market

Unlike property prices, rental values generally correlate with wage growth and despite growing demand have only shown modest increases over the past decade. This has led to yields being suppressed, currently standing at an average of 3.0 percent and 3.9 percent across Sydney for houses and units respectively.

Outlook

The NSW economy remains a standout on the economic growth front and, although there are signs of moderation in employment growth, job advertisements and dwelling approvals, demand for property remains strong.

Following a period of under investment, Sydney is now experiencing an infrastructure construction boom and is home to some of the largest infrastructure projects in the country. This is necessary to meet the demands of a rapidly growing population and will open up new locations for housing within the city.

The affordability of residential property in Sydney is one of the biggest challenges facing the city. As both first home buyers and existing home owners need to either stretch their finances further or save for longer there is little potential for owner-occupier demand to push prices up at the same rate as seen previously.

Following regulatory measures implemented to slow the amount of bank lending to investors, it is widely believed that the proportion of bank lending to investors will reduce. However, given the historically healthy returns, tax benefits and the limits placed on superannuation contributions, investing in residential property is likely to remain an aspiration for many.

Overall, it is expected that the rate of price growth will slow, with prices remaining on a 'high plateau' perhaps for some time. However, as Sydney's population continues to increase and infrastructure projects complete the long-term prospect for the residential markets remain sound.

Source: Savills Research, Residex, PWC, 2016 Census

DEMAND DRIVERS

INFRASTRUCTURE

Sydney has an extensive public transport network including commuter rail, light rail, buses and ferries. Sydney Airport is one of the oldest continually operating airports and is the busiest in Australia. The location of Sydney's future second airport has been announced as Badgerys Creek in Western Sydney and this has sparked significant infrastructure development in the surrounding areas.

Following a period of under investment, Sydney is now experiencing an infrastructure construction boom to meet the demands of a rapidly growing population. The city is home to some of the largest infrastructure projects in the country.

ROAD

WestConnex

- Australia's largest road transport project
- 33km of motorway will link Western Sydney to the airport and Port Botany precinct
- Forecast to reduce the travel time between Parramatta and Kingsford Smith Airport by up to 40 minutes
- Completion due in 2023

RAIL

Sydney Metro

- Australia's biggest public transport project

Stage 1: Northwest

- Will connect Sydney's north-western suburbs to Chatswood
- Under construction and the first services are scheduled to start in 2019

Stage 2: Sydney Metro City & Southwest

- An extension of stage 1, the proposed line runs from Chatswood to Bankstown in the city's south-west via the Sydney central business district
- Early works have begun and it is forecast to open in 2024

Stage 3: Sydney West Metro

- A recently announced separate line running from Parramatta to Sydney CBD
- Expected construction to start in the next 5 years and become operational between 2025 and 2029

Light Rail

- A new line running from Circular Quay to the south eastern suburbs of Randwick and Kingsford
- Under construction and projected to open in 2019
- A separate line running from Westmead to Strathfield via Parramatta has been proposed
- Construction is planned to start in 2018 and open by 2023

AIR

Badgerys Creek Airport

- Sydney's second airport
- Located in west Sydney, 44km from Sydney's CBD
- 5 million passengers are anticipated annually when it opens and 10 million within five years
- Expected to be in operation by the mid 2020's

URBAN RENEWAL

Barangaroo

- Sydney's largest redevelopment precinct
- The 22-hectare, waterfront site is expected to support more than 24,000 permanent jobs and providing a home to 3,500 residents
- The area is under construction and is already home to a number of high profile companies and more than 50 bars and restaurants
- Completion of the entire project is forecast for 2024

EDUCATION

Home to six universities, education continues to be a key motivation for investment in Sydney. Three of the highest ranked universities are:

University of Sydney

The University of Sydney is Australia's oldest university and the main campus is considered one of the most beautiful in the world. It is situated in Camperdown, an inner western suburb of Sydney.

- Founded: 1850
- Total number of students: 54,306
- Overseas students: 12,278 (22.6%)

University of New South Wales

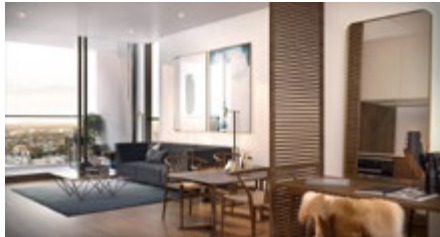
- Founded: 1843 (university status in 1949)
- Total number of students: 52,326
- Overseas students: 13,132 (25.1%)

Macquarie University

- Founded: 1964
- Total number of students: 38,793
- Overseas students: 10,069 (26.0%)

SALES SNAPSHOT

MAINSTREAM



The Lennox, 333 Church Street, Parramatta

Sales price	\$753,750
Size/sq m	Internal 54, External 7
Description	Off-the-plan unit, 1 bedroom



TNT, 1 Lawson Square, Redfern

Sales price	\$680,000
Size/sq m	Internal 50, External 8
Description	Off-the-plan unit, Studio



Concourse, Oran Park

Sales price	\$740,000
Size/sq m	Lot size 450
Description	House and land, 4 bedroom

LUXURY



The Royalist, Mosman

Sales price	\$4,500,000
Size/sq m	Internal 254, External 270
Description	Off-the-plan townhouse, 4 bedroom



'Ellsworth' Wonga Wonga Ave, Turramurra

Sales price	\$2,200,000
Size/sq m	Internal 202, External 37
Description	Townhouse, 4 bedroom



Shearwater Landing, Greenhills Beach

Sales price	\$3,250,000
Size/sq m	Total land 768
Description	Land lot

SUPER LUXURY



Eliza, Elizabeth Street, Sydney

Sales price	\$12,365,000
Size/sq m	Internal 367, External 199
Description	Off-the-plan penthouse unit, 4 bedrooms



36 Nelson Street, Gordon

Sales price	\$6,500,000
Size/sq m	Total 2,486
Description	Established house, 5 bedroom



57 Coolawin Road, Northbridge

Sales price	\$15,250,000
Size/sq m	Total 1,766
Description	Established house, 6 bedroom

MELBOURNE



City Data

Area (sq km)	9,991	
Population	4,725,316	
Density (persons/sq km)	465	
Property Type	Detached Houses	68%
	Terrace Houses	17%
	Units	15%
Unemployment*	5.6%	
Cash Rate	1.5%	
Residential Vacancy Rate	1.7%	

Source: ABS, SQM Research, Savills Research

* Average for Victoria



Property Data

		Houses	Attached Dwellings (units and townhouses)
Median Value		\$650,000	\$500,100
Change in median value over time	1 year	16%	4%
	5 years	54%	18%
	10 years	118%	59%

Source: ABS, Savills Research

A highly regarded city, Melbourne's charms have been globally recognised.

Melbourne has been ranked the world's most liveable city for seven years in a row by the Economist Intelligence Unit's Global Liveability Index. The survey assesses five factors and Melbourne achieved perfect scores in healthcare, education and infrastructure and outranked Sydney in terms of stability, culture and environment.

The quality of life experienced in the city attracts high calibre employees who contribute to the strong local economy. Melbourne is the capital city of Victoria, which accounts for almost a quarter of economic activity in Australia, second only to New South Wales.

Victoria is one of the fastest growing states in Australia. In the last 10 years, the population of Melbourne has increased by nearly one million people to a total of 4,750,000. This has significantly added to the demand for real estate in the area. Unlike Sydney, Melbourne does not have physical barriers, such as mountains and national parks, constraining expansion. This means Melbourne's growth is less restricted.

Residential market

Melbourne has seen strong growth in property values over the past decade, second only to Sydney, as prices are supported by robust jobs and population growth.

These significant price increases have continued in the house market with house prices in Melbourne rising by

16.1 percent over the year to March 2017. This has been driven by fierce competition amongst buyers for a low level of available stock.

Attached dwelling prices have seen lower levels of growth than houses with an increase of 3.9 percent over the year to March 2017. This underperformance has been a feature of the market for several years because there is more available stock in the apartment market.

Much like Sydney, the property market in Melbourne faces a number of challenges. The new mortgage lending regulations, which target investors, are a national policy and purchasing costs for international buyers are some of the highest in the country. On 1st July 2016, an additional seven percent stamp duty was applied for overseas buyers. Like Sydney, the impact of this is mostly confined to the new build market given foreign buyer restrictions.

However, a significant difference with Sydney is the price point. While property affordability in Melbourne has been stretched, prices remain on average 30 percent lower than in Sydney.

Rental market

Rental values in Melbourne are on average 25 percent below Sydney, less of a discount than property prices as rental values tend to correlate with wage growth. This means yields in Melbourne are slightly higher than those in Sydney at an average of 3.3 percent and 4.1 percent for houses and units respectively.



Outlook

The outlook for the Victorian economy is very positive at present. Although economic growth figures are below those of NSW, key indicators such as job advertisement numbers and employment growth figures are positive and point towards continued outperformance.

The strong population growth experienced in Melbourne is anticipated to continue with some estimates suggesting it will overtake Sydney to become the largest city in Australia over the next 20 years.

While affordability in Melbourne has been stretched, the issue is not as pressing as in Sydney as prices remain on average

30 percent lower. However, following on from rising prices, both first home buyers and existing home owners need to either stretch their finances further or save for longer. This means there is little potential for owner-occupier demand to push prices up at the same rate as seen previously.

Following regulatory measures implemented to slow the volume of bank lending to investors, it is widely believed that the proportion of bank lending to investors will reduce. However, given the historically healthy returns, tax benefits and the limits placed on superannuation contributions, investing in residential property is likely to remain an aspiration for many.

Overall, Melbourne can be described as a high demand and high supply market. While there has been much rhetoric surrounding an oversupply of units, few appreciate the relative population growth performance.

In line with Sydney, property price growth is likely to slow this year, with prices remaining on a 'high plateau' perhaps for some time. However, as Melbourne's population continues to increase, the long-term prospect for the residential markets remain sound.

Sources: Savills Research, the Economist, Victoria State Government, Residex

DEMAND DRIVERS

INFRASTRUCTURE

Melbourne's transport system includes modern port, airport, road, rail, tram, bus, cycling and walking infrastructure. The city has an extensive freeway and arterial road network, a rail network that provides access to the central city and other employment centres throughout the suburbs, as well as the world's largest tram network.

Although the city's transport system has sound foundations, it is coming under increased pressure from population growth. To combat this there are a number of major infrastructure projects either under construction or under planning which will enable Melbourne to continue to be a globally connected and competitive city.

URBAN RENEWAL

Arden

- Plans to transform a 56-hectare area of industrial land in North Melbourne into a new commercial and residential precinct
- A new metro station at Arden is expected to open in 2026
- The area is anticipated to be developed gradually, over the next 30 years

ROAD

Western Distributor Project

- Made up of three connected major projects: the Monash Freeway Upgrade, Webb Dock Access, and the Western Distributor
- Forecast to provide a second river crossing and reduce travel times from the west by 20 minutes
- Construction is expected to begin in 2018 and continue until 2022

CityLink Tulla

- Forecast to add extra lanes in each direction between the Bolte Bridge and Melbourne Airport
- Expected to increase capacity by up to 30% and reduce the travel time between Melbourne Airport and the West Gate Freeway
- Works have commenced and are expected to finish in 2018

North East Link

- Proposed road connecting the east and southeast to the north without going through the inner city
- Currently at the business case development, consultation and route selection stage, which is forecast to conclude in 2018
- Once construction begins, the project is expected to take around ten years to complete

RAIL

Melbourne Metro Rail

- Victoria's biggest ever public transport project
- 9km of newly laid track with 5 new underground stations, linking the north west to the south east
- Construction has begun and is expected to finish in 2026

Railway level crossings (railroad crossings)

- Removal of 50 of Melbourne's level crossings
- Anticipated to reduce travel times for both road and rail users
- Construction has commenced and forecasts suggest that at least 20 level crossings will be removed by 2018 and all 50 level crossings will be removed by 2022

EDUCATION

Melbourne is the third largest international student city in the world with 13 University Campuses in and around the CBD attracting in excess of 80,000 students a day. Three of the highest ranked universities are:

University of Melbourne

The University of Melbourne is often ranked as Australia's best university. It is located in Parkville on the fringe of Melbourne's central business district.

- Founded: 1853
- Total number of students: 52,257
- Overseas students: 14,166 (27.1%)

Monash University

- Founded: 1958
- Total number of students: 64,479
- Overseas students: 22,140 (34.3%)

Deakin University

- Founded: 1974
- Total number of students: 45,900
- Overseas students: 7,468 (16.3%)

SALES SNAPSHOT

MAINSTREAM



SIA, 84 Burke Road, Malvern East

Sales price	\$865,000
Size/sq m	Internal 81
Description	Off-the-plan unit, 2 bed



Jewell Station, 325 Barkly Street, Brunswick

Sales price	\$675,000
Size/sq m	Internal 66, External 18
Description	Off-the-plan unit, 2 bed



QC Residences, 472 Bourke Street, Melbourne

Sales price	\$670,000
Size/sq m	Internal 69
Description	Off-the-plan unit, 2 bed

LUXURY



Derby Place, 369 High Street, Kew

Sales price	\$2,840,000
Size/sq m	Internal 241
Description	Off-the-plan unit, 3 bed



Gertrude, 166 Gertrude Street, Fitzroy

Sales price	\$2,200,000
Size/sq m	Internal 137
Description	Off-the-plan unit, 3 bed



Capitol Grand, 241 Toorak Road, South Yarra

Sales price	\$2,650,000
Size/sq m	Internal 142
Description	Off-the-plan unit, 3 bed

SUPER LUXURY



The Alexandra, 56 Cotham Road, Kew

Sales price	\$6,100,000
Size/sq m	Internal 335
Description	Off-the-plan unit, 4 bed



Lyall Residences, 14-18 Murphy Street, South Yarra

Sales price	\$7,225,000
Size/sq m	Internal 371
Description	Off-the-plan unit, 3 bed



1097-1099 Malvern Road, Toorak

Sales price	\$6,850,000
Size/sq m	Internal approx. 500, External 800
Description	Established house, 4 bed

PURCHASING PRACTICALITIES

Types of property ownership

Most Australian land is held under the Torrens title system. This guarantees title to the person who is recorded on the register as the owner of both the property and the land it sits on.

Strata title is the second most common form of ownership of residential property, usually for properties that are adjoining in some way, such as apartments and townhouses. The buyer is given ownership of the inside of the property and co-ownership of common areas with joint responsibility to maintain them. The maintenance is covered by a quarterly strata fee paid by each owner into a common fund administered by elected owners.

Overseas ownership restrictions

In Australia, foreign persons are normally given approval to buy:

- Vacant land for development including house and land packages where construction has not commenced, provided that continuous construction commences within 24 months.
- New dwellings purchased 'off the plan' that are, under construction or newly constructed, but never occupied or previously sold.

Temporary residents can apply to buy an established dwelling to live in while they are in Australia, although the property must be sold when it is no longer their principal place of residence.

For high net worth individuals, the Significant Investor Visa (SIV) and Premium Investor Visa (PIV) provide a pathway to permanent residence. The SIV is for individuals investing AU\$5 million into complying investments over four years and the PIV is for individuals investing AU\$15 million over 12 months.

Foreign Investment Review Board

Foreign buyers are required to make an application to the Foreign Investment Review Board (FIRB) for the proposed acquisition of residential real estate. Approval is usually required prior to exchange of contracts. Application fees must be paid before the application will be assessed.

Property developers can apply for an exemption certificate to sell new dwellings and near-new dwellings in a development to foreign persons. When the developer holds an exemption certificate, the individual foreign investor will not be required to seek their own foreign investment approval to purchase a new dwelling or near-new dwelling in that development. A near-new dwelling means a dwelling that has never been lived in, was sold but the sale then failed to settle on completion.

Additional taxes for foreign buyers

Stamp Duty: Stamp duty is a tax imposed at the state/territory level. In NSW and VIC, there is an eight and seven percent surcharge respectively for foreign buyers of residential property in addition to the existing stamp duty.

Land Tax: Land tax is also imposed at the state/territory level. Foreign buyers of residential property in NSW are now subject to an additional 0.75 percent land tax surcharge in addition to the existing land tax. From the 2018 tax year, the surcharge land tax rate will increase from 0.75 percent to 2 percent. In VIC, there is an absentee owner surcharge, which applies to Victorian land owned by someone who is not an Australian citizen or permanent resident and does not ordinarily reside in Australia. This surcharge is 1.5 percent in addition to the existing land tax.

Vacancy Charge: The Government has introduced an annual vacancy charge on new foreign owners of residential property where the property is not occupied or genuinely available on the rental market for at least six months each year. The charge will be equivalent to the relevant foreign investment application fee imposed on the property at the time it was acquired by the foreign investor. VIC is planning to introduce an additional Vacant Residential Property Tax of one percent on the capital improved value of the taxable property from 1st January 2018. This will only apply to vacant properties located in the inner and middle suburbs of Melbourne.



> BUYER PROFILE

The purchaser is not an Australian citizen or permanent resident and does not ordinarily reside in Australia. They are a cash buyer purchasing their first property in Australia as an individual. The property is occupied by a tenant for five years and then sold completed into the secondary market at the same price they purchased.

Costs of buying, owning and selling

		\$650,000 Approx US\$500,000		\$2,500,000 Approx US\$2,000,000		\$6,500,000 Approx US\$5,000,000	
		Off-the-plan, unit in a block of 100 units ¹		Off-the-plan, 4 bed unit in a block of 2 units in prime suburb ²		Established, 4 bed house in a prime location ³	
Sydney							
Buying	Transfer	\$100	0.0%	\$100	0.0%	\$100	0.0%
	Stamp Duty	\$24,700	3.8%	\$123,000	4.9%	\$395,500	6.1%
	Foreign Buyers' Duty	\$52,000	8.0%	\$200,000	8.0%	\$520,000	8.0%
	FIRB Fees	\$5,500	0.8%	\$22,300	0.9%	\$66,900	1.0%
	Legal Fees	\$2,000	0.3%	\$2,000	0.1%	\$2,000	0.0%
Owning (per year) ⁴	Land Tax ⁵	\$500	0.1%	\$6,000	0.2%	\$44,800	0.7%
Selling	Agency Fees	\$13,000	2.0%	\$43,800	1.75%	\$113,800	1.75%
	Legal Fees	\$2,000	0.3%	\$2,000	0.1%	\$2,000	0.0%
Melbourne							
Buying	Transfer	\$1,600	0.2%	\$3,600	0.1%	\$3,600	0.1%
	Stamp Duty	\$34,100	5.2%	\$137,500	5.5%	\$357,500	5.5%
	Foreign Buyers' Duty	\$45,500	7.0%	\$175,000	7.0%	\$455,000	7.0%
	FIRB Fees	\$5,500	0.8%	\$22,300	0.9%	\$66,900	1.0%
	Legal Fees	\$2,000	0.3%	\$2,000	0.1%	\$2,000	0.0%
Owning (per year) ⁴	Land Tax ⁵	\$0	0.0%	\$10,500	0.4%	\$49,700	0.8%
Selling	Agency Fees	\$13,000	2.0%	\$43,800	1.75%	\$113,800	1.75%
	Legal Fees	\$2,000	0.3%	\$2,000	0.1%	\$2,000	0.0%

1 assuming the unimproved land value is 10% of the total value

2 assuming the unimproved land value is 25% of the total value

3 assuming the unimproved land value is 35% of the total value and the buyer has the correct visa to purchase an established dwelling

4 excludes council tax, strata fees and other costs such as insurance and water

5 includes Foreign Buyers/absentee owner surcharges

NB: These examples are estimates only and have been rounded to the nearest \$100.

A TYPICAL EXAMPLE

A timeline of what to expect when purchasing either an off the plan property or established dwelling in Sydney and Melbourne

1 Prior to choosing a property

Secure a reputable lawyer who is familiar with residential property contracts.

For off the plan properties: confirm with the sales agent that foreign buyers are eligible to buy in the development. Some banks supplying the construction finance will impose a limit on the number of foreign buyers allowed to purchase in a particular development.

3 Prior to exchange

Meet with your lawyers and they will explain the contract details clearly.

If FIRB approval is required, your lawyer will explain the process and apply on your behalf. You can apply online directly, however we suggest you use an experienced lawyer as the application fee is non-refundable if there are any mistakes.

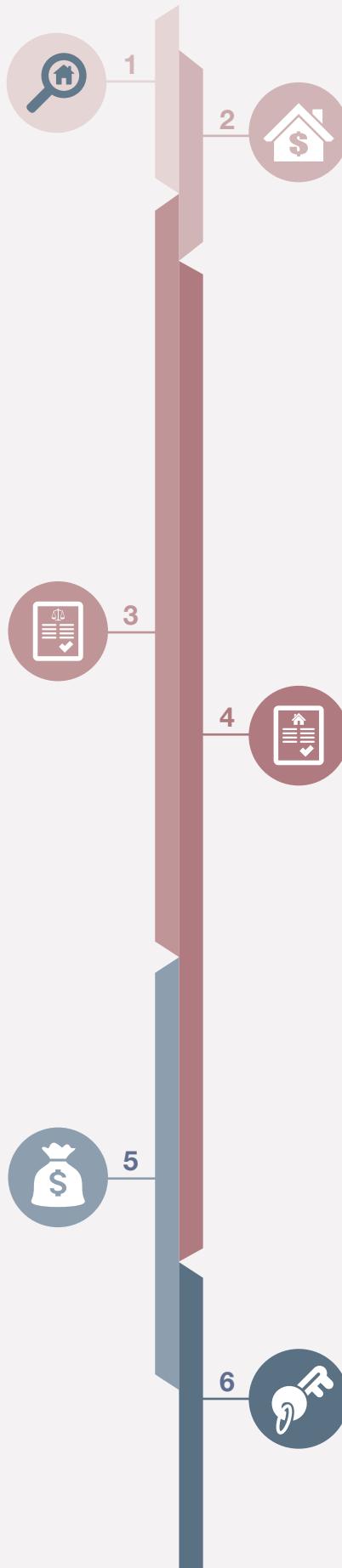
Many developers and some vendors will allow your contract to be conditional upon FIRB approval, however you will generally need to show evidence that the application for FIRB approval has been submitted within five business days of signing the contract.

5 Prior to settlement

A pre settlement inspection is conducted either by you, or you may appoint a representative, your sales agent and/or a building inspector.

If you require a mortgage at settlement, a valuation inspection and report may be required by your bank.

The remaining balance, or the proportion not covered by a mortgage, needs to be paid as a bank cheque. Your lawyer will advise you on the exact amount and who the cheque should be addressed to. You or a representative will be required to physically attend at the bank to process the payment.



2 Select a property

For off the plan properties: pay an initial deposit. This can vary but will typically be AU\$5,000 as an 'Expression of Interest' (EOI).

4 Exchange

Execute the contract in full with your lawyer.

For off the plan properties: A further deposit is due, which is typically 10 percent of the agreed price. This will exclude the amount you paid as an initial deposit.

For established dwellings: A deposit is due, which is typically 10 percent of the agreed price. In some cases, the vendor will accept a 5 percent deposit.

In New South Wales, when sold by private treaty, there is a 'cooling off' period of five business days. However, most developers require a signed 66w certificate to waive the cooling off period. This is a document signed by your lawyer. If a property is sold under auction conditions, there is no cooling off period.

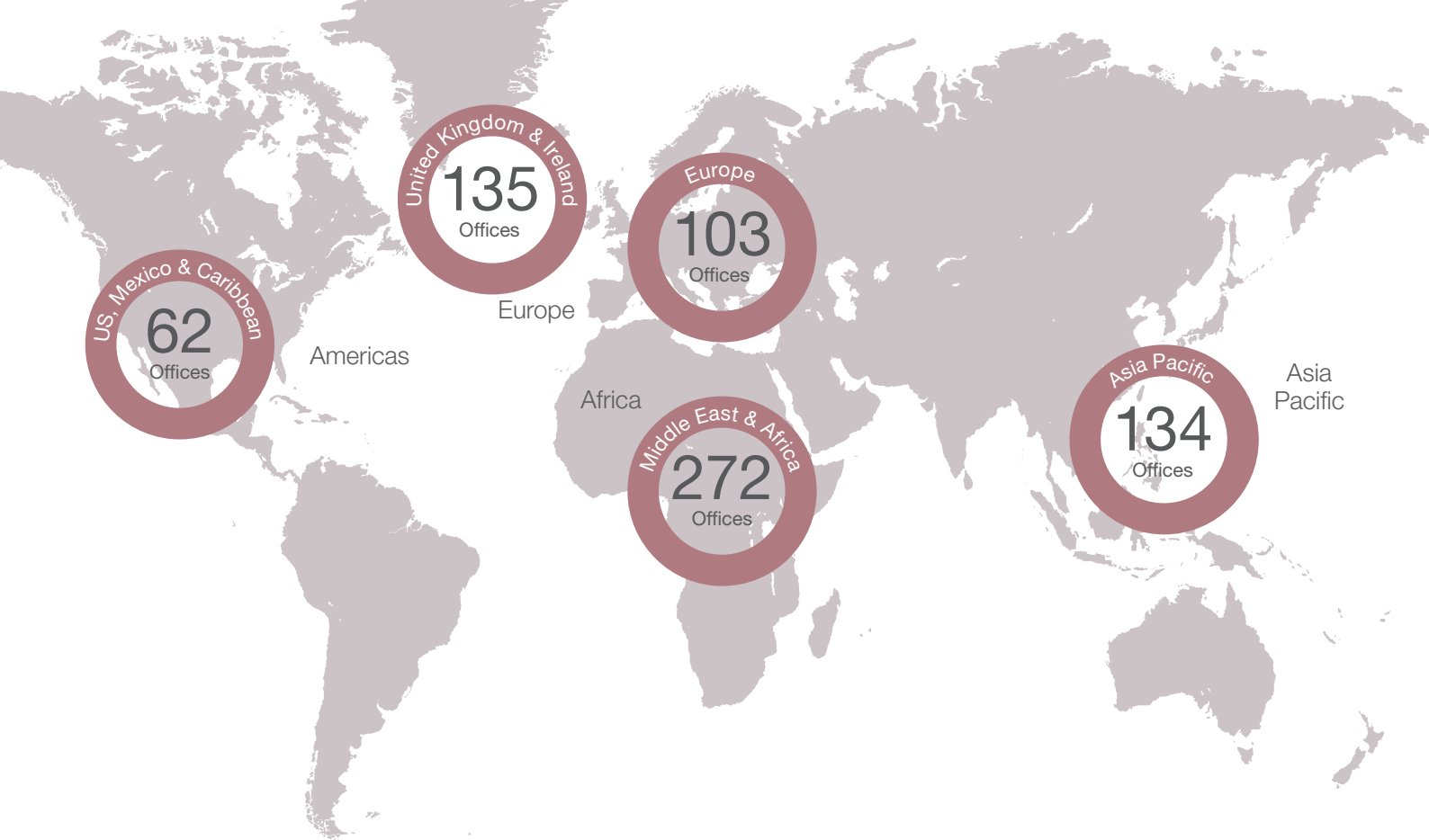
In Victoria, there is a mandatory cooling off period of three days that cannot be waived.

It is recommended to have your deposit funds available prior to looking for property to ensure that you can act quickly if a good opportunity arises. If you are in the process of transferring money from overseas and are concerned about not having the funds by the due date, it may be possible to transfer this in instalments, depending on developer/vendor approval. You can discuss this with your sales agent prior to placing the initial deposit.

Payment for FIRB and stamp duty needs to be paid via bank cheque. This should be organised before leaving the country as you or a representative will be required to physically attend at the bank to process the payment.

6 Settlement

Once the developer's/vendor's lawyer confirms with your sales agent that you have settled, which means you have paid the remaining balance and the title has been transferred to you, your sales agent will contact you to arrange collection of your keys and to welcome you to your new property. Either bring a Photo ID (Passport) or you can seek prior approval for a representative to meet your agent on your behalf.



ASIA PACIFIC NETWORK

More than 700 owned and associate offices worldwide

UK, Ireland & Channel Islands

England
Guernsey
Ireland
Jersey
Northern Ireland
Scotland
Wales

Asia Pacific

Australia
Cambodia
China

Hong Kong
India
Indonesia
Japan
Macau
Malaysia
Myanmar
New Zealand
Philippines
Singapore
South Korea
Taiwan
Thailand
Vietnam

Continental Europe

Austria
Belgium
Croatia
Denmark
Finland
France
Germany
Gibraltar
Greece
Italy
Luxembourg
Monaco

Montenegro
Netherlands
Norway
Poland
Portugal
Russia
Serbia
Spain
Sweden
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Middle East & Africa

Bahrain
Botswana
Kenya
Mauritius
Mozambique
Namibia
Oman
Qatar
Seychelles
South Africa
United Arab Emirates
Zambia
Zimbabwe

Americas, Canada & Caribbean

Bahamas
Barbados
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Colombia
Grenada
Mexico
Panama
St Kitts & Nevis
St Lucia
US

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