Sample property, Ngunnawal ACT 2913

House (1996) · 452㎡ Crown lease · 3 bed · 2 bath · 2 car · EER 3.5 · Listed “Offers Over $820,000”, 7 July 2026 · Private treaty — offers over · ACT Government (no local council)

Listing photography — included in your report

ESTIMATED FAIR-VALUE RANGE — GENERAL INFORMATION, NOT A VALUATION

$840,000 – $880,000

Confidence: moderate. Derived from the automated valuation estimate ($840k–$900k), 13 recorded Ngunnawal sales Feb–Jul 2026, and two disclosed-price campaign outcomes. Weakened by mostly undisclosed campaign prices and an unsighted building & compliance report for the enclosed pergola. Method: page 16.

The floor is not the value

The $820k “offers over” floor sits below the automated-estimate band — a competition anchor. The same floor on 14 Paul Coe Cres closed at $805k.

The extras are unverified

The enclosed rear pergola, deck and 2019 kitchen carry no sighted approvals yet — the seller’s compliance report will say; it has not been provided.

Steady, not frantic

Ngunnawal is +6.8% in 12 months and sells in ~22 days — this campaign is at day 25 and was re-advertised 31 July.

THE 60-SECOND READ

the whole report on one page — details and sources on pages 3–16

ADVERTISED	ESTIMATED RANGE	TOTAL UPFRONT AT FLOOR	RENT ESTIMATE
$820k floor	**$840–880k**	**$845,938**	**$640–700/w**
"offers over" · day 25 · re-advertised 31 Jul	TBG range within the automated-estimate band $840–900k	incl. ACT duty $23,338 (owner-occupier rate) + conveyancing + inspections	4.1–4.4% gross at the floor (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($840k–$900k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom, 2-bathroom sales cluster $780k–$870k, 4-bedroom and renovated sales reach $960k — then tempered because the improvements that justify the top end (enclosed pergola, deck, kitchen) are not yet shown as approved. Result: **$840,000–$880,000**.
2. **The market is steady but not blind:** homes here sell in a median 22 days, yet both recent campaigns that disclosed a price and ran past ~3 weeks sold below it — including the suburb's other "offers over $820k", which closed at $805,000.
3. **The vendor holds a 17-year equity cushion** (bought $410k in 2009) — no forced-sale pressure, but every sale locks in a solid win, so clean certain offers get taken seriously.
4. **The property's premium features may not appraise:** bank valuers credit land, beds and baths — not enclosed pergolas and decks. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** an unsighted compliance report, an unknown tenancy, 1996-era gas heating and switchboard, and a Crown lease to read — each is checkable before offering, and each converts to information a buyer can act on.

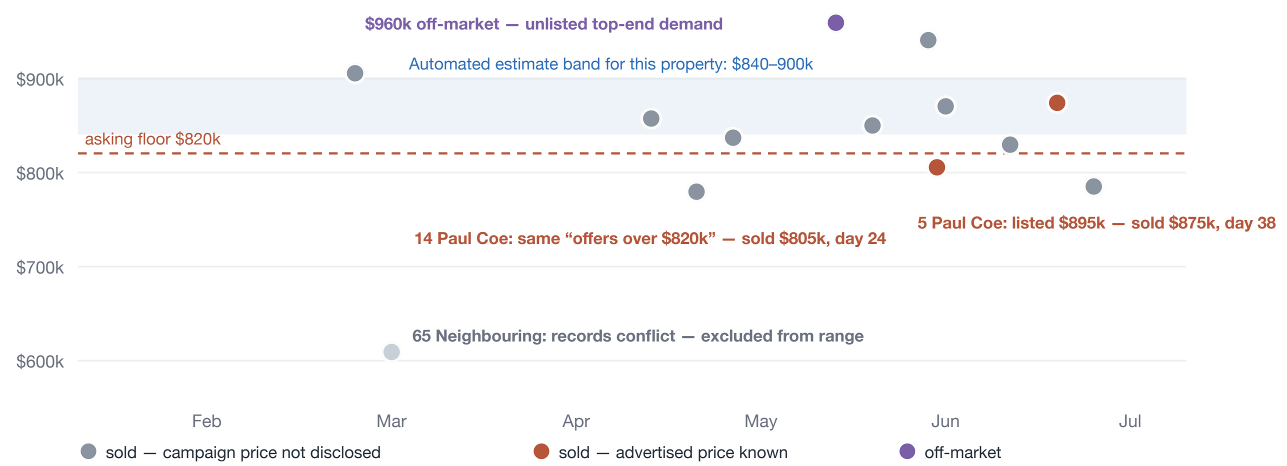
FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ Ask for the full contract pack — the ACT seller must attach the building, compliance and pest reports, EER and Crown lease; read the compliance report for the pergola and deck.
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Tenancy status — sight the lease or secure vacant possession in the contract.
- ☐ Your own electrician and gas fitter — 1996 switchboard, ducted gas heater at end of life, evaporative cooler, solar inverter.
- ☐ Two insurance quotes — Canberra hail history and northern-fringe loadings vary by insurer and affect serviceability.

PRICE & COMPARABLE EVIDENCE

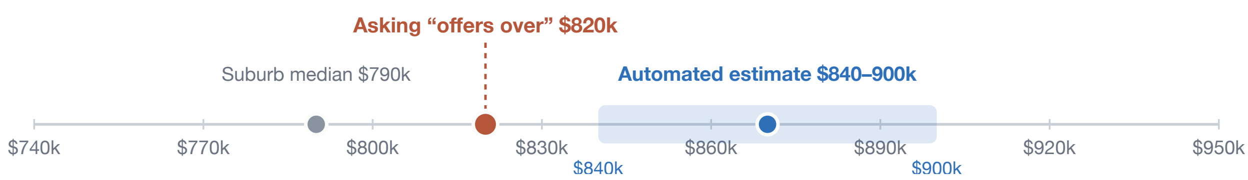
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED NGUNNAWAL HOUSE SALE, FEB–JUL 2026



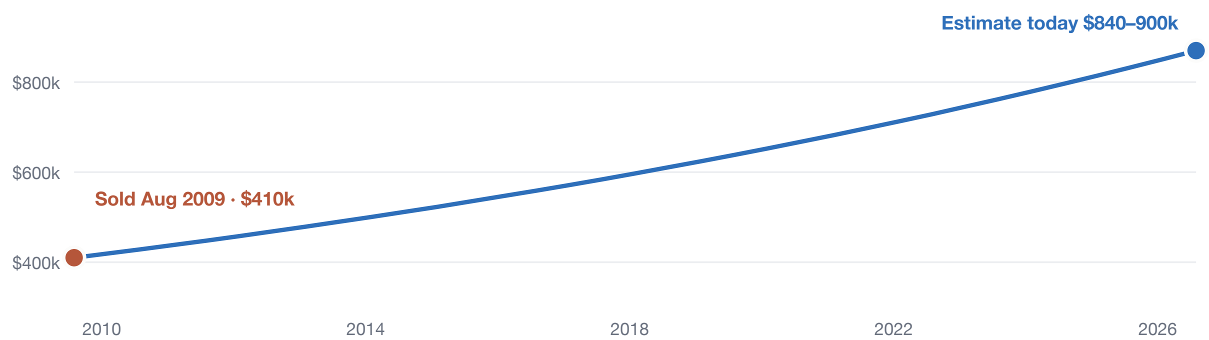
Takeaway: comparable 3-bedroom sales cluster between $780k and $870k; the sales above that carried a fourth bedroom or a full renovation. The two campaigns that showed a price both closed below it — evidence that advertised floors here are starting points, not minimums. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

WHERE THE ASKING PRICE SITS



Takeaway: the $820k floor is set below the automated-estimate band — in a suburb that has risen this is a deliberate under-anchor designed to attract multiple offers, not a discount.

THIS PROPERTY’S OWN PRICE HISTORY



Takeaway: last transfer of the lease — $410,000 in August 2009 (a 4.5% compound path to today’s estimate); the 1996 first sale pre-dates the vendor. The vendor’s equity cushion means no distress, and no urgency discount to wait for.

COMPARABLE SALES — THE DETAIL BEHIND THE CHART

recorded sales and sold-listing records, retrieved 1 Aug 2026 · every row individually verified

ADDRESS	PRICE	SOLD	BED/BATH/CAR	LAND	DAYS	TYPE	KEY DIFFERENCE VS SUBJECT	VERIFIED
12 Wanganeen Ave	$960k	May 2026	4/2/2	620㎡	—	Off-market	4 bed · renovated · larger block · off-market	Yes
108 Jabanungga Ave	$940k	Jun 2026	4/2/2	580㎡	33	Sold	4 bed · ensuite · corner block	Yes
27 Unaipon Ave	$905k	Mar 2026	4/2/2	540㎡	12	Sold	4 bed · updated throughout	Yes
5 Paul Coe Cres	$875k	Jul 2026	3/2/2	500㎡	38	Sold · price disclosed	listed $895k — sold 2.2% under	Yes
41 Unaipon Ave	$870k	Jun 2026	3/2/2	470㎡	9	Sold	3 bed · new kitchen & bathrooms	Yes
18 Wanganeen Ave	$858k	Apr 2026	3/2/2	480㎡	14	Sold	3 bed · solar · covered deck	Yes
33 Jabanungga Ave	$850k	Jun 2026	3/2/2	455㎡	21	Sold	3 bed · closest all-round match	Yes
7 Unaipon Ave	$838k	May 2026	3/2/2	460㎡	19	Sold	3 bed · original kitchen	Yes
22 Paul Coe Cres	$830k	Jun 2026	3/2/1	440㎡	26	Sold	3 bed · single garage	Yes
14 Paul Coe Cres	$805k	Jun 2026	3/2/2	448㎡	24	Sold · price disclosed	same "offers over $820k" floor — sold $15k under	Yes
61 Wanganeen Ave	$785k	Jul 2026	3/1/1	420㎡	30	Sold	3 bed · 1 bath · smaller block	Yes
52 Jabanungga Ave	$780k	May 2026	3/1/2	445㎡	17	Sold	3 bed · 1 bath · original	Yes
65 Neighbouring St	$610k	Mar 2026	3/1/2	450㎡	—	Excluded	records conflict ($610k transfer vs $760k portal) — excluded	Conflict

"Days" = days on market where the campaign was public. "Verified" = price and date matched against a second independent record. Subject: 3 bed · 2 bath · 2 car · 452㎡ · 1996.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 33 Jabanungga Ave ($850k, 21 days) and 7 Unaipon Ave ($838k, 19 days) — 3-bed, 2-bath homes on 455–460㎡ blocks without the enclosed-pergola premium. **Upper bracket:** the four sales at $875k–$960k all carried a fourth bedroom, a full renovation or a larger block, so they set a ceiling rather than a benchmark. **Lower bracket:** the three sales at $780k–$805k are 1-bathroom, original-condition or under-pressure campaigns — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $150k. Net effect: the range on page 1 sits between the closest matches and the upper bracket, then is tempered for the unsighted compliance report on page 10.

How to use this table: pick the two or three rows most like the home you are looking at, then ask the agent for the contract price on any campaign whose price was not disclosed. What sold, when, and how fast is public information — the difference between an advertised floor and a contract price is the negotiation.

SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE
$790k
houses — this property specs above the median

SOLD VS NEW LISTINGS
104 / 79
12 months — demand ≈1.3× new supply

MEDIAN ASKING RENT
$650/w
120 observations · suburb-wide

AVERAGE HOLD
9.6 yrs
an owner-occupier suburb that holds, not flips

MOMENTUM & SELLING SPEED

Median value growth — 12 months
+6.8%

Median value growth — 5 years
+22.4%

This campaign — days on market
25

Recent sales — median days on market
22

Takeaway: a 6.8% year is solid rather than spectacular — Canberra's outer north has recovered steadily rather than spiked — and with 104 sales against 79 new listings the supply gap behind it is modest but visible. This campaign (25 days) has already outlasted the recent-sales median (22 days): not stale, but past its hottest window.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$640–700 / week	Around the suburb median, edging above it for the second bathroom, garage and solar.
Gross yield at the $820k floor	4.1–4.4%	Typical for Canberra houses; excludes vacancy, management, rates, land tax and insurance.
Rental market depth	120 observations / 12 mo	A real rental market — not thin — consistent with Gungahlin's public-service and student tenant demand.
Insurance caveat	Not yet quoted	**Data not available for this property** — Canberra hail history and northern-fringe loadings move premiums by hundreds a year and change net yield. Quote before exchange.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence 142㎡ plus enclosed rear pergola (≈18㎡), timber deck, double garage with internal access, garden shed.

Listing photo

Enclosed rear pergola — approval not yet sighted

Listing photo

Open-plan living — 2019 kitchen, ducted gas heating

Listing photo

Rear yard, deck and 6.6 kW solar array

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR NGUNNAWAL
Land	452㎡ · Crown lease (99 years from 1996) · RZ1 Suburban	Standard — most 1990s blocks run 420–500㎡; the ACT has no freehold
Bathrooms	2 (ensuite + main)	Typical — 3/2/2 is the suburb's core stock; 1-bathroom homes trade at a discount
Extras	Enclosed pergola, deck, 2019 kitchen, 6.6 kW solar	**Above typical** — the features this campaign is priced on; verify their approval status
Construction	1996 brick veneer, one storey, tiled roof · EER 3.5	Typical era — ducted gas heating and evaporative cooling now near end of life
Easements	Sewer main (Icon Water) along the rear boundary	Common — confirm the pergola and deck sit clear of it on the deposited plan
Occupancy	Recorded as rented — lease terms **not available**	—
Title (record, not a search)	Crown lease · Block / Section on the deposited plan · single dwelling	lease record — a formal lease and title search must replace this before contract
Approvals on file	**Not sighted** — enclosed pergola, deck, kitchen works	The seller's building & compliance report will list any unapproved structures — the highest-value check (page 10)

LOCATION, AMENITY & OVERLAYS

distances are straight-line/road estimates from public mapping · overlays as recorded in public planning layers on the date shown — not a lease conveyancing enquiry

WHAT IS NEARBY

AMENITY	NEAREST / CATCHMENT	DISTANCE
Primary school	Ngunnawal Primary School	≈0.8 km · priority enrolment area
Secondary school	Gold Creek School (K–10) · Gungahlin College (11–12)	≈2.5 km · ≈4 km
Public transport	Local bus to Gungahlin Place — light rail to the City	≈300 m to nearest stop
Shops & services	Ngunnawal local shops · Casey Market Town · Gungahlin Town Centre	≈0.7 km · 2 km · 4 km
Health	Gungahlin Walk-in Centre · North Canberra Hospital (Bruce)	≈4 km · ≈10 km
Canberra City	via Gungahlin Dr / light rail from Gungahlin Place	≈14 km · 20–25 min off-peak

Priority enrolment areas change — confirm with the ACT Education Directorate before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

Light rail Stage 2A (City to Commonwealth Park) — under construction
extends the reach of the Gungahlin line; a corridor benefit, no direct impact on the street

Nearby development applications
Not available — ACT development application register not searched for this report

A development application on an adjoining block, a road widening or a Territory Plan variation can change a street more than anything inside the fence. Ask the vendor's conveyancer for the lease conveyancing enquiry documents and search the ACT development application register yourself.

PLANNING & HAZARD OVERLAYS

Recorded = overlay applies to the block · Not recorded = no overlay in the layer searched · Not available = not searched for this report

OVERLAY	STATUS	WHAT THE RECORD SHOWS	SOURCE · RETRIEVED
Zoning	RECORDED	RZ1 — Suburban Zone (Territory Plan 2023)	Territory Plan / ACTmapi, checked 1 Aug 2026
Flood	NOT RECORDED	Not within a mapped flood-prone or overland-flow overlay	ACTmapi hazard layers, 1 Aug 2026
Bushfire	NOT RECORDED	Outside the mapped Bushfire Prone Area — the suburb's northern fringe abuts open grassland; check the insurer's own rating	ACT Bushfire Prone Area map, 1 Aug 2026
Heritage	NOT RECORDED	No ACT Heritage Register listing on the block or adjoining blocks	ACT Heritage Register, 1 Aug 2026
Easements	RECORDED	Sewer main easement (Icon Water) along the rear boundary — confirm position vs the enclosed pergola and deck	deposited plan / lease record, checked 1 Aug 2026
Crown lease	RECORDED	Residential lease, 99 years from 1996 · single-dwelling purpose clause · not a Land Rent Scheme lease per the record	lease record, checked 1 Aug 2026

Reading this page: nothing here is a determination. "Not recorded" means the public layer showed no overlay on the date checked; the conveyancer's lease conveyancing enquiry and the insurer's own hazard rating are the documents that bind. Where a row says "Not available", that search was not done for this report — it is a gap, not a clearance.

PURCHASE COSTS

ACT conveyance duty from 1 Jul 2026 · cross-checked against the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised floor

ITEM	AMOUNT	NOTE
Advertised floor	$820,000	"offers over" — the contract price will differ
ACT conveyance (stamp) duty	$23,338	eligible owner-occupier rate: $19,208 + $5.90 per $100 over $750,000 (2026–27; non-owner-occupiers pay ≈$26,330) · effective 2.85%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer; solicitor typically more · plus reimbursing the seller's report costs at settlement (ACT practice)
Building & pest (estimate)	$600	the seller's reports come with the contract; budget this for your own electrician / gas fitter (page 13)
Total estimated upfront	**$845,938**	**excludes loan fees, LMI, insurance and moving**

FIRST-HOME-BUYER CHECK

concessions as published from 1 July 2026 · eligibility is personal and must be confirmed with the ACT Revenue Office

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$23,338	eligible owner-occupier rate
Eligible first home buyer, established home	$0	ACT Home Buyer Concession Scheme — full duty concession from 1 Jul 2026 (no price cap or income test); requires no property owned in the last 5 years and 12 months' occupation — confirm eligibility with the ACT Revenue Office
Other grants	Not modelled	the ACT has had no First Home Owner Grant since 2019 — the duty concession replaced it; the federal Home Guarantee Scheme is a lender guarantee, not a grant — check current eligibility

REPAYMENT & DEPOSIT SCENARIOS

model guide · 6.10% p.a. indicative variable, P&I, 30 years · LMI from the TBG LMI calculator (indicative insurer schedules), capitalised into the loan

MEASURE	5% DEPOSIT	10% DEPOSIT	20% DEPOSIT
Deposit	$41,000	$82,000	$164,000
Loan before LMI	$779,000	$738,000	$656,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$31,160	$14,096	$0
Monthly repayment	**$4,910**	**$4,558**	**$3,975**
Weekly equivalent	$1,133	$1,052	$917
Total interest over the term	$957,270	$888,663	$775,117

INCOME GUIDE — 20% DEPOSIT

≈$135k+

indicative gross income to service $656,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT

≈$165k+

indicative gross income to service $810,160 — context only

ASSESSMENT BUFFER

9.10%

lenders test repayments ~3% above today's rate

These are model outputs at the advertised floor. This report assumes nothing about your income, debts or deposit and is not an assessment of you — a broker pre-assessment supersedes every figure on this page.

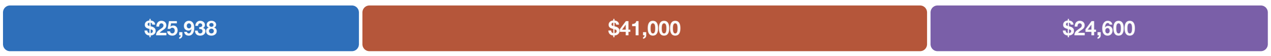
COST OF OWNERSHIP

indicative annual lines · TBG ownership-costs calculator (holding ≈1% of price p.a.), 1 Aug 2026 · three-state: figure / Not available / Not applicable

ANNUAL COST LINE	ESTIMATE	BASIS · WHAT TO CHECK
General rates	$2,900/yr	ACT Government general rates (AUV-based, incl. fire & emergency and safer families levies) — confirm on the rates notice
Water & sewerage (fixed charges)	$1,150/yr	Icon Water supply + sewerage fixed charges; usage extra
Building & contents insurance	*Not available*	Canberra hail history and northern-fringe bushfire loadings vary by insurer — two quotes before exchange
Maintenance sinking allowance	$4,100/yr	0.5% of price p.a. — 1996 gas heating and evaporative cooling push this toward 1%
Property management (if rented)	$2,662/yr	8% of rent at $640/w — only if held as an investment
Land tax	$0/yr	ACT land tax applies only to residential property that is not the owner's principal place of residence — nil while owner-occupied
Indicative annual holding cost — owner-occupier, known lines only	**$8,150/yr**	**plus insurance once quoted — budget $8,200+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $91,538 (excludes the price itself and loan interest)



- Upfront (duty, conveyancing, B&P) — $25,938
- Holding × 5 yrs (rates, insurance, maintenance) — $41,000
- Cost to sell (≈3%) — $24,600

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $91,538 on top of the price — $25,938 to get in, about $41,000 to hold, and $24,600 to get out again. That is the hurdle any growth or rent has to clear before the purchase is ahead.

IF HELD AS AN INVESTMENT

gross vs net · rent estimate $640–700/week

MEASURE	VALUE	READING
Gross yield at the floor	4.1%–4.4%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	3.1%–3.4%	after ~$8,200 holding; falls further once insurance and land tax are added
Vacancy allowance	2–3 weeks/yr	Gungahlin rental depth (120 observations) supports low vacancy — not zero
Land tax	≈$4,500–5,500	ACT land tax applies once the home is rented (fixed charge + AUV-based marginal rates); nil while owner-occupied — confirm with the ACT Revenue Office

Insurance is the missing line on this page. In Canberra the drivers are hail (the 2020 storm is still in the loss history) and bushfire-fringe loadings vary between insurers — two quotes before exchange will change the net figures above more than anything else here.

RISKS & THINGS TO INVESTIGATE

severity: MATERIAL, then INVESTIGATE, then FLAG — the order a building inspector would use

MATERIAL — Unverified approvals on the value-defining extras

No approvals have been sighted for the enclosed rear pergola, the deck or the 2019 kitchen works. In the ACT the seller's building & compliance report must list unapproved structures — and it has not been provided with the listing. Unapproved structures can void insurance, complicate finance, and erase exactly the premium this property asks. Action: obtain the contract pack and read the compliance report before offering; ask the vendor to rectify or price any unapproved works.

MATERIAL — Valuation shortfall scenario

Bank valuers credit land, bedrooms and bathrooms — not enclosed pergolas and decks. If a lender's valuation lands near the band's low end ($840k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer, and use the 5-business-day cooling-off if the valuation arrives late.

INVESTIGATE — Tenancy status

The property is recorded as rented; lease end date and rent are not available in the data. A fixed-term lease running past settlement changes owner-occupier plans entirely. Action: sight the lease or secure vacant possession in the contract.

INVESTIGATE — 1996-era services and the gas transition

Ducted gas heater, evaporative cooler, hot-water system and switchboard are at or beyond typical service life, and the ACT is phasing out household gas. Action: your own electrician and gas fitter, and a quote for a heat-pump swap so the cost is known before it is negotiated.

INVESTIGATE — Insurance cost

Hail history and northern-fringe loadings move premiums by hundreds a year between insurers. Action: two quotes before exchange.

FLAG — Campaign re-advertised at day 24

The 31 July refresh suggests the first offer wave has not closed it. Neutral fact; both sides can read it.

FLAG — Street View imagery is dated (Mar 2022)

The frontage matches current photography, but verify current street condition in person.

FLAG — One comparable-sale record conflicts across sources

65 Neighbouring St shows $610k (registered transfer) vs $760k (portal report). Excluded from the fair-value range; resolve only if it matters to your comparison set.

AGENT INTELLIGENCE & RECORD

public listing and agent-profile data, 12 months to 1 Aug 2026 · register check as dated below

LEAD AGENT
Marcus Delaney
Northside Property Gungahlin · 02 6242 0000 · 4.9/5 (110 reviews)

SALES, LAST 12 MONTHS
42
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$845k
this campaign sits in the agent's usual price band

CAMPAIGN PATTERN
Offers-over
competition-style campaigns; day 25 here, re-advertised 31 Jul

```
AGENT RECORD CHECK
Agent: Marcus Delaney, Northside Property Gungahlin Licence: Not published on listing
Register searched: Access Canberra register of licensed agents (Agents Act 2003), ACT
Result: No disciplinary action recorded on the Access Canberra licensed–agents and disciplinary registers as at 1 Aug 2026
Checked: 1 Aug 2026 Source: official register only — quoted, not characterised
```

The agent acts for the seller — and is paid when a sale happens

On a typical 2% commission the difference to the agent between an $820,000 and an $860,000 sale is roughly $800; a deal that collapses costs them about $16,000. That asymmetry is a fact about incentives, not about this agent: a firm, finance-ready written offer is worth more to the selling side than a hypothetical higher one next month.

WHAT BUYERS COMMONLY HEAR	WHAT IT USUALLY IS	QUESTIONS BUYERS IN THIS POSITION OFTEN ASK
"We have strong interest / other offers"	Urgency — often true in a 22-day suburb. The question is what is in writing.	"How many contracts issued, how many written offers?" — and whether a multiple-offer process will be run in writing.
"Offers over means the vendor wants more"	Re-anchoring above the advertised floor before any offer exists.	"What price would the vendor sign today?" — then decide from the evidence on pages 3–4, not the answer.
"The enclosed pergola and solar add $60k"	Feature-stacking at replacement cost, which valuers do not credit.	"Can you send the contract pack with the compliance report?" — evidence requests are polite pressure.

THE BUYER'S JOURNEY FROM HERE

the usual order of events from here to settlement — each numbered step is a decision gate, not a commitment

1. **Get finance-ready** — broker pre-assessment; set your ceiling
2. **Gather the evidence** — contract pack · lease · compliance report · this report
3. **Inspect hard** — read the seller's reports + your own electrician/gas fitter
4. **Offer in writing** — clean terms, pre-approval attached
5. **Exchange & cooling-off** — 5 business days · finance · valuation · re-open on findings
6. **Unconditional, then settle** — 30 days · insure from exchange

HOW BUYING WORKS IN THE ACT

typical practice vs the practice that protects the buyer · general information — your conveyancer confirms the specifics

STEP	TYPICAL PRACTICE	PROTECTIVE PRACTICE	WHY IT MATTERS HERE
Contract & cooling-off	Treat the cooling-off as a free finance clause.	Private-treaty buyers get **5 business days after exchange** to rescind, forfeiting **0.25% of the price** (≈$2,050 at the floor). It can be waived with a solicitor's certificate and does not exist at auction. Negotiate finance and valuation conditions anyway.	Five days is rarely enough for a valuation and formal approval — conditions are the real exits, and each is a renegotiation checkpoint.
Disclosure	Rely on the listing and the agent's word.	ACT sellers must attach the Crown lease, title search, lease conveyancing enquiry documents, building conveyancing report, compliance report, pest report, EER and asbestos advice to the contract before marketing. Read the compliance report first — the buyer reimburses the seller for these reports at settlement.	The approval status of the pergola and deck is already in a document you are entitled to see — ask for it before offering, not after.
Deposit & settlement	Accept the marketed 10% / 30 days as fixed.	Both are stated "or by negotiation" — 5% deposits are common in the ACT, and certainty on timing has value to a vendor.	A clean 30-day settlement signed in August with finance already approved is attractive to a vendor with a tenant to manage.
Crown lease & charges	Assume it is freehold and ignore the lease.	Every ACT block is a 99-year Crown lease: read the purpose clause, check it is not a Land Rent Scheme lease, and confirm rates and any land tax are adjusted at settlement.	Lease terms are rarely a problem for a 1996 suburban block — but the conveyancer confirms it, not the listing.

OFFER & CONTRACT CHECKLIST

the clauses and documents buyers in this position commonly ask their conveyancer about — general information; your conveyancer drafts the terms

BEFORE AN OFFER GOES IN WRITING

- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval); the 5-business-day cooling-off is a backstop, not a finance clause
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price
- ☐ Building, compliance & pest reports — read the seller-supplied reports before exchange; the right to withdraw or renegotiate on material findings
- ☐ Electrical and gas inspection — 1996 switchboard, ducted gas heater, evaporative cooler, solar inverter and its export agreement
- ☐ Approvals condition — vendor to rectify or price any unapproved works the compliance report lists (enclosed pergola, deck, kitchen)
- ☐ Vacant possession or a copy of the current lease attached to the contract, with end date and rent
- ☐ Deposit amount and timing — 10% is the marketed ask; 5% is commonly accepted in the ACT and when it is paid is negotiable
- ☐ Settlement window — 30 days marketed; align to finance and insurance lead times
- ☐ Insurance from exchange — two quotes obtained before signing
- ☐ Special conditions — easement position confirmed against the pergola and deck; Crown lease read for purpose clause and any Land Rent status; any chattels listed
- ☐ Sunset / finance date that leaves time to re-negotiate on findings, not just to walk away
- ☐ Private ceiling written down before the first conversation — never disclosed

INSPECTION CHECKLIST — SPECIFIC TO THIS PROPERTY

1996 brick-veneer house with an enclosed pergola and deck · hand this to your electrician and gas fitter alongside the seller's reports

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- Roof tiles, ridge capping and gutters — 30 years and one major hail event
- Switchboard age, RCD coverage, sub-circuits to the garage and enclosed pergola
- Ducted gas heater and hot-water system age; evaporative cooler condition; solar inverter and panel warranty paperwork
- Drainage and site fall — how the yard behaves in a Canberra downpour; frost heave at paths and slab edges
- Enclosed pergola and deck — footings, fixings, flashing to the house, any signs of movement; match against the compliance report
- Kitchen renovation (2019) — plumbing and electrical certificates of compliance
- Termite barrier evidence and any past treatment certificates — low risk in Canberra, not zero
- Easement position (sewer main) vs the pergola and deck on the deposited plan

AUCTION GUIDE

how the process differs when the sale method is auction · general information about how auctions work — not bidding instructions

IF THIS CAMPAIGN CONVERTS TO AUCTION

The fall of the hammer is unconditional and there is no cooling-off. Everything on pages 12–13 — finance approval, valuation comfort, the seller's building, compliance & pest reports, your own electrical and gas checks, insurance quotes and the contract review — has to be complete *before* bidding, not after. The stages below describe how the process usually runs.

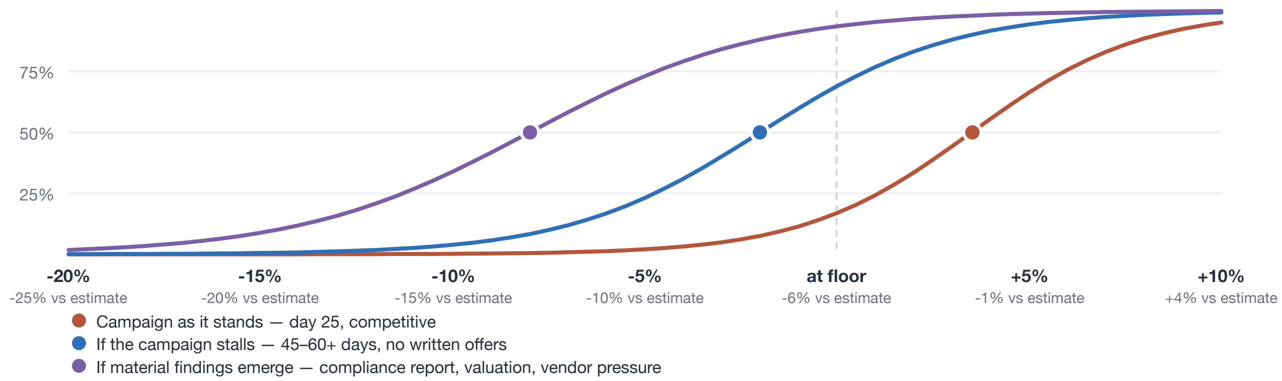
STAGE	WHAT HAPPENS · WHAT BUYERS IN THIS POSITION OFTEN DO
Before auction day	All conditions are cleared in advance — finance approval in writing, valuation comfort, the seller-supplied building, compliance & pest reports read, your own electrical and gas checks, insurance quotes, contract reviewed by a conveyancer. Nothing can be made conditional after the hammer falls.
Registration & conditions	Bidders register with ID; the auction conditions and the contract are read on the day. Buyers commonly ask beforehand whether a vendor bid will be used and how it is announced.
The private ceiling	Decided in writing before the day and treated as final. Auction design is built to move it; the number that never moves is the one written down beforehand.
Pre-auction offer	A written offer before the day is common in hot campaigns — but a pre-auction contract is usually also unconditional and the cooling-off is normally waived, so the same clearances apply. Vendors weigh certainty now against competition later.
Pass-in	If the reserve is not met, the highest bidder normally has first right to negotiate with the vendor. Terms — settlement, deposit, inclusions — are on the table alongside price at that moment.
After the hammer	Contract exchanged and deposit paid on the spot; no cooling-off. Insurance from exchange is standard.

THIS PAGE IS YOUR NEGOTIATION POSITION. IT IS EXCLUDED FROM ANYTHING SHAREABLE — FORWARDING IT WEAKENS YOU.

BUYER POSITION & STRATEGY — EDUCATIONAL SCENARIOS

how offers at each level have tended to play out — not instructions

INDICATIVE ACCEPTANCE LIKELIHOOD, BY OFFER LEVEL AND CAMPAIGN STATE



How to read it: pick an offer level along the bottom; each curve shows roughly how likely a written offer at that level is to be accepted under that campaign state. Calibrated to the 13 local sales on page 3 (median 22 days; both disclosed-price campaigns closed below their number). Estimates for orientation, not predictions.

Buyers in this position often consider: opening in writing at the advertised floor with pre-approval attached and the vendor's preferred terms (10% deposit, 30 days) — it forces a process response and flushes out whether competition is real; improving only against competing offers confirmed in writing; and treating the estimate midpoint (≈+6% over the floor) as the point where the question changes from "will they accept" to "should you pay it".

Scenarios that historically move prices down here: a campaign passing ~3 weeks with no written offers (14 Paul Coe closed 1.8% under its floor at day 24); material findings — unapproved works in the compliance report, valuation shortfall in writing, or vendor time pressure — priced as costs, not opinions; and certainty traded for price (settlement flexibility, prompt deposit, short clean contract).

The one rule that outranks everything: a broker pre-assessment sets your private ceiling before the first conversation. Write it down. Tell someone you trust. It is the single number never shared with the selling side — and this page stays private for the same reason.

UPFRONT AT THE FLOOR

$845,938

price + ACT duty $23,338 + conveyancing + inspections

REPAYMENT GUIDE

$3,975/mo

20% deposit, 6.10% p.a., 30 yrs · $917/week

INCOME GUIDE

≈$135k+

indicative single-income serviceability at 80% lend — your broker's number is the real one

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LEVERAGE LEDGER

who holds what — the facts behind the curves on page 14

WHAT A BUYER HOLDS

The extras may not appraise. Valuers credit land, bedrooms and bathrooms — not enclosed pergolas and decks. A lender's valuation near the band's low end re-opens the price.

The approvals are unproven. No compliance report sighted for the pergola, deck or kitchen works. Until it is, each is a condition, a cost, or both — and the seller must produce it.

The campaign was refreshed. Re-advertised 31 July at day 24 — the first wave of offers has not closed it.

Certainty is currency. The vendor asks 10% and 30 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A steady, undersupplied market. 104 sales against 79 new listings; median 22 days. Waiting costs the vendor little.

A well-presented specification. 3/2/2 with a 2019 kitchen, enclosed pergola, deck and solar under $850k — emotionally priced by exactly the buyer this ad targets.

No pressure to sell. Bought for $410k in 2009 — any sale is a 17-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 42 sales a year and competitive offer processes for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the advertised floor · indicative acceptance likelihood from the model on page 14 · no dollar figures — the ceiling is yours

OFFER BAND	CHANCE NOW	WHAT HAS TO BE TRUE FIRST	WHAT BUYERS IN THIS POSITION OFTEN DO
–10% and below	**≤10%**	Distress only: forced sale, major structural defect, or months of failed campaigning. None visible here.	Rarely opened here without hard evidence attached — it reads as not serious.
–2% to –4%	**≈10–20%**	Campaign passes ~3 weeks with no written offers — real in this suburb (14 Paul Coe closed 1.8% under its floor, day 24).	Evidence and certainty together: pre-approval, vendor's own terms, short clean contract, the comparable cited politely in writing.
At the advertised floor	**≈25–35%**	No competing written offers exist — interest that is not in writing is not an offer.	Commonly the opening written position: it starts the process and shows whether competition is real.
+2% to +4%	**≈50–65%**	Competing offers confirmed in writing; the campaign stays warm.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+6% and above (estimate midpoint)	**≈80%+**	Nothing — the question stops being "will they accept" and becomes "should you pay it".	Ceiling territory: past the estimate midpoint a buyer is paying tomorrow's price today.

Forces that push toward "just pay it": reverse anchoring (a low "offers over" floor makes anything above it feel like a win — the estimate band, not the ad, is the reference); competition heat (people pay to win, not to own — a ceiling set before entering means someone else overpaid, not that you lost); extrapolation (a +6.8% year priced in as if permanent — a deal that only works at continued growth does not work); feature seduction (the pergola-and-solar package, priced by comparables plus a chosen, capped margin); and sunk cost (inspections and this report bought information, not obligation — the decision is re-run fresh at every gate).

METHODOLOGY, SOURCES & DISCLAIMERS

how this report was built

DATA SOURCES

Sales & property records — recorded sales, automated valuation estimate, suburb statistics, sales histories and campaign timelines, retrieved 1 Aug 2026. **Listing data** — the live listing, sold records and agent profile, retrieved 1 Aug 2026. **Street-level imagery** — frontage. **ACT Government** — zoning descriptors as recorded; the seller's compliance report NOT yet sighted (listed as a check). **Planning & hazard overlays** — Territory Plan overlays, ACT Bushfire Prone Area map and ACT Heritage Register as recorded on 1 Aug 2026 (page 7); not a lease conveyancing enquiry. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Access Canberra register of licensed agents (Agents Act 2003), ACT, checked 1 Aug 2026, quoted in the register's own terms (page 11). **TBG calculators** — TBG stamp_duty, lmi, ownership_costs (1 Aug 2026).

HOW THE FAIR-VALUE RANGE WAS DERIVED

Start with the automated valuation estimate ($840k–$900k, midpoint $870k). Cross-check against all 13 recorded Ngunnawal house sales Feb–Jul 2026: comparable 3-bedroom, 2-bathroom homes cluster $780k–$870k; sales above $870k carried a fourth bedroom, a full renovation or a larger block. Adjust downward for the unsighted compliance report on the premium improvements and a realistic valuation-shortfall scenario; adjust upward for the 2019 kitchen, solar and double garage relative to original-condition stock. Result: **$840,000–$880,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

ACT conveyance duty computed at the eligible owner-occupier rates in force from 1 July 2026 (eligible owner-occupier rate: $19,208 + $5.90 per $100 over $750,000 (2026–27; non-owner-occupiers pay ≈$26,330)): $23,338 at the advertised floor, cross-checked against the TBG stamp-duty calculator. Lenders Mortgage Insurance figures are indicative insurer schedules (TBG LMI calculator). Repayment guide: principal & interest, 6.10% p.a. indicative variable, 30-year term. Serviceability guide assumes a single applicant, no dependants, no other debts, ~3% assessment buffer — a broker pre-assessment supersedes it entirely. Rental yield is gross and excludes all holding costs.

KNOWN DATA GAPS IN THIS REPORT

Advertised campaign prices were undisclosed for 10 of 13 recent sales (days-on-market used instead). Lease terms: not available. Compliance report: not sighted. Insurance cost: not quoted. One sale record (65 Neighbouring St) conflicts across sources and was excluded. No slot in this report is silently dropped — gaps are labelled where they occur.

QA & VERSION STAMP

every report passes the TBG QA gate before it ships

REPORT ID · REVISION	TEMPLATE · PREPARED	QA STATUS · REVIEWER
TBG-SAMPLE-ACT	**Template v6 · Prepared 1 August 2026**	**PASS · sample**
CHECKLIST APPLIED	**DATA RETRIEVAL DATES**	**AGENT RECORD CHECK**
Data Ops SOP v1 · QA checklist v1.0	**Sales & property records 1 Aug 2026 · listing data 1 Aug 2026 · Territory Plan overlays 1 Aug 2026**	**Access Canberra register of licensed agents (Agents Act 2003) · 1 Aug 2026**

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