The Buyer's Grail

Property decision-support report · General information, not advice

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-NSW · Template v6

Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

Sample property, Wallsend NSW 2287

House (1965) · 607m^2 · 3 bed · 1 bath · 2 car · Listed "Guide $800,000–$850,000", 11 July 2026 · Private treaty — price guide · City of Newcastle

Listing photography — included in your report

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

$820,000 – $860,000

Confidence: moderate. Derived from the automated valuation estimate ($815k–$875k), 13 recorded Wallsend sales Feb–Jul 2026, and two disclosed-guide campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified approvals on the rear extension and studio. Method: page 16.

The guide floor is not the value

The $800k guide floor sits below the automated-estimate band — a competition anchor. The same guide on 26 Tyrrell St closed at $790k.

The extras are unverified

The enclosed rear sunroom and the garage-to-studio conversion carry no sighted council approvals yet — they are the value and the risk.

Momentum with a clock

Wallsend is +6.8% in 12 months and sells in ~24 days — this campaign is at day 21, and its $800,000 floor sits exactly on the NSW first-home-buyer duty-exemption line.

This report is general information and education only. It is not financial, legal or property advice, and not a valuation. Full disclaimers and methodology: page 16.

BUYER REPORT

Prepared 1 August 2026
Report ID: TBG-SAMPLE-NSW · Template v6
Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

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
$800k floor	**$820–860k**	**$832,787**	**$600–650/w**
guide $800–850k · day 21 · listed 11 Jul	TBG range within the automated-estimate band $815–875k	incl. NSW duty $30,187 + conveyancing + inspections (nil duty for an eligible first home buyer)	3.9–4.2% gross at the floor (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($815k–$875k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom sales cluster $760k–$840k, renovated or 4-bedroom sales reach $880k–$920k — then tempered because the improvements that justify the top end (sunroom extension, studio) are unverified. Result: **$820,000–$860,000**.
2. **The market is steady, not blind:** homes here sell in a median 24 days, yet both recent campaigns that published a guide and ran past ~3–5 weeks exchanged below their floor — including the suburb's other "guide $800,000–$850,000", which closed at $790,000.
3. **The vendor holds a 17-year equity cushion** (bought $335k in 2009) — no forced-sale pressure, but every sale locks in a large 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 unapproved sunrooms and studios. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified approvals, a mine-subsidence district, 1965-era services and wiring, and flood wording on the insurance — each is checkable before exchange, and each converts to information a buyer can act on.

FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ City of Newcastle approvals search — DA/CDC history for every structure on the 607㎡ lot (sunroom extension, studio conversion, carport); if none, ask for a Building Information Certificate.
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Section 10.7 planning certificate in the contract — read the mine-subsidence and flood notations, then a Subsidence Advisory NSW enquiry on the lot.
- ☐ Building & pest plus electrician — 1965 wiring and switchboard, studio circuits, RCDs, roof and sarking, any asbestos-era sheeting.
- ☐ Do not hand over a s66W certificate "to secure it" — the 5-business-day cooling-off is the only statutory exit; use it, or make the contract conditional.

The Buyer's Grail

Sample property, Wallsend NSW 2287 · 1 August 2026

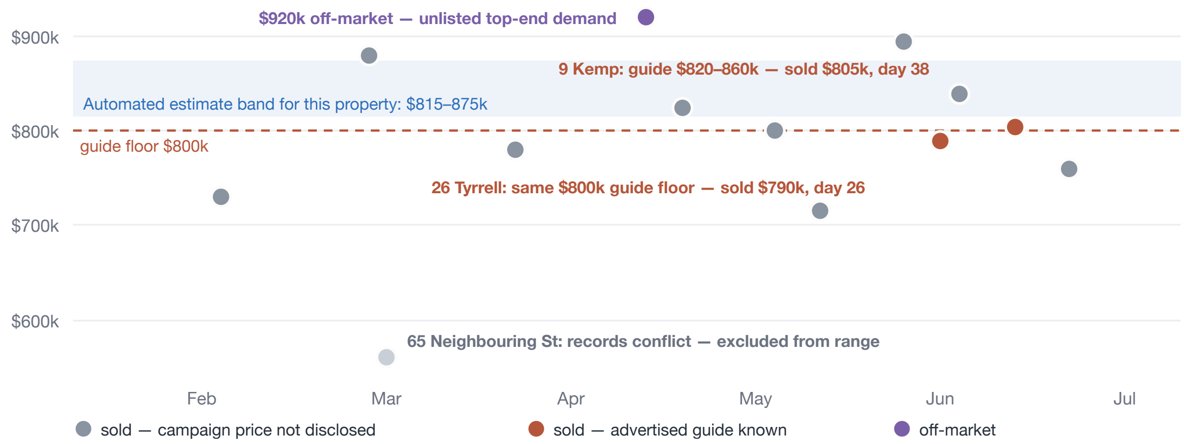
BUYER REPORT

Prepared 1 August 2026
Report ID: TBG-SAMPLE-NSW · Template v6
Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

PRICE & COMPARABLE EVIDENCE

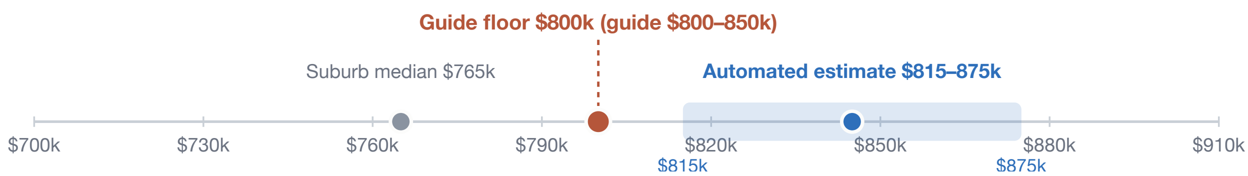
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED WALLSEND SALE OF THIS TYPE, FEB–JUL 2026



Takeaway: comparable 3-bedroom sales cluster between $760k and $840k; the sales above that carried a fourth bedroom, a second bathroom or a full renovation. The two campaigns that published a guide both closed below its floor — evidence that advertised guides 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 $800k guide floor is set below the automated-estimate band — in a rising suburb this is a deliberate under-anchor designed to attract multiple offers, not a discount. NSW underquoting rules mean the guide must match the agent's own estimate — ask what it is.

THIS PROPERTY'S OWN PRICE HISTORY

Takeaway: one sale on title — $335,000 in March 2009 (a 5.5% compound path to today's estimate). 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
14 Kokera St	$920k	Apr 2026	4/2/2	645㎡	—	Off-market	4 bed · full renovation · off-market	Yes
22 Boscawen St	$895k	Jun 2026	4/2/2	620㎡	33	Sold	4 bed · second living · pool	Yes
7 Longworth Ave	$880k	Mar 2026	3/2/2	690㎡	12	Sold	3 bed · 2 bath · renovated throughout · larger lot	Yes
41 Nelson St	$840k	Jun 2026	3/1/2	610㎡	17	Sold	3 bed · renovated · approved rear extension	Yes
18 Irving St	$825k	May 2026	3/1/2	600㎡	22	Sold	3 bed · closest all-round match	Yes
9 Kemp St	$805k	Jul 2026	3/1/1	615㎡	38	Sold · guide disclosed	guide $820k–860k — sold 1.8% under its floor	Yes
33 Frederick St	$800k	May 2026	3/1/2	580㎡	19	Sold	3 bed · updated · smaller lot	Yes
26 Tyrrell St	$790k	Jun 2026	3/1/2	605㎡	26	Sold · guide disclosed	same $800k guide floor — sold $10k under	Yes
12 Chatham St	$780k	Apr 2026	3/1/2	620㎡	24	Sold	3 bed · original kitchen · carport	Yes
51 Bunn St	$760k	Jul 2026	3/1/1	590㎡	28	Sold	3 bed · 1 car · original bathroom	Yes
5 Thomas St	$730k	Feb 2026	3/1/1	560㎡	31	Sold	3 bed · original throughout · smaller lot	Yes
38 Croudace Rd	$715k	May 2026	3/1/1	530㎡	35	Sold	main-road frontage · original condition	Yes
65 Neighbouring St	$560k	Mar 2026	3/1/1	600㎡	—	Excluded	records conflict ($560k transfer vs $640k 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 · 1 bath · 2 car · 607㎡ · 1965.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 18 Irving St ($825k, 22 days) and 12 Chatham St ($780k, 24 days) — 3-bed 1960s homes on 600–620㎡ lots without the sunroom or studio. 41 Nelson St ($840k) shows what an *approved* extension is worth here. **Upper bracket:** the three sales at $880k–$920k all carried a fourth bedroom, a second bathroom or a full renovation, so they set a ceiling rather than a benchmark. **Lower bracket:** the three sales at $715k–$730k are original-condition homes on smaller or main-road lots — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $80k. Net effect: the range on page 1 sits between the closest matches and the upper bracket, then is tempered for the unverified approvals 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 guide was not published. What sold, when, and how fast is public information — the difference between an advertised guide and a contract price is the negotiation.

SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE
$765k
houses — this property specs above the median

SOLD VS NEW LISTINGS
146 / 96
12 months — demand ≈1.5× new supply

MEDIAN ASKING RENT
$600/w
210 observations · suburb-wide

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

MOMENTUM & SELLING SPEED

Median value growth — 12 months
+6.8%

Median value growth — 5 years
+41.5%

This campaign — days on market
21

Recent sales — median days on market
24

Takeaway: a 6.8% year is solid rather than spectacular and sits on top of five years at +41.5% — a suburb re-rated by buyers priced out of Newcastle’s inner ring, not a speculative spike. With 146 sales against 96 new listings the supply gap is still visible. This campaign (21 days) is approaching the recent-sales median (24 days): still inside its hottest window, but not for long.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$600–650 / week	At to slightly above the suburb median, reflecting the renovated kitchen and bathroom and the studio.
Gross yield at the $800k floor	3.9–4.2%	Typical for a Newcastle house; excludes vacancy, management, rates and insurance.
Rental market depth	210 observations / 12 mo	A deep rental market — University of Newcastle and John Hunter Hospital both sit within 4 km.
Insurance caveat	Not yet quoted	**Data not available for this property** — Hunter-region house premiums vary by insurer and by flood wording, and change net yield. Quote before unconditional.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence ≈118㎡ plus enclosed rear sunroom (≈14㎡, later addition), detached former garage converted to a studio (≈24㎡), double carport, garden shed.

Listing photo

Converted garage/studio — approvals not sighted

Listing photo

Living room — polished timber floors, split-system AC

Listing photo

North-facing rear yard and sunroom addition

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR WALLSEND
Land	607㎡ · Torrens title · R2 low-density residential	Standard — most 1960s lots run 550–650㎡
Bathrooms	1 (renovated 2019)	Typical — most stock is 1–2; ask for the waterproofing certificate
Parking	2 spaces: double carport; former garage now a studio	**Unusual** — the studio is the standout feature for the work-from-home buyer
Construction	1965 brick veneer, tile roof, one storey	Typical era — sound structure, but 60-year-old services and wiring
Easements	Sewer main along the rear boundary (Hunter Water)	Common — confirm the studio's position against the sewer diagram in the contract
Occupancy	Owner-occupied per listing — vacant possession expected; **confirm** in the contract	—
Title (record, not a search)	Torrens · Lot / DP on title · Detached Dwelling	title record — the title search attached to the contract replaces this
Approvals on file	**Not sighted** — sunroom extension, studio conversion, carport	The single highest-value check before offering (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 planning certificate

WHAT IS NEARBY

AMENITY	NEAREST / CATCHMENT	DISTANCE
Primary school	Wallsend Public School	≈0.8 km · in catchment
Secondary school	Callaghan College — Wallsend Campus (7–10) · Jesmond Senior Campus (11–12)	≈1.2 km · ≈2.5 km
Public transport	Wallsend bus interchange — routes to Newcastle, Charlestown & the University	≈500 m to nearest stop
Shops & services	Wallsend Village & Wallsend Plaza · Westfield Kotara	≈1 km · ≈6 km
Health & education	John Hunter Hospital · University of Newcastle (Callaghan)	≈4 km · ≈3 km
Newcastle CBD	via Newcastle Rd / Inner City Bypass	≈11 km · 20–25 min off-peak

School catchments change — confirm with the NSW Department of Education school finder before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

Newcastle Inner City Bypass — Rankin Park to Jesmond section (connected Jun 2026; opening late 2026)
takes through-traffic off Newcastle Rd and Croudace St and shortens the run to John Hunter; no direct impact on the street

Nearby development applications
Not available — City of Newcastle DA tracker not searched for this report

A development application on an adjoining lot, a road widening or a rezoning can change a street more than anything inside the fence. Read the s10.7 planning certificate in the contract and search the council DA tracker yourself.

PLANNING & HAZARD OVERLAYS

Recorded = overlay applies to the lot · 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	R2 — Low Density Residential (Newcastle Local Environmental Plan 2012)	NSW Planning Portal, checked 1 Aug 2026
Flood	NOT RECORDED	Lot sits outside the mapped Ironbark Creek flood planning area that affects the town centre; the s10.7 certificate is the binding record	City of Newcastle flood planning map, 1 Aug 2026
Bushfire	NOT RECORDED	Not shown on the City of Newcastle bushfire-prone land map	NSW RFS / council BPL map, 1 Aug 2026
Mine subsidence	RECORDED	Within the Newcastle Mine Subsidence District — Subsidence Advisory NSW approval applies to new structures; ask for the s10.7 notation	Subsidence Advisory NSW, 1 Aug 2026
Heritage	NOT RECORDED	No State Heritage Register or Newcastle LEP Schedule 5 item on the lot or adjoining lots	State Heritage Inventory, 1 Aug 2026
Easements	RECORDED	Hunter Water sewer main along the rear boundary — confirm position vs the converted garage/studio	title 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 s10.7 planning certificate 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

NSW transfer duty 2026–27 thresholds · cross-checked against the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised guide floor

ITEM	AMOUNT	NOTE
Advertised guide floor	$800,000	"guide $800,000–$850,000" — the contract price will differ
NSW transfer (stamp) duty	$30,187	$11,602 + 4.5% of the excess over $387,000 (Revenue NSW 2026–27 thresholds) · effective 3.77%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer; solicitor typically more
Building & pest (estimate)	$600	add an electrician for the studio and switchboard (page 13)
Total estimated upfront	**$832,787**	**excludes loan fees, LMI, insurance and moving**

FIRST-HOME-BUYER CHECK

concessions as published by Revenue NSW · eligibility is personal and must be confirmed with the revenue office

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$30,187	standard rate
Eligible first home buyer, established home	$0	NSW First Home Buyers Assistance Scheme — full exemption for a new or established home at $800,000 or less; a sliding concession runs to $1,000,000 (≈$8,100 payable at $850,000). Eligibility is personal — confirm with Revenue NSW
Other grants	Not modelled	NSW First Home Owner (New Homes) Grant ($10,000) applies to new homes only — not available for this established house; 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	$40,000	$80,000	$160,000
Loan before LMI	$760,000	$720,000	$640,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$30,400	$13,752	$0
Monthly repayment	**$4,790**	**$4,446**	**$3,878**
Weekly equivalent	$1,105	$1,026	$895
Total interest over the term	$933,922	$866,988	$756,212

INCOME GUIDE — 20% DEPOSIT
≈$135k+
indicative gross income to service $640,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT
≈$165k+
indicative gross income to service $790,400 — context only

ASSESSMENT BUFFER
9.10%
lenders test repayments ~3% above today's rate

These are model outputs at the advertised guide 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.

The Buyer's Grail

Sample property, Wallsend NSW 2287 · 1 August 2026

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-NSW · Template v6

Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

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
Council rates	$2,150/yr	City of Newcastle — typical residential; confirm on the rates notice
Water & sewerage (fixed charges)	$1,050/yr	Hunter Water fixed service charges; usage extra
Building & contents insurance	*Not available*	Not yet quoted — Hunter-region house premiums vary widely; two quotes before unconditional
Maintenance sinking allowance	$4,000/yr	0.5% of price p.a. — 1965 services push this toward 1%
Property management (if rented)	$2,496/yr	8% of rent at $600/w — only if held as an investment
Land tax	$0/yr	principal place of residence is exempt from NSW land tax; if rented, the land value sits well under the general threshold
Indicative annual holding cost — owner-occupier, known lines only	**$7,200/yr**	**plus insurance once quoted — budget $8,000+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $96,787 (excludes the price itself and loan interest)

- Upfront (duty, conveyancing, B&P) — $32,787
- Holding × 5 yrs (rates, insurance, maintenance) — $40,000
- Cost to sell (≈3%) — $24,000

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $96,787 on top of the price — $32,787 to get in, about $40,000 to hold, and $24,000 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 $600–650/week

MEASURE	VALUE	READING
Gross yield at the floor	3.9%–4.2%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	2.9%–3.2%	after ~$8,000 holding; falls further once insurance is quoted
Vacancy allowance	2–3 weeks/yr	Wallsend rental depth (210 observations) supports low vacancy — not zero
Land tax	$0	NSW exempts the principal place of residence; if rented, a lot this size sits well under the general land-value threshold ($1.075m) — nil either way, confirm on the Valuer General notice

Insurance is the missing line on this page. In the Hunter it is not the cost driver it is further north, but flood wording and the mine-subsidence district vary between insurers — two quotes before going unconditional 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 structures

No DA or CDC approvals have been sighted for the enclosed sunroom extension, the garage-to-studio conversion or the carport. Unapproved works can void insurance, complicate finance, and erase exactly the premium this property asks. Action: City of Newcastle approvals search before offering; ask the vendor to produce approvals or a Building Information Certificate (s6.24) in the contract.

MATERIAL — Valuation shortfall scenario

Bank valuers credit land, bedrooms and bathrooms — not unapproved sunrooms and studios. If a lender's valuation lands near the band's low end ($815k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer, or exchange only inside the cooling-off period.

INVESTIGATE — Mine subsidence district

The lot sits within the Newcastle Mine Subsidence District. Cover for subsidence damage runs through Subsidence Advisory NSW, but past claims, building restrictions and step-cracking patterns are the buyer's to find. Action: read the s10.7 notation, lodge a Subsidence Advisory NSW enquiry, ask the building inspector to look specifically.

INVESTIGATE — 1965-era services

Roof tiles and sarking, switchboard, original wiring, hot water and possibly asbestos-containing sheeting in eaves or wet areas are at or beyond typical service life. Action: building & pest plus an electrician's inspection of the switchboard, RCDs and the studio circuit.

INVESTIGATE — Flood wording and drainage

The lot is outside the mapped Ironbark Creek flood planning area, but the 2007 town-centre flood is recent memory and insurers rate by address. Action: two quotes with flood wording compared; check site fall and stormwater at inspection.

FLAG — The guide floor sits exactly on the $800,000 first-home-buyer duty-exemption line

Eligible first home buyers can pay up to the floor duty-free, which widens the buyer pool and lifts competition at the guide. Neutral fact; both sides can read it.

FLAG — Street View imagery is dated (Feb 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 $560k (registered transfer) vs $640k (portal report). Excluded from the fair-value range; resolve only if it matters to your comparison set.

The Buyer’s Grail

Sample property, Wallsend NSW 2287 · 1 August 2026

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-NSW · Template v6

Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

AGENT INTELLIGENCE & RECORD

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

LEAD AGENT
Marcus Ellery
Hunter Realty Wallsend · 02 4951 0000 · 4.9/5 (120 reviews)

SALES, LAST 12 MONTHS
41
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$790k
this campaign sits in the agent’s usual price band

CAMPAIGN PATTERN
Price guide
guide-and-compete campaigns; day 21 here, listed 11 Jul

```
AGENT RECORD CHECK
Agent: Marcus Ellery, Hunter Realty Wallsend Licence: Not published on listing
Register searched: NSW Fair Trading public register of property licence holders, NSW
Result: No disciplinary action recorded on the NSW Fair Trading public register 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 $800,000 and an $830,000 sale is roughly $600; 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 24-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.
“The vendor won’t look at anything under the top of the guide”	Re-anchoring above the advertised floor before any offer exists.	“What is the estimated selling price in your agency agreement?” — then decide from the evidence on pages 3–4, not the answer.
“The studio alone is worth $60k”	Feature-stacking at replacement cost, which valuers do not credit.	“Can you send the approval file for it?” — 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 · s10.7 · approvals · this report
3. **Inspect hard** — building & pest + studio electrical
4. **Offer in writing** — clean terms, pre-approval attached
5. **Exchange & cooling-off** — 5 business days · finance · re-open on findings
6. **Unconditional, then settle** — 42 days · insure from exchange

HOW BUYING WORKS IN NEW SOUTH WALES

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	Exchange quickly to "lock it in", or sign a s66W certificate because the agent asks.	NSW gives a **5-business-day cooling-off** after exchange on a private-treaty sale; withdrawing costs 0.25% of the price. A s66W certificate from your conveyancer waives it — sign one only once finance, B&P and approvals are done. No cooling-off at auction.	Five business days is an exit, not a due-diligence period — do the checks first, or make the contract conditional.
Disclosure	Rely on the listing and the agent's word.	The vendor's contract must attach prescribed documents — s10.7 planning certificate, title search, deposited plan, sewer diagram (Hunter Water) and drainage diagram — but nothing on building approvals or condition. Order the council approvals history and B&P yourself.	The s10.7 carries the mine-subsidence and flood notations that matter for this lot.
Deposit & settlement	Accept the marketed 10% / 42 days as fixed.	Both are negotiable — 5% deposits and deposit bonds are common in NSW — and certainty on them has value to a vendor.	Vendors weigh a clean 42-day settlement heavily; certainty is a bargaining chip that costs the buyer nothing.
Price guide	Read the guide as the vendor's bottom line.	NSW underquoting rules require the guide to match the agent's estimated selling price in the agency agreement; ask for that number and how many contracts have been issued.	Here the guide floor sits below the estimate band — it is a marketing anchor, and it is checkable.

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 or cooling-off — approval in writing, dated, for the contract price (not just pre-approval) before the s66W certificate is even discussed
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price, or exchange only inside the cooling-off period
- ☐ Building & pest clause — with the right to withdraw or renegotiate on material findings
- ☐ Electrical inspection of the switchboard, original wiring and the studio circuit (RCDs, 1965 board)
- ☐ Approvals condition — vendor to produce City of Newcastle DA/CDC approvals or a Building Information Certificate for the sunroom, studio and carport
- ☐ Vacant possession confirmed in the contract; any inclusions (split systems, shed, blinds) listed
- ☐ Deposit amount and timing — 10% is the marketed ask; 5% or a deposit bond is commonly negotiated in NSW
- ☐ Settlement window — 42 days marketed; align to finance and insurance lead times
- ☐ Insurance from exchange — two quotes with flood and subsidence wording compared before signing
- ☐ Special conditions — sewer easement position confirmed against the studio; s10.7 notations read; 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

1965 brick-veneer house with a later sunroom extension and a converted garage · hand this to the building inspector and electrician

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- ☐ Roof tiles, sarking, ridge capping and gutters — 60 years old
- ☐ Switchboard age, RCD coverage, original wiring, sub-circuit to the studio
- ☐ Hot-water system age and location; split-system units under load
- ☐ Drainage and site fall — ask how the yard and street behave in an east-coast low
- ☐ Sunroom extension — footings, tie-in to the original wall, roof junction, any signs of movement
- ☐ Studio conversion — slab, damp, ceiling height, insulation, any wet-area waterproofing
- ☐ Asbestos-era sheeting in eaves, wet areas or the studio lining (pre-1990 building)
- ☐ Cracking patterns consistent with mine subsidence — step cracks, binding doors, out-of-level floors
- ☐ Termite barrier evidence and any past treatment certificates
- ☐ Sewer easement position vs the studio and carport slab

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 — nor is there for a contract exchanged on the day of the auction. Everything on pages 12–13 — finance approval, valuation comfort, building & pest, electrical, approvals search, 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, building & pest, electrical, approvals search, insurance quotes, contract reviewed by a conveyancer. Nothing can be made conditional after the hammer falls.
Registration & conditions	Bidders register with ID before bidding (a NSW requirement); the auction conditions and the contract are read on the day. In NSW one vendor bid is permitted and must be announced as such — buyers commonly ask beforehand whether it will be used.
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 usually exchanges unconditionally with a s66W certificate, 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 signed and deposit paid on the spot; no cooling-off, and none for a contract exchanged that same day. Insurance from exchange is standard.

PRIVATE — DO NOT SHARE

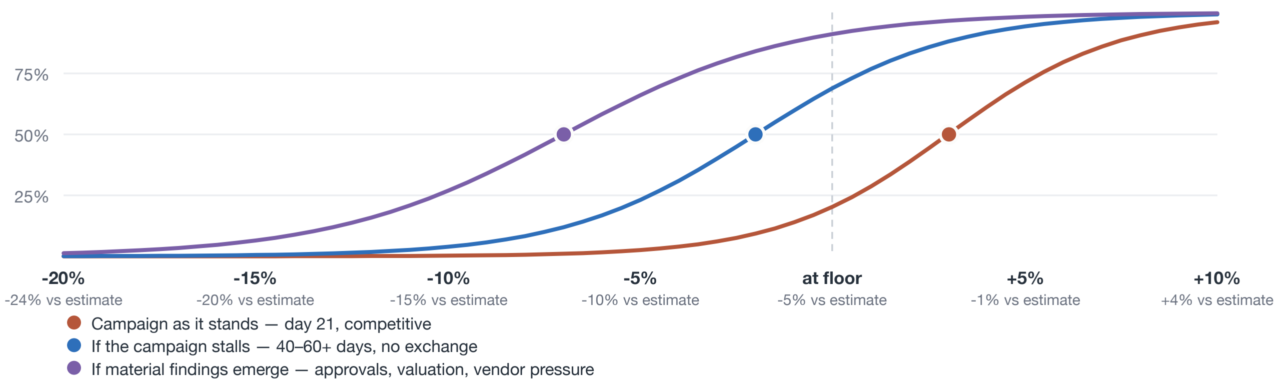
Prepared 1 August 2026
Report ID: TBG-SAMPLE-NSW · Template v6
Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

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 24 days; both disclosed-guide campaigns closed below their floor). Estimates for orientation, not predictions.

Buyers in this position often consider: opening in writing at the advertised guide floor with pre-approval attached and the vendor's preferred terms (10% deposit, 42 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 (≈+5.6% 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 ~4 weeks with no exchange (26 Tyrrell closed 1.25% under its floor at day 26; 9 Kemp 1.8% under at day 38); material findings — failed approvals search, 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
$832,787
price + NSW duty $30,187 + conveyancing + inspections

REPAYMENT GUIDE
$3,878/mo
20% deposit, 6.10% p.a., 30 yrs · $895/week

INCOME GUIDE
≈$135k+
indicative single-income serviceability at 80% lend — your broker's number is the real one

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

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 unapproved sunrooms and studios. A lender's valuation near the band's low end re-opens the price.

The approvals are unproven. No DA/CDC sighted for the sunroom extension, studio or carport. Until they are, each is a condition, a cost, or both.

The suburb's own precedent. The last "guide $800k–850k" in Wallsend (26 Tyrrell St) exchanged at $790k on day 26.

Certainty is currency. The vendor asks 10% and 42 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A steady, undersupplied market. 146 sales against 96 new listings; median 24 days. Waiting costs the vendor little.

A wide buyer pool. The $800,000 floor sits on the NSW first-home-buyer duty-exemption line, and a renovated 3-bed with a studio on 607m² under $850k is exactly the brief that pool is shopping.

No pressure to sell. Bought for $335k in 2009 — any sale is a 17-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 41 sales a year and guide-and-compete campaigns for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the advertised guide 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.
–3% to –5%	**≈10–20%**	Campaign passes ~4 weeks with no exchange — real in this suburb (26 Tyrrell closed 1.25% under its floor, day 26; 9 Kemp 1.8% under, day 38).	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 hot.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+5% to +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 guide 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 (five years at +41.5% priced in as if permanent — a deal that only works at 8% growth a year does not work); feature seduction (the studio-and-sunroom 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. **Local government** — zoning descriptors as recorded; approvals status NOT yet searched (listed as a check). **Planning & hazard overlays** — NSW Planning Portal layers, council flood and bushfire maps, Subsidence Advisory NSW district map and the State Heritage Inventory as recorded on 1 Aug 2026 (page 7); not a planning certificate. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — NSW Fair Trading public register of property licence holders, NSW, 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 ($815k–$875k, midpoint $845k). Cross-check against all 13 recorded Wallsend sales of this type Feb–Jul 2026: comparable 3-bedroom homes cluster $760k–$840k; sales above $840k carried a fourth bedroom, a second bathroom or a full renovation. Adjust downward for unverified approvals on the sunroom extension and studio and a realistic valuation-shortfall scenario; adjust upward for the renovated kitchen and bathroom and a north-facing 607㎡ lot. Result: **$820,000–$860,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

NSW transfer duty computed at the 2026–27 thresholds ($11,602 + 4.5% of the excess over $387,000 (Revenue NSW 2026–27 thresholds)): $30,187 at the advertised guide floor, cross-checked against the TBG stamp-duty calculator; first-home-buyer figures per the NSW First Home Buyers Assistance Scheme as published. 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 guides were undisclosed for 10 of 13 recent sales (days-on-market used instead). Approvals status: not searched. Insurance cost: not quoted. Subsidence Advisory NSW claims history: not searched. 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-NSW	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 · NSW overlays 1 Aug 2026	NSW Fair Trading public register of property licence holders · 1 Aug 2026

Disclaimer. This report is prepared by The Buyer's Grail (T&H Collective Pty Ltd, ACN 687 127 984) for general information and educational purposes only. It is not financial, legal, credit or property advice, is not a professional valuation or appraisal, and does not consider your objectives, financial situation or needs. Figures are estimates and general information derived from third-party data current at the report date; they must not be solely relied upon and may change without notice. Property data is supplied by third-party data providers; those providers exclude liability for its accuracy. The Buyer's Grail does not act as your agent, does not negotiate, bid or represent any party in a transaction, and holds no real estate licence, AFSL or ACL. Always conduct your own due diligence and obtain advice from licensed professionals — conveyancer/solicitor, broker, valuer, building inspector — before making property decisions.