The Buyer's Grail

Property decision-support report · General information, not advice

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-VIC · Template v6

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

Sample property, Werribee VIC 3030

House (1984) · 604㎡ · 3 bed · 1 bath · 2 car · Listed "$620,000–$660,000", 7 July 2026 · Private sale — advertised price range · Wyndham City Council

Listing photography — included in your report

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

$640,000 – $680,000

Confidence: moderate. Derived from the automated valuation estimate ($635k–$705k), 13 recorded Werribee sales Feb–Jul 2026, and two disclosed-range campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified building permits on the add-ons. Method: page 16.

The bottom of the range is not the value

The $620k range bottom sits below the automated-estimate band — an enquiry anchor. The same $620k–$660k range on 11 Galvin Rd closed at $605k.

The add-ons are unverified

The enclosed rear sunroom and the powered shed carry no sighted building permits yet — they are the appeal and the risk.

Steady market, not a stampede

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

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.

THE 60-SECOND READ

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

ADVERTISED	ESTIMATED RANGE	TOTAL UPFRONT AT RANGE BOTTOM	RENT ESTIMATE
$620–660k	**$640–680k**	**$654,870**	**$500–540/w**
Statement of Information range · day 25 · re-advertised 31 Jul	TBG range within the automated-estimate band $635–705k	incl. VIC duty $32,270 + conveyancing + inspections	4.2–4.5% gross at the range bottom (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($635k–$705k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom sales cluster $585k–$675k, renovated and 4-bedroom sales reach $735k — then tempered because the improvements that lift this home above the cluster (sunroom, powered shed) are unpermitted until proven otherwise. Result: **$640,000–$680,000**.
2. **The market is steady but not blind:** homes here sell in a median 31 days, yet both recent campaigns that disclosed a range and ran past ~4 weeks sold below the bottom of it — including the suburb's other "$620,000–$660,000", which closed at $605,000.
3. **The vendor holds an 18-year equity cushion** (bought $268k in 2008) — no forced-sale pressure, but every sale locks in a large win, so clean certain offers get taken seriously.
4. **The property's add-ons may not appraise:** bank valuers credit land, beds and baths — not enclosed sunrooms and sheds. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified permits, an unknown tenancy, 1984-era services and pre-1990 building materials — each is checkable before offering, and each converts to information a buyer can act on.

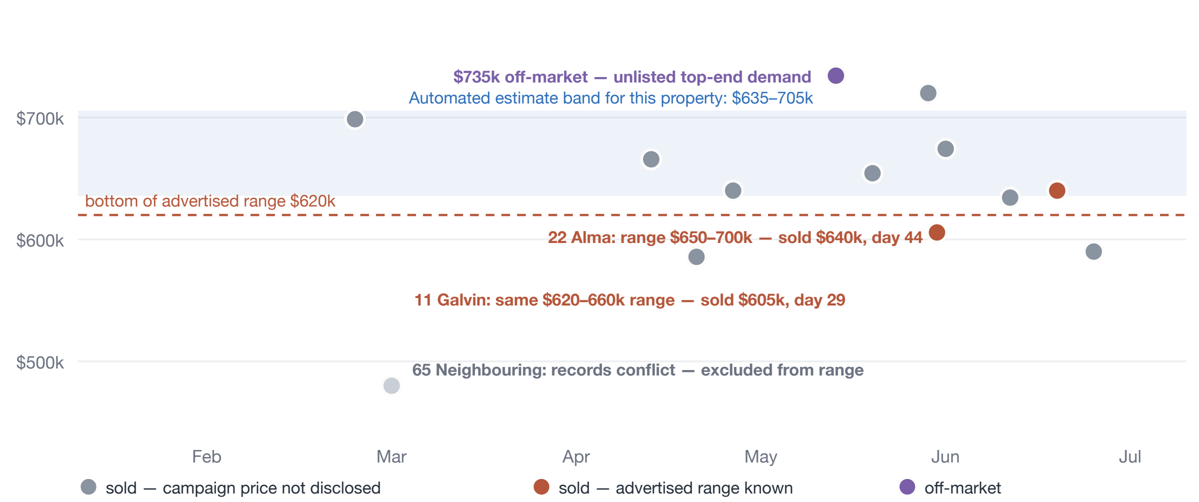
FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ Wyndham City building-permit search (Regulation 51 property information certificate) — every structure on the 604㎡ lot (sunroom, shed, carport, pergola).
- ☐ 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.
- ☐ Building & pest plus electrician — sunroom structure, shed circuits, RCDs, 1984 switchboard, slab-edge cracking.
- ☐ Section 32 vendor statement to a conveyancer before signing anything — permits, owner-builder disclosures and easement position all live there.

PRICE & COMPARABLE EVIDENCE

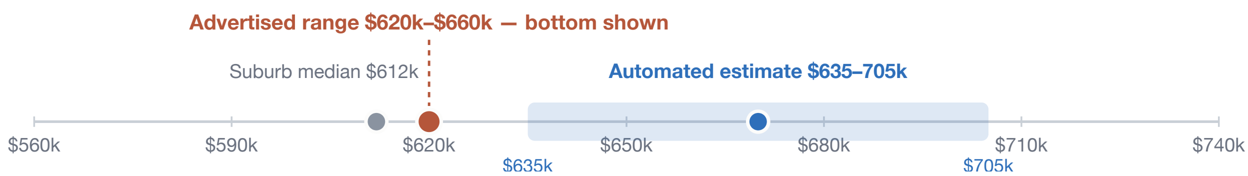
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED COMPARABLE WERRIBEE SALE, FEB–JUL 2026



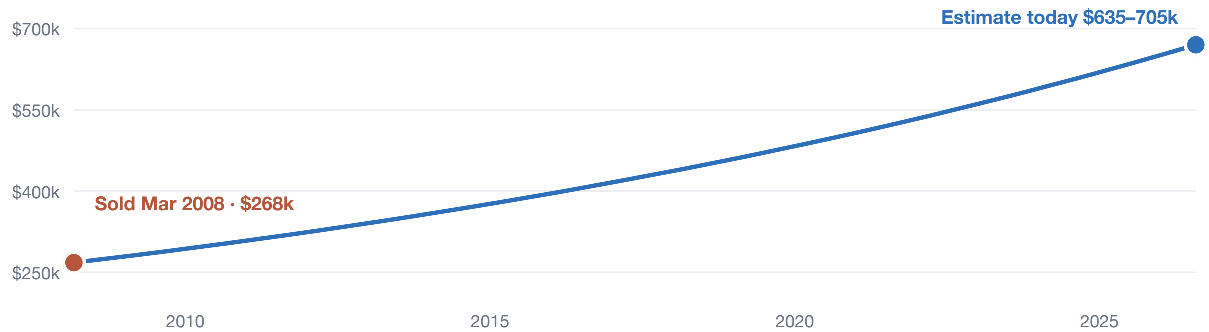
Takeaway: comparable 3-bedroom sales cluster between $585k and $675k; the sales above that carried 4 bedrooms or a full renovation. The two campaigns that showed a range both closed below the bottom of it — evidence that advertised ranges here are starting points, not minimums. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

WHERE THE ASKING RANGE SITS



Takeaway: the $620k range bottom is set below the automated-estimate band — in a suburb that has been rising, this is a deliberate under-anchor designed to attract enquiry, not a discount. Under Victoria's underquoting rules the range must be one the agent believes is achievable; it still does not tell you what the vendor will sign.

THIS PROPERTY'S OWN PRICE HISTORY



Takeaway: one sale on title — $268,000 in March 2008 (a 5.1% 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 Bristol Rd	$735k	May 2026	4/2/2	640㎡	—	Off-market	4 bed · renovated · off-market	Yes
27 Heaths Rd	$720k	Jun 2026	4/2/2	655㎡	38	Sold	4 bed · double garage · renovated	Yes
9 Shaws Rd	$698k	Mar 2026	3/2/2	620㎡	24	Sold	3 bed · 2 bath · full renovation	Yes
41 Ballan Rd	$675k	Jun 2026	3/2/2	610㎡	19	Sold	3 bed · new kitchen · permitted outdoor room	Yes
6 Wattle Ave	$665k	Apr 2026	3/1/2	630㎡	22	Sold	3 bed · updated · large shed	Yes
18 Purchas St	$655k	Jun 2026	3/1/2	605㎡	31	Sold	3 bed · closest all-round match	Yes
33 Cottrell St	$640k	May 2026	3/1/1	600㎡	27	Sold	3 bed · original · single carport	Yes
22 Alma Ave	$640k	Jul 2026	3/2/2	615㎡	44	Sold · range disclosed	range $650k–$700k — sold 1.5% under the bottom	Yes
5 Deutgam St	$635k	Jun 2026	3/1/2	600㎡	35	Sold	3 bed · original bathroom	Yes
11 Galvin Rd	$605k	Jun 2026	3/1/2	610㎡	29	Sold · range disclosed	same $620k–$660k range — sold $15k under the bottom	Yes
48 Market Rd	$590k	Jul 2026	3/1/1	580㎡	33	Sold	3 bed · 1 bath · smaller lot · original	Yes
3 Wedge St	$585k	May 2026	3/1/1	595㎡	30	Sold	3 bed · original · needs work	Yes
65 Neighbouring St	$480k	Mar 2026	3/1/2	600㎡	—	Excluded	records conflict ($480k transfer vs $560k listing record) — 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 · 604㎡ · 1984.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 18 Purchas St ($655k, 31 days) and 6 Wattle Ave ($665k, 22 days) — 3-bed, 1-bath homes on 605–630㎡ lots, one with a comparable shed. **Upper bracket:** the four sales at $675k–$735k 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 $585k–$605k are original-condition, single-carport homes — 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 permits 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 range and a contract price is the negotiation.

SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE
$612k
houses — this property specs slightly above the median

SOLD VS NEW LISTINGS
612 / 548
12 months — demand ≈1.1× new supply: balanced, not starved

MEDIAN ASKING RENT
$500/w
620 observations · suburb-wide

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

MOMENTUM & SELLING SPEED

Takeaway: a 6.8% year is solid, roughly in line with the outer-west recovery, and cannot simply be extrapolated — with 612 sales against 548 new listings there is no acute supply gap driving it. This campaign (25 days) is still inside the recent-sales median (31 days): not stale, and not yet in the window where vendors soften.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$500–540 / week	Around the suburb median, a little above at the top end for the second living space and shed.
Gross yield at the $620k range bottom	4.2–4.5%	Typical for Melbourne's outer west; excludes vacancy, management, rates, land tax and insurance.
Rental market depth	620 observations / 12 mo	A deep rental market — consistent with Wyndham's tenant demand and population growth.
Insurance caveat	Not yet quoted	**Data not available for this property** — premiums on a 1984 home with outbuildings vary between insurers and change net yield. Quote before unconditional.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence ≈128m^2 plus enclosed rear sunroom ≈18m^2, single garage with attached carport, 6.0×6.0m powered colorbond shed.

Listing photo

Powered colorbond shed at the rear

Listing photo

Open-plan living — updated kitchen, ducted heating

Listing photo

Enclosed rear sunroom — permit not sighted

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR WERRIBEE
Land	604m^2 · own title · General Residential Zone	Standard — most 1980s lots run 580–650m^2
Bathrooms	1 (updated) plus second toilet in the laundry	Typical — most 1980s stock is 1 bath; 2-bath sales carry a premium
Parking	2 spaces: single garage + carport, plus the shed	Common — the powered shed is the standout for the trade-buyer market
Construction	1984 brick veneer, one storey, concrete slab, tiled roof	Typical era — reactive basalt clay soils; watch for slab-edge and brick cracking
Easements	Drainage & sewerage (rear boundary)	Common — confirm the shed slab sits clear of it on the plan of subdivision
Occupancy	Recorded as rented — lease terms **not available**	—
Title (record, not a search)	Freehold · lot on plan of subdivision · detached dwelling	title record — the Section 32 title search must replace this before contract
Approvals on file	**Not sighted** — enclosed sunroom, powered shed, 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	Werribee Primary School	≈0.9 km · in zone
Secondary school	Werribee Secondary College	≈1.6 km
Public transport	Werribee station — Werribee line, ≈35–40 min to Southern Cross	≈1.4 km · bus 150/153 ≈300 m
Shops & services	Watton St precinct · Pacific Werribee (Hoppers Crossing)	≈1.2 km · ≈3 km
Health	Werribee Mercy Hospital	≈2.5 km
Melbourne CBD	via Princes Fwy / West Gate	≈32 km · 35–45 min off-peak

School zones change — confirm on the Victorian Department of Education's Find my School before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

Werribee City Centre structure plan — Wyndham City
supports town-centre amenity and station precinct renewal; no direct impact on the street

Nearby planning applications
Not available — Wyndham City planning register not searched for this report

A planning application on an adjoining lot, a road widening or a rezoning can change a street more than anything inside the fence. Ask the vendor's conveyancer for the planning certificate in the Section 32 and search the Wyndham City planning register 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	GRZ1 — General Residential Zone, Schedule 1 (Wyndham Planning Scheme)	VicPlan / Wyndham Planning Scheme, checked 1 Aug 2026
Flood / inundation	NOT RECORDED	Not within the Land Subject to Inundation Overlay (LSIO) or Floodway Overlay along the Werribee River	VicPlan planning-overlay layer, 1 Aug 2026
Bushfire	NOT RECORDED	No Bushfire Management Overlay; lot not shown in the designated Bushfire Prone Area map	VicPlan / Victorian Building Authority BPA map, 1 Aug 2026
Heritage	NOT RECORDED	No Heritage Overlay (HO) on the lot; no Victorian Heritage Register entry on the lot or adjoining lots	VicPlan / Victorian Heritage Database, 1 Aug 2026
Easements	RECORDED	Drainage & sewerage easement along the rear boundary — confirm the shed slab does not encroach	title record (plan of subdivision), checked 1 Aug 2026
Other overlays (DDO / DCPO)	NOT AVAILABLE	Not searched for this report	—

Reading this page: nothing here is a determination. "Not recorded" means the public layer showed no overlay on the date checked; the planning certificate in the Section 32 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.

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PURCHASE COSTS

VIC land transfer duty 2025–26 · checked against the published SRO schedule and the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the bottom of the advertised range

ITEM	AMOUNT	NOTE
Bottom of advertised range	$620,000	"$620,000–$660,000" — the contract price will differ
VIC land transfer (stamp) duty	$32,270	$2,870 + 6% of the value above $130,000 (2025–26 general rate, computed from the published SRO schedule) · effective 5.20%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer incl. Section 32 review; solicitor typically more
Building & pest (estimate)	$600	add an electrician for the shed and sunroom (page 13)
Total estimated upfront	**$654,870**	**excludes loan fees, LMI, insurance and moving**

FIRST-HOME-BUYER CHECK

concessions as published for 2025–26 · eligibility is personal and must be confirmed with the State Revenue Office (Victoria)

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$32,270	standard rate
Eligible first home buyer, established home	$4,303	VIC first-home-buyer duty concession — full exemption to $600,000, sliding scale to $750,000; at $620,000 ≈13% of full duty is payable. Confirm eligibility with the State Revenue Office (Victoria)
Other grants	Not modelled	VIC First Home Owner Grant ($10,000) applies to new homes only — not to this established house; principal-place-of-residence duty concession applies only to $550,000 and under

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	$31,000	$62,000	$124,000
Loan before LMI	$589,000	$558,000	$496,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$20,026	$10,658	$0
Monthly repayment	**$3,691**	**$3,446**	**$3,006**
Weekly equivalent	$852	$795	$694
Total interest over the term	$719,614	$671,916	$586,064

INCOME GUIDE — 20% DEPOSIT
≈$105k+
indicative gross income to service $496,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT
≈$130k+
indicative gross income to service $609,026 — context only

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

These are model outputs at the bottom of the advertised range. 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
Council rates	$1,900/yr	Wyndham City Council — typical residential incl. waste charge; confirm on the rates notice
Water & sewerage (fixed charges)	$950/yr	Greater Western Water fixed service charges; usage extra
Building & contents insurance	*Not available*	Not quoted for this report — 1984 home with outbuildings; two quotes before unconditional
Maintenance sinking allowance	$3,100/yr	0.5% of price p.a. — 1984 services push this toward 1%
Property management (if rented)	$2,080/yr	8% of rent at $500/w — only if held as an investment
Land tax	$0/yr	principal place of residence is exempt in Victoria; investors pay from $50,000 site value
Indicative annual holding cost — owner-occupier, known lines only	**$5,950/yr**	**plus insurance once quoted — budget $6,200+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $84,470 (excludes the price itself and loan interest)

- Upfront (duty, conveyancing, B&P) — $34,870
- Holding × 5 yrs (rates, insurance, maintenance) — $31,000
- Cost to sell (≈3%) — $18,600

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $84,470 on top of the price — $34,870 to get in, about $31,000 to hold, and $18,600 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 $500–540/week

MEASURE	VALUE	READING
Gross yield at the range bottom	4.2%–4.5%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	3.2%–3.5%	after ~$6,200 holding; falls further once insurance and land tax are added
Vacancy allowance	2–3 weeks/yr	Werribee rental depth (620 observations) supports low vacancy — not zero
Land tax	≈$1,500/yr	owner-occupiers are exempt; an investor pays Victorian land tax from $50,000 site value — roughly $1,500 a year on a ≈$350k site value at 2025–26 general rates

Insurance is the missing line on this page. For a 1984 brick-veneer home with a shed and sunroom, premiums typically run $1,500–$2,500 a year and 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 building permits on the value-adding structures

No permits have been sighted for the enclosed sunroom, the powered shed or the carport. Unpermitted structures can void insurance, complicate finance and erase exactly the premium this property asks; in Victoria the Section 32 must list permits issued in the last 7 years and any owner-builder work in the last 6.5 years needs a s137B report and warranty insurance. Action: Wyndham City building-permit search before offering; ask the vendor to produce approvals in the contract.

MATERIAL — Valuation shortfall scenario

Bank valuers credit land, bedrooms and bathrooms — not enclosed sunrooms and sheds. If a lender's valuation lands near the band's low end ($635k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer.

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 — 1984-era services and reactive soils

Roof tiles and pointing, switchboard, ducted heating unit and hot water are at or beyond typical service life; Werribee's basalt clays move seasonally and 1980s slabs show it as cracking. Action: building & pest plus an electrician's inspection of shed circuits and RCDs.

INVESTIGATE — Pre-1990 building materials

Eaves linings, wet-area sheeting and shed cladding of this era can contain asbestos-cement products. Neutral if undisturbed; a cost if renovating. Action: ask the building inspector to note suspect materials.

FLAG — Campaign re-advertised at day 24

The 31 July refresh suggests the first enquiry wave has not closed it. 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 $480k (registered transfer) vs $560k (listing record). 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
Priya Nathan
Westgate Property Werribee · 03 9741 2200 · 4.9/5 (120 reviews)

SALES, LAST 12 MONTHS
46
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$645k
this campaign sits in the agent's usual price band

CAMPAIGN PATTERN
Range, private sale
Statement-of-Information ranges; day 25 here, re-advertised 31 Jul

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AGENT RECORD CHECK
Agent: Priya Nathan, Westgate Property Werribee Licence: Agent's representative — not published on listing
Register searched: Consumer Affairs Victoria / Business Licensing Authority public register of estate agents, VIC
Result: No disciplinary action recorded on the Consumer Affairs Victoria / Business Licensing Authority public register as at 1 Aug 2026
Checked: 1 Aug 2026 Source: official register only — quoted, not characterised
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The agent acts for the seller — and is paid when a sale happens

On a typical 2% commission the difference to the agent between a $620,000 and a $650,000 sale is roughly $600; a deal that collapses costs them about $12,400. 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 — sometimes true in a 31-day suburb. The question is what is in writing.	"How many Section 32s issued, how many written offers?" — and whether a multiple-offer process will be run in writing.
"The vendor is looking for the top of the range"	Re-anchoring above the range bottom before any offer exists.	"What price would the vendor sign today?" — then decide from the evidence on pages 3–4, not the answer.
"The shed and sunroom alone are worth $50k"	Feature-stacking at replacement cost, which valuers do not credit.	"Can you send the building permits for them?" — 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** — Section 32 · permits · title · this report
3. **Inspect hard** — building & pest + shed electrical
4. **Offer in writing** — clean terms, pre-approval attached
5. **Conditions period** — finance · valuation · re-open on findings
6. **Unconditional, then settle** — 60 days · insure from signing

HOW BUYING WORKS IN VICTORIA

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	Sign, then rely on the cooling-off period to sort out doubts.	Victoria gives **3 clear business days** after signing a private-sale contract; walking away costs the greater of $100 or 0.2% of the price. It does not apply at auction, within 3 clear business days either side of one, or if you took independent legal advice first. Use it as a backstop, not a plan.	Conditions written into the contract are the real exits — each one is also a renegotiation checkpoint.
Disclosure	Rely on the listing and the agent's word.	The vendor must give a **Section 32 vendor statement** before you sign (title, mortgages, planning zoning and overlays, rates, building permits in the last 7 years, owner-builder work, notices) plus a **Statement of Information** with the indicative price and three comparable sales. Have a conveyancer read both; order the permit search yourself.	Every issue found before offering is information; found after, it is a cost.
Deposit & settlement	Accept the marketed 10% / 60 days as fixed.	Both are negotiable — 30/60/90-day settlements are all common, and certainty on them has value to a vendor. The deposit sits in the agent's trust account; agree to early release (s27) only on advice.	Vendors with an 18-year hold and no distress prefer a clean, certain 60 days over a higher price with a shaky finance clause.
Timing	Ignore the calendar.	Spring (Sep–Nov) brings the year's heaviest listing volume in Melbourne's outer west; a settlement over the Christmas–January shutdown needs extra days. Insure from signing, not settlement.	More competing stock in spring softens vendor expectations; a settlement that lands before it is a bargaining chip.

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

- ☐ Section 32 vendor statement received and reviewed by a conveyancer *before* signing — title, planning certificate, rates, building permits (last 7 years), owner-builder disclosures
- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval); realistic approval date
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price
- ☐ Building & pest clause — with the right to withdraw or renegotiate on material findings
- ☐ Electrical inspection of the shed, sunroom and outbuilding circuits (RCDs, 1984 switchboard)
- ☐ Permits condition — vendor to produce Wyndham City building permits (or a Regulation 51 certificate) for the sunroom, shed and carport
- ☐ 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, held in the agent's trust account; early release (s27) only on advice
- ☐ Settlement window — 60 days marketed; 30/60/90 is the usual menu; align to finance and insurance lead times
- ☐ Cooling-off — 3 clear business days on a private sale (not at auction); note the small penalty if used
- ☐ Special conditions — easement position confirmed against the shed slab; any chattels listed
- ☐ Private ceiling written down before the first conversation — never disclosed

INSPECTION CHECKLIST — SPECIFIC TO THIS PROPERTY

1984 brick-veneer house with an enclosed sunroom and powered shed · hand this to the building inspector and electrician

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- Roof tiles, ridge pointing and gutters — 40 years on a tiled roof
- Switchboard age, RCD coverage, sub-circuits to the shed and sunroom
- Ducted heating unit and evaporative cooler age; hot-water system age and location
- Slab-edge and brickwork cracking — reactive basalt clay; ask how the house moves between summer and winter
- Sunroom construction — footings, roof tie-in, flashing, glazing, any signs of movement or leaks
- Suspect asbestos-cement materials — eaves, laundry/bathroom linings, shed cladding (pre-1990)
- Termite barrier evidence and any past treatment certificates
- Easement position (drainage, sewer) vs the shed slab and carport

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 — and in Victoria there is also no cooling-off for 3 clear business days either side of a publicly advertised auction. Everything on pages 12–13 — finance approval, valuation comfort, building & pest, electrical, permit search, insurance quotes and the Section 32 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, permit search, insurance quotes, Section 32 and contract reviewed by a conveyancer. Nothing can be made conditional after the hammer falls.
Registration & conditions	Victoria does not require bidder registration, but the auctioneer must display the rules and announce vendor bids as such. 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 Melbourne — but a pre-auction contract signed within 3 clear business days of the auction has no cooling-off and is usually unconditional, 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. Insurance from signing is standard.

PRIVATE — DO NOT SHARE

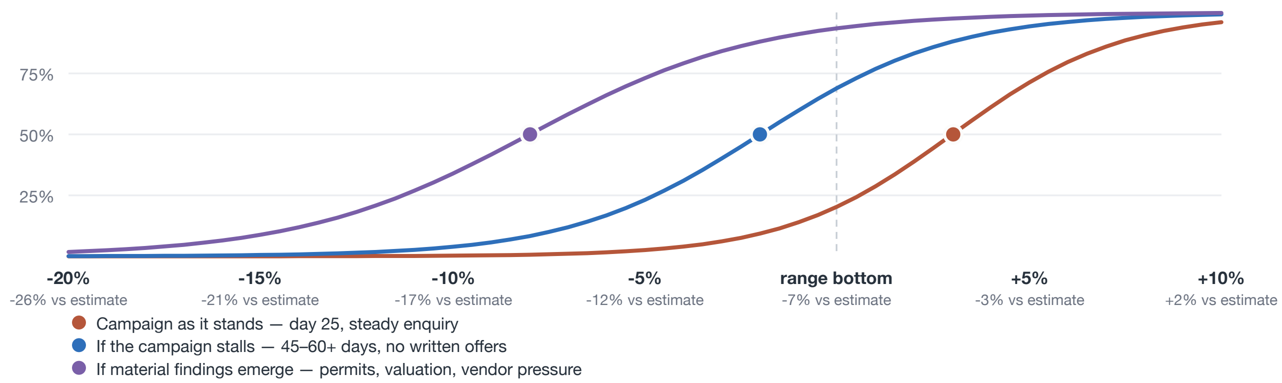
Prepared 1 August 2026
Report ID: TBG-SAMPLE-VIC · Template v6
Sample report — figures are illustrative, modelled on suburb-level data as at 1 Aug 2026; not a delivered report.

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 (relative to the $620k range 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 31 days; both disclosed-range campaigns closed below the bottom of their range). Estimates for orientation, not predictions.

Buyers in this position often consider: opening in writing at the bottom of the advertised range with pre-approval attached and the vendor's preferred terms (10% deposit, 60 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 (≈+8% over the range bottom) 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 written offers (11 Galvin Rd closed 2.4% under the bottom of its range at day 29); material findings — failed permit 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 RANGE BOTTOM	REPAYMENT GUIDE	INCOME GUIDE
$654,870	**$3,006/mo**	**≈$105k+**
price + VIC duty $32,270 + conveyancing + inspections	20% deposit, 6.10% p.a., 30 yrs · $694/week	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 add-ons may not appraise. Valuers credit land, bedrooms and bathrooms — not enclosed sunrooms and sheds. A lender's valuation near the band's low end re-opens the price.

The permits are unproven. No building permits sighted for the sunroom, shed or carport. Until they are, each is a condition, a cost, or both.

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

Certainty is currency. The vendor asks 10% and 60 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A steady, well-supplied market. 612 sales against 548 new listings; median 31 days. Waiting costs the vendor little.

A useful specification. 604㎡, an updated kitchen, a second living space and a powered shed under $680k — emotionally priced by exactly the buyer this ad targets.

No pressure to sell. Bought for $268k in 2008 — any sale is an 18-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 46 sales a year and range-based campaigns for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the bottom of the advertised range · 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 written offers — real in this suburb (11 Galvin Rd closed 2.4% under the bottom of its range, day 29).	Evidence and certainty together: pre-approval, vendor's own terms, short clean contract, the comparable cited politely in writing.
At the bottom of the range	**≈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.
+3% to +5%	**≈50–65%**	Competing offers confirmed in writing; the campaign stays warm.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+8% 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 range bottom 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 shed-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; building-permit status NOT yet searched (listed as a check). **Planning & hazard overlays** — Wyndham Planning Scheme overlays and heritage register as recorded on 1 Aug 2026 (page 7); not a planning certificate. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Consumer Affairs Victoria / Business Licensing Authority public register of estate agents, VIC, checked 1 Aug 2026, quoted in the register's own terms (page 11). **TBG calculators** — TBG stamp_duty (schedule-checked), lmi, ownership_costs (1 Aug 2026).

HOW THE FAIR-VALUE RANGE WAS DERIVED

Start with the automated valuation estimate ($635k–$705k, midpoint $670k). Cross-check against all 13 recorded comparable Werribee sales Feb–Jul 2026: comparable 3-bedroom homes cluster $585k–$675k; sales above $675k carried a fourth bedroom, a second bathroom or a full renovation. Adjust downward for unverified permits on the add-ons and a realistic valuation-shortfall scenario; adjust upward for the updated kitchen, second living space and powered shed against original-condition stock. Result: **$640,000–$680,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

Victorian land transfer duty computed at 2025–26 general rates ($2,870 + 6% of the value above $130,000 (2025–26 general rate, computed from the published SRO schedule)): $32,270 at the bottom of the advertised range; the TBG stamp-duty calculator was run alongside and the published schedule figure is used. First-home-buyer figure uses the SRO sliding-scale formula between $600,001 and $750,000. 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. Building-permit status: not searched. 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-VIC	**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 · VIC planning overlays 1 Aug 2026**	**Consumer Affairs Victoria / Business Licensing Authority public register of estate agents · 1 Aug 2026**