# The Buyer’s Grail

Property decision-support report · General information, not advice

BUYER REPORT

Prepared 1 August 2026

Report ID: TBG-SAMPLE-WA · Template v6

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

# Sample property, Baldivis WA 6171

House (2012) · 512㎡ · 4 bed · 2 bath · 2 car · Listed “From $679,000”, 14 July 2026 · Private treaty — offers from · City of Rockingham

Listing photography — included in your report

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

## $690,000 – $730,000

**Confidence: moderate.** Derived from the automated valuation estimate ($692k–$748k), the 13 closest recorded Baldivis sales Feb–Jul 2026, and two disclosed-price campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified approvals on the rear improvements. Method: page 16.

### The floor is not the value

The $679k “from” price sits below the automated-estimate band — a competition anchor. The same floor on 8 Tuart Ridge Bvd closed at $662k.

### The extras are unverified

The extended patio, powered shed and pool carry no sighted building permits or barrier certificate yet — they are the value and the risk.

### Momentum with a clock

Baldivis is +9.4% in 12 months and sells in ~12 days — but this campaign is at day 18 and was refreshed on 30 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 FLOOR | RENT ESTIMATE |
|---|---|---|---|
| **$679k floor** | **$690–730k** | **$707,868** | **$690–760/w** |
| "from" price · day 18 · refreshed 30 Jul | TBG range within the automated-estimate band $692–748k | incl. WA transfer duty $26,268 + settlement agent + inspections | 5.3–5.8% gross at the floor (rent estimate) |

1. **How the range was derived:** the automated valuation estimate ($692k–$748k) intersected with the 13 closest recorded suburb sales this half — comparable 4×2 sales cluster $700k–$752k, pool-and-fifth-bedroom sales reach $790k — then tempered because the improvements that justify the top end (patio, shed, pool) are unverified. Result: **$690,000–$730,000**.
2. **The market is genuinely hot but not blind:** homes here sell in a median 12 days, yet both recent campaigns that disclosed a price and ran past ~3 weeks sold below it — including the suburb's other "from $679k", which closed at $662,000.
3. **The vendor holds a 13-year equity cushion** (bought new for $412k in 2013) — 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 gable patios, powered sheds or a pool at replacement cost. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified building permits, an unsighted pool-barrier certificate, mid-life 2012 services, and RCD/smoke-alarm compliance — each is checkable before offering, and each converts to information a buyer can act on.

### FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ City of Rockingham building-permit search — every structure on the 512m² lot (extended patio, powered shed, pool and its barrier).
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Pool-barrier compliance — sight the City of Rockingham inspection certificate; an unfenced or non-compliant pool is a cost, not a feature.
- ☐ Building & timber-pest plus electrician — shed circuits, RCD count, hard-wired smoke alarms, termite-barrier certificate.
- ☐ Two insurance quotes with the pool and outbuildings declared — modest in Perth, but they affect cover and serviceability.

## The Buyer's Grail

Sample property, Baldivis WA 6171 · 1 August 2026

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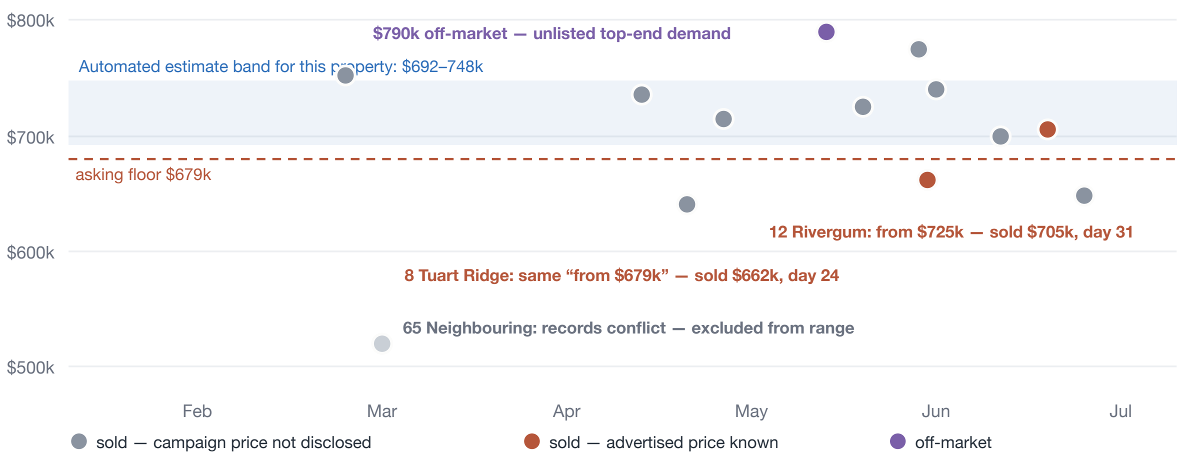
## PRICE & COMPARABLE EVIDENCE

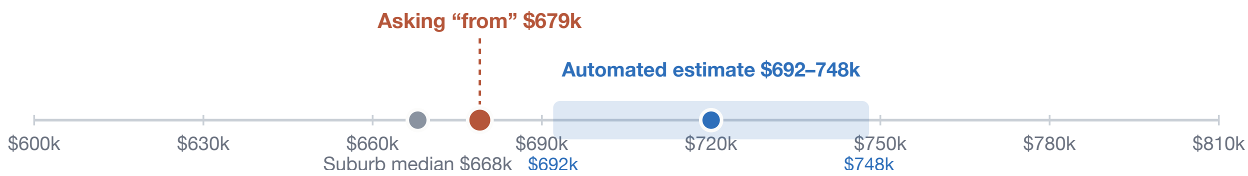
recorded sales and sold-listing records, retrieved 1 Aug 2026

### THE 13 CLOSEST RECORDED BALDIVIS SALES, FEB–JUL 2026



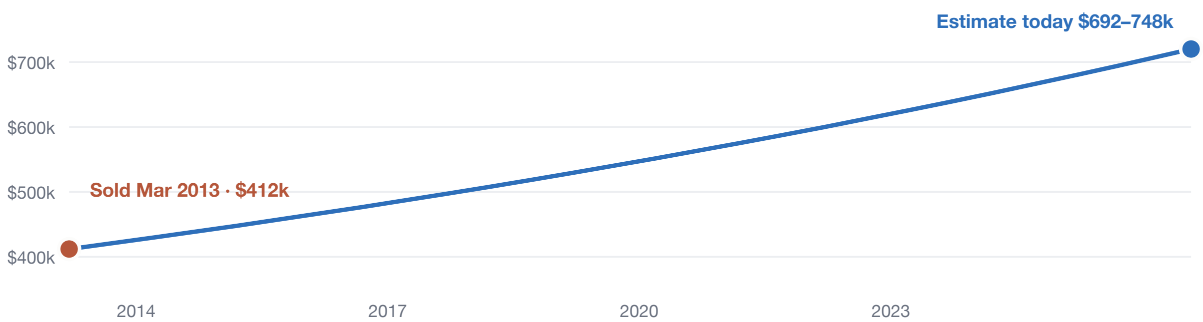

**Takeaway:** comparable 4×2 sales cluster between $700k and $752k; the sales above that carried a fifth bedroom, a pool or a larger lot. The two campaigns that showed a price both closed below it — evidence that advertised floors here are starting points, not minimums. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

### WHERE THE ASKING PRICE SITS




**Takeaway:** the $679k 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.

### THIS PROPERTY'S OWN PRICE HISTORY




**Takeaway:** one sale on title — $412,000 in March 2013, bought new (a 4.3% 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 |
|---|---|---|---|---|---|---|---|---|
| **22 Amazon Dr** | $790k | May 2026 | 4/2/2 | 612m² | — | Off-market | 4×2 · pool · theatre · larger lot · off-market | Yes |
| **9 Highbury Bvd** | $775k | Jun 2026 | 5/2/2 | 585m² | 9 | Sold | 5 bed · pool · solar | Yes |
| **41 Chesterton Wy** | $752k | Mar 2026 | 4/2/2 | 540m² | 6 | Sold | 4×2 · renovated kitchen · pool | Yes |
| **6 Nairn Dr** | $740k | Jun 2026 | 4/2/2 | 520m² | 7 | Sold | 4×2 + study · 2015 build · no pool or shed | Yes |
| **17 Arpenteur Dr** | $735k | Apr 2026 | 4/2/2 | 505m² | 10 | Sold | 4×2 · theatre · same era · no pool | Yes |
| **28 Makybe Dr** | $725k | Jun 2026 | 4/2/2 | 512m² | 14 | Sold | 4×2 · closest all-round match | Yes |
| **3 Settlers Ave** | $715k | May 2026 | 4/2/2 | 480m² | 12 | Sold | 4×2 · smaller lot · original | Yes |
| **12 Rivergum Wy** | $705k | Jul 2026 | 4/2/2 | 500m² | 31 | Sold · price disclosed | listed from $725k — sold 2.8% under | Yes |
| **35 Kerosene Ln** | $700k | Jun 2026 | 4/2/2 | 495m² | 19 | Sold | 4×2 · single garage + carport | Yes |
| **8 Tuart Ridge Bvd** | $662k | Jun 2026 | 4/2/2 | 450m² | 24 | Sold · price disclosed | same “from $679k” floor — sold $17k under | Yes |
| **19 Fifty Rd** | $648k | Jul 2026 | 3/2/2 | 420m² | 15 | Sold | 3 bed · smaller lot | Yes |
| **5 Eighty Rd** | $640k | May 2026 | 3/2/1 | 440m² | 10 | Sold | 3 bed · 1 car · original | Yes |
| **65 Neighbouring St** | $520k | Mar 2026 | 4/2/2 | 500m² | — | Excluded | records conflict ($520k transfer vs $610k portal) — excluded | Conflict |

“Days” = days on market where the campaign was public. “Verified” = price and date matched against a second independent record. Subject: 4 bed · 2 bath · 2 car · 512m² · 2012.

### WHICH OF THESE ARE GENUINELY COMPARABLE?

**Closest matches:** 28 Makybe Dr ($725k, 14 days) and 17 Arpenteur Dr ($735k, 10 days) — same-era 4×2 homes on 505–512m² lots without the pool-and-shed premium. **Upper bracket:** the three sales at $752k–$790k all carried a fifth bedroom, a pool plus renovation, or a larger lot, so they set a ceiling rather than a benchmark. **Lower bracket:** the three sales at $640k–$662k are 3-bedroom or sub-460m² homes — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $90k. 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 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**
**$668k**
houses — this property specs above the median

**SOLD VS NEW LISTINGS**
**310 / 118**
12 months — demand ≈2.6× new supply

**MEDIAN ASKING RENT**
**$690/w**
210 observations · suburb-wide

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

### MOMENTUM & SELLING SPEED

Median value growth — 12 months
+9.4%

Median value growth — 5 years
+68.0%

This campaign — days on market
18

Recent sales — median days on market
12

**Takeaway:** a 9.4% year on top of a 68% five-year run is strong by any Australian benchmark and cannot simply be extrapolated — but with 310 sales against 118 new listings, the supply gap behind it is still visible. This campaign (18 days) has already outlasted the recent-sales median (12 days): not stale, but past its hottest window.

## RENTAL CONTEXT

rent estimate for this property · suburb medians

| MEASURE | VALUE | READING |
|---|---|---|
| Rent estimate — this property | $690–760 / week | Above the suburb median at the top end, reflecting the fourth bedroom, theatre and pool. |
| Gross yield at the $679k floor | 5.3–5.8% | Solid by capital-city standards; excludes vacancy, management, rates and insurance. |
| Rental market depth | 210 observations / 12 mo | A deep rental market — consistent with Baldivis’s family-tenant demand and Perth’s tight vacancy. |
| Insurance caveat | Not yet quoted | **Data not available for this property** — Perth-metro premiums are moderate, but the pool and outbuildings must be declared and can change cover. Quote before unconditional. |

## THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence ≈205㎡ under the main roof — 4 bed, 2 bath, theatre, open-plan living, double garage with rear roller door — plus extended gable patio, 6.0×4.0m powered shed and below-ground pool.

Listing photo

Extended gable patio over the alfresco

Listing photo

Open-plan living — tiled, ducted reverse-cycle AC

Listing photo

Rear yard, pool and powered shed

| ATTRIBUTE | THIS PROPERTY | TYPICAL FOR BALDIVIS |
|---|---|---|
| Land | 512㎡ · freehold · Residential R20 | Standard — most 2010s lots run 450–560㎡ |
| Bedrooms / living | 4 bed + theatre + open-plan living | Typical — the 4×2-plus-theatre plan is the suburb's staple |
| Outdoor | Below-ground pool · extended gable patio · 6×4m powered shed | **Above typical** — the standout package for the family-buyer market |
| Construction | 2012 double brick, tile roof, one storey | Typical era — builder warranty long expired; 13-year-old services |
| Easements | None shown on the title record | Common — confirm the sewer alignment against the shed slab on the Water Corporation plan |
| Occupancy | Recorded as owner-occupied — vacant possession expected, **not yet in writing** | — |
| Title (record, not a search) | Freehold · Lot / plan on title · Detached Dwelling | title record — a formal title search must replace this before contract |
| Approvals on file | **Not sighted** — extended patio, powered shed, pool and pool barrier | 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 formal planning enquiry

### WHAT IS NEARBY

| AMENITY | NEAREST / CATCHMENT | DISTANCE |
|---|---|---|
| **Primary school** | Settlers Primary School | ≈0.9 km · in local-intake area |
| **Secondary school** | Baldivis Secondary College | ≈2.1 km · confirm intake area |
| **Public transport** | Bus to Warnbro station (Mandurah line, ≈6 km) | ≈350 m to nearest stop |
| **Shops & services** | Stockland Baldivis — Safety Bay Rd | ≈2.0 km |
| **Health** | Rockingham General Hospital | ≈8 km |
| **Perth CBD** | via Kwinana Fwy | ≈45 km · 40–45 min off-peak |

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

### PLANNED DEVELOPMENT & INFRASTRUCTURE

**Karnup station (Mandurah line) — planning & business-case stage**
≈4 km south; would shorten the rail commute for the southern estates — no committed opening date

**Nearby development applications**
Not available — City of Rockingham DA register 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. Ask your settlement agent to run the council enquiries and search the City of Rockingham DA 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 | Residential R20 — City of Rockingham Town Planning Scheme No. 2 | City of Rockingham scheme maps, checked 1 Aug 2026 |
| **Flood** | NOT RECORDED | Not within a mapped floodplain; the Baldivis wetlands and drainage reserves sit north-east of the lot | DWER / City of Rockingham floodplain layers, 1 Aug 2026 |
| **Bushfire** | NOT RECORDED | Lot not within the designated bushfire-prone area; designated bushland lies to the east of the suburb | DFES Map of Bush Fire Prone Areas, 1 Aug 2026 |
| **Heritage** | NOT RECORDED | No State Register (inHerit) or City of Rockingham local heritage listing on the lot or adjoining lots | Heritage Council inHerit database, 1 Aug 2026 |
| **Easements** | NOT RECORDED | None shown on the title record — confirm the Water Corporation sewer alignment against the shed slab | title record, checked 1 Aug 2026 |
| **Mining / other** | 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 settlement agent's council and water enquiries 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

WA transfer duty 2025–26 · re-run through the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised floor

| ITEM | AMOUNT | NOTE |
| --- | --- | --- |
| Advertised floor | $679,000 | "from" price — the contract price will differ |
| WA transfer (stamp) duty | $26,268 | $11,115 + 4.75% of the excess over $360,000 (2025–26 general rate) · effective 3.87% |
| Settlement agent / conveyancing (estimate) | $2,000 | fixed-fee settlement agent; solicitor typically more |
| Building & timber pest (estimate) | $600 | add an electrician for the shed circuits and RCDs (page 13) |
| **Total estimated upfront** | **$707,868** | **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 revenue office

| SCENARIO | DUTY PAYABLE | BASIS |
| --- | --- | --- |
| Not a first home buyer | $26,268 | standard rate |
| Eligible first home buyer, established home | $12,759 | WA First Home Owner Rate (contracts from 7 May 2026): nil to $600,000, then $16.15 per $100 above $600,000 — saves ≈$13,509 here; confirm eligibility with RevenueWA |
| Other grants | Not modelled | WA First Home Owner Grant ($10,000) applies to new homes only; the Home Buyers Assistance Account is capped at $400,000 purchases — neither applies to an established home at this price |

## 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 | $33,950 | $67,900 | $135,800 |
| Loan before LMI | $645,050 | $611,100 | $543,200 |
| Loan-to-value ratio | 95% | 90% | 80% |
| Indicative LMI premium | $21,932 | $11,672 | $0 |
| **Monthly repayment** | **$4,042** | **$3,774** | **$3,292** |
| Weekly equivalent | $933 | $871 | $760 |
| Total interest over the term | $788,093 | $735,856 | $641,835 |

**INCOME GUIDE — 20% DEPOSIT**
**≈$113k+**
indicative gross income to service $543,200 at a 9.10% assessment rate

**INCOME GUIDE — 5% DEPOSIT**
**≈$138k+**
indicative gross income to service $666,982 — 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 |
|---|---|---|
| **Council rates** | $2,000/yr | City of Rockingham — typical residential incl. waste; confirm on the rates notice |
| **Water & sewerage (fixed charges)** | $1,250/yr | Water Corporation service charges (water, sewer, drainage); usage extra |
| **Building & contents insurance** | *Not available* | Perth-metro premiums are moderate, but the pool and outbuildings must be declared — two quotes before unconditional |
| **Maintenance sinking allowance** | $3,395/yr | 0.5% of price p.a. — 2012 build; hot water, AC compressor and pool pump are the mid-life items |
| **Property management (if rented)** | $2,870/yr | 8% of rent at $690/w — only if held as an investment |
| **Land tax** | $0/yr | owner-occupied principal place of residence is exempt from WA land tax (RevenueWA); investors assessed on aggregate unimproved value |
| **Indicative annual holding cost — owner-occupier, known lines only** | **$6,645/yr** | **plus insurance once quoted — budget $6,790+ p.a. all-in; management only if rented** |

### BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

**INDICATIVE 5-YEAR COST OF OWNERSHIP — $83,188 (excludes the price itself and loan interest)**


- Upfront (duty, conveyancing, B&P) — $28,868
- Holding × 5 yrs (rates, insurance, maintenance) — $33,950
- Cost to sell (≈3%) — $20,370

**Takeaway:** before a dollar of loan interest, five years of ownership costs roughly $83,188 on top of the price — $28,868 to get in, about $33,950 to hold, and $20,370 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 $690–760/week

| MEASURE | VALUE | READING |
|---|---|---|
| Gross yield at the floor | 5.3%–5.8% | rent × 52 ÷ price — before any cost |
| Net yield (known costs, no insurance) | 4.3%–4.8% | after ~$6,790 holding; falls further once insurance is quoted |
| Vacancy allowance | 1–2 weeks/yr | Baldivis rental depth (210 observations) and Perth's tight vacancy support low vacancy — not zero |
| Land tax | $0 (owner-occupied) | exempt as a principal place of residence; if rented, WA land tax applies once aggregate unimproved value exceeds $300,000 — a single Baldivis lot usually sits under it |

Insurance is the missing line on this page. In Perth metro it is a modest line rather than a decisive one, but a pool and unapproved structures can restrict cover or push premiums up — two quotes with everything declared, before going unconditional, will settle the net figures above.

## 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 building permits have been sighted for the extended gable patio, the powered shed or the pool. Unapproved structures can void insurance, complicate finance, and erase exactly the premium this property asks — and under the Building Act 2011 the City can require a Building Approval Certificate or removal. Action: City of Rockingham building-record search before offering; ask the vendor to produce approvals in the O&A.

**MATERIAL — Valuation shortfall scenario**

Bank valuers credit land, bedrooms and bathrooms — not gable patios, sheds or pools at replacement cost. If a lender's valuation lands near the band's low end ($692k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer.

**INVESTIGATE — Pool barrier compliance**

WA pool barriers are inspected by the local government roughly every four years; no compliance certificate has been sighted. A non-compliant barrier is a cost on day one and an insurance question. Action: sight the City of Rockingham inspection record or make compliance a condition of the O&A.

**INVESTIGATE — 2012-era services**

Hot-water system, ducted AC compressor, pool pump/chlorinator and solar inverter are at mid-life; the termite-management system needs its certificate and inspection history. Action: building & timber-pest plus an electrician's inspection of the shed circuits and RCD coverage.

**INVESTIGATE — RCDs and hard-wired smoke alarms**

WA law requires at least two RCDs and mains-powered smoke alarms before title transfers; the seller must comply, but the buyer confirms it. Action: written confirmation via the settlement agent before settlement.

**FLAG — Campaign refreshed at day 16**

The 30 July refresh suggests the first offer 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 $520k (registered transfer) vs $610k (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**
**Megan Ross**
Coastal Ridge Realty · 08 9524 0000 · 4.9/5 (120 reviews)

**SALES, LAST 12 MONTHS**
**48**
as lead agent — a high-volume operator

**MEDIAN SALE PRICE**
**$685k**
this campaign sits in the agent's usual price band

**CAMPAIGN PATTERN**
**"From" pricing**
competition-style campaigns; day 18 here, refreshed 30 Jul

```
AGENT RECORD CHECK
Agent: Megan Ross, Coastal Ridge Realty Licence: Not published on listing
Register searched: Consumer Protection WA licence and disciplinary–action search (LGIRS), WA
Result: No disciplinary action recorded on the Consumer Protection WA licence and disciplinary–action search 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 2.5% commission the difference to the agent between a $679,000 and a $715,000 sale is roughly $900; a deal that collapses costs them about $17,000. 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 12-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. |
| "From 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 pool and patio alone are worth $80k" | Feature-stacking at replacement cost, which valuers do not credit. | "Can you send the building permits and the barrier certificate?" — 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** — listing pack · permits · title · this report
3. **Inspect hard** — building & timber pest + electrical
4. **Offer in writing** — clean terms, pre-approval attached
5. **Conditions period** — finance · valuation · re-open on findings
6. **Unconditional, then settle** — 42 days · insure early

## HOW BUYING WORKS IN WESTERN AUSTRALIA

typical practice vs the practice that protects the buyer · general information — your settlement agent or solicitor confirms the specifics

| STEP | TYPICAL PRACTICE | PROTECTIVE PRACTICE | WHY IT MATTERS HERE |
|---|---|---|---|
| **Contract & cooling-off** | Assume a change-of-mind window exists. | WA has **no statutory cooling-off period**. The offer is made on the Offer & Acceptance (O&A) with the Joint Form of General Conditions, and it binds the moment acceptance is communicated. Everything is a written condition before signing. | Conditions are the only exits — each one is also a renegotiation checkpoint. |
| **Disclosure** | Rely on the listing and the agent's word. | WA has no vendor-statement regime; condition and approvals are the buyer's to discover. Order the title search, City building records and sewer plan yourself. The seller must fit two RCDs and hard-wired smoke alarms before settlement. | Every issue found before offering is information; found after, it is a cost. |
| **Deposit & settlement** | Accept the marketed $20,000 / 42 days as fixed. | WA deposits are negotiated sums held in the agent's trust account, not a fixed 10%; settlement is commonly 28–45 days after finance approval. Both are negotiable, and certainty on them has value to a vendor. | A clean 42-day settlement with finance approved inside the 21-day clause is attractive to a vendor already moving on. |
| **Finance & conditions** | Treat "subject to finance" as a formality. | The standard finance clause ends the contract if approval is declined by the finance date — but only if the buyer applies promptly and gives notice. Building/timber-pest and approvals annexures are the buyer's other exits. | Insuring from acceptance is common practice even though risk generally stays with the seller until settlement — confirm with your settlement agent. |

## OFFER & CONTRACT CHECKLIST

the clauses and documents buyers in this position commonly ask their settlement agent or solicitor about — general information; they draft the terms

### BEFORE AN OFFER GOES IN WRITING

- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval)
- ☐ 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 circuits, RCD count and hard-wired smoke alarms (seller's obligation before settlement in WA)
- ☐ Approvals condition — vendor to produce City of Rockingham building permits for the extended patio, shed and pool, plus the pool-barrier compliance record
- ☐ Vacant possession written into the O&A — the property is owner-occupied, so confirm it rather than assume it
- ☐ Deposit amount and timing — $20,000 on acceptance is the marketed ask; WA deposits are negotiated sums, not a fixed 10%
- ☐ Settlement window — 42 days marketed with a 21-day finance clause; align to finance and insurance lead times
- ☐ Insurance from acceptance — two quotes with the pool and outbuildings declared before signing
- ☐ Special conditions — sewer alignment confirmed against the shed slab; pool equipment and 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

2012 double-brick house with pool, extended patio and powered shed · hand this to the building inspector and electrician

### WHAT TO LOOK AT, AND WHO SHOULD LOOK

- ☐ Roof tiles, ridge capping and gutters — 13 years of Perth sun and winter storms
- ☐ Switchboard: at least two RCDs, hard-wired smoke alarms, sub-circuit to the powered shed
- ☐ Hot-water system age; ducted reverse-cycle AC compressor and ducting under load
- ☐ Pool: barrier gates and latches, pump, chlorinator, filter, any leak or shell movement
- ☐ Extended gable patio — footings, fixings to the house, any signs of movement or water entry
- ☐ Solar array and inverter — age, output, any recall notices
- ☐ Termite management system certificate and any annual inspection history (2012 build)
- ☐ Sewer alignment vs the shed slab; site drainage and soakwells in Perth sand

## 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, building & pest, electrical, permit search, insurance quotes and the contract review — has to be complete *before* bidding, not after. The stages below describe how the process usually runs.

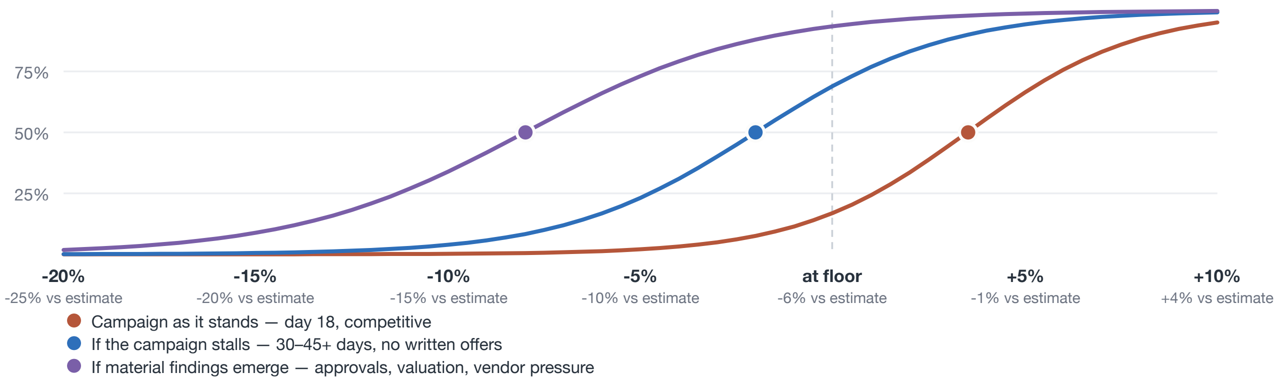
| STAGE | WHAT HAPPENS · WHAT BUYERS IN THIS POSITION OFTEN DO |
|---|---|
| **Before auction day** | All conditions are cleared in advance — finance approval in writing, valuation comfort, building & pest, electrical, permit search, insurance quotes, contract reviewed by a conveyancer. Nothing can be 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, 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. Insuring from acceptance is common practice. |

**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 12 days; both disclosed-price campaigns closed below their number). Estimates for orientation, not predictions.

**Buyers in this position often consider:** opening in writing on the O&A at the advertised floor with pre-approval attached and the vendor's preferred terms ($20,000 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 (≈+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 (8 Tuart Ridge closed 2.5% under its floor at day 24); 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 FLOOR | REPAYMENT GUIDE | INCOME GUIDE |
|---|---|---|
| **$707,868** | **$3,292/mo** | **≈$113k+** |
| price + WA duty $26,268 + settlement agent + inspections | 20% deposit, 6.10% p.a., 30 yrs · $760/week | indicative single-income serviceability at 80% lend — your broker's number is the real one |

PRIVATE — DO NOT SHARE

Prepared 1 August 2026
Report ID: TBG-SAMPLE-WA · Template v6

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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 gable patios, sheds or a pool at replacement cost. A lender's valuation near the band's low end re-opens the price.

**The permits are unproven.** No approvals sighted for the patio, shed or pool, and no barrier certificate. Until they are, each is a condition, a cost, or both.

**The campaign was refreshed.** Refreshed 30 July at day 16 — the first wave of offers has not closed it.

**Certainty is currency.** The vendor asks a $20,000 deposit and 42 days. Meeting that, finance-ready, is worth money to them.

### WHAT THE SELLER HOLDS

**A rising, undersupplied market.** 310 sales against 118 new listings; median 12 days. Waiting costs the vendor little.

**A complete package.** 4×2 with theatre, pool, patio and powered shed on 512 m² under $750k — emotionally priced by exactly the family buyer this ad targets.

**No pressure to sell.** Bought new for $412k in 2013 — any sale is a 13-year win. Lowballs without reasons get ignored, not countered.

**A professional operator.** 48 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. |
| **–3% to –5%** | **≈10–20%** | Campaign passes ~3 weeks with no written offers — real in this suburb (8 Tuart Ridge closed 2.5% 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. |
| **+3% to +5%** | **≈50–65%** | Competing offers confirmed in writing; the campaign stays hot. | 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 "from" price 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 +68% five-year run priced in as if permanent — a deal that only works at 10% growth does not work); feature seduction (the pool-and-shed 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; permit status NOT yet searched (listed as a check). **Planning & hazard overlays** — state planning-scheme overlays and heritage register as recorded on 1 Aug 2026 (page 7); not a formal planning enquiry. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Consumer Protection WA licence and disciplinary-action search (LGIRS), WA, 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 ($692k–$748k, midpoint $720k). Cross-check against the 13 closest recorded Baldivis sales Feb–Jul 2026: comparable 4×2 homes cluster $700k–$752k; sales above $752k carried a fifth bedroom, a pool plus renovation or a larger lot. Adjust downward for unverified approvals on the rear improvements and a realistic valuation-shortfall scenario; adjust upward for the pool-and-shed package on a standard lot. Result: **$690,000–$730,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

### FINANCIAL FIGURES

WA transfer duty computed at 2025–26 rates ($11,115 + 4.75% of the excess over $360,000 (2025–26 general rate)): $26,268 at the advertised floor, re-run through the TBG stamp-duty calculator; the First Home Owner Rate figure is computed from the RevenueWA schedule. 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). Building-permit and pool-barrier 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-WA** | **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 · WA overlays 1 Aug 2026** | **Consumer Protection WA licence and disciplinary-action search (LGIRS) · 1 Aug 2026** |

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