

FIRST HOME BUYERS IS NOW THE TIME TO BUY?

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There's no shortage of doom and gloom in the media right now, whether it's on the news or social media. But when it comes to buying your first home, it's important to look at things through the right lens.

Buying your first home is a very different journey compared to buying an investment property. Let's break it down:

INVESTMENT PROPERTY – IT'S ABOUT THE NUMBERS

When buying an investment, you're focused on the financials.

- Will the rent cover the mortgage and expenses ("wash its own face")?
- What's the potential for capital gain?
- How soon could the property start returning an income?
Here, location, setup, maintenance, and interest rates play a huge role.

FIRST HOME – IT'S ABOUT YOU

For your first home, the questions are more personal:

- Does the location suit your work, lifestyle, or school zones?
- Will it fit your future plans and family needs?
- Can you see yourself living here for the next stage of life?
It's less about short-term financial returns and more about creating stability and a place to call your own.



"MY FRIEND SAID I SHOULD WAIT..."

We've all heard it: "My mate/uncle/neighbour told me..." Advice can be helpful, but here's the reality:

- Did your uncle buy in the 90s when the market was totally different?
- Is your neighbour following advice from an overseas influencer in a different economy?
- Did your friend deal with one bank that had a policy that might not apply to you? That's why it's crucial to speak with someone who knows all the banks' current policies and understands today's property climate.

REALITY CHECK – DEPOSITS & COSTS

- Deposit: You don't always need 20%. Yes, it's great, but it's tough! Options exist with as little as 5% deposit (via Kāinga Ora or certain banks) and 10% with most main banks. Each comes with conditions, and I can walk you through what that looks like.
- Costs of waiting: While saving, don't forget:
 - Property prices may rise, moving the goalposts further away.
 - Rent keeps going out the door. Over 12 months, that could've been mortgage repayments instead.

TAKE THE FIRST STEP

The journey to owning your first home starts with a conversation. Whether you're exploring options or ready to buy, I can help you understand your opportunities and guide you through the process.



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