BEFORE YOU SIGN

7 costly mistakes I've watched first home buyers make

Real stories from over 15 years in lending



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WHY I WROTE THIS

I've spent over 15 years in lending.

The families I sat with weren't careless. Good incomes. Deposits saved the hard way. Plenty of research.

Their mistakes weren't about intelligence. They came from not knowing what to ask.

These are seven I still think about.

The stories are real. I've changed details so no one can be identified.

15+ yrs
in lending

$450M+
in loans over 15 years

4.9 ★
125+ Google reviews



01

$5,000 over, on auction day

A family I helped had their limit set by a cap. They went to the auction excited, with the whole family there.

Bidding went just past their limit, and the family said: "We'll give you the $5,000. Just go for it."

That $5,000 took them over the cap for a government scheme. Without it, they now had to pay lenders mortgage insurance, and we had to find a new lender who would accept them and the property.

The extra $5,000 cost them tens of thousands of dollars.

THE LESSON

Before auction day, ask: what happens if we go over?



02

A pre-approval that was worth nothing

A couple had pre-approval to borrow 90%. They bought at auction.

The property turned out to be in a heritage zone. Their lender would accept it, but not at 90%. Because it was an auction, there was no way out.

At 80% there are plenty of lenders. At 90%, depending on income and deposit, there may be one or two. They had one more option.

It took us another 7 to 10 days: a new lender, a new valuation, a new formal approval. For the couple, an emotional roller coaster the whole way.

THE LESSON

Pre-approval is about you. The property has to pass too.



03

Chasing the rate, missing the structure

I see people fight hard for a slightly lower rate.

Then they pay thousands in lenders mortgage insurance that a different structure could have avoided.

The rate is the number everyone talks about. It's rarely the one that costs the most.

★★★★★

"I can't say enough good things about Jigar! He made the daunting process of buying a home..."

Nikunj P. · Google review of my broking business

THE LESSON

Ask what the whole loan costs you, not just the rate.



04

Spending everything on the deposit

The day you get the keys, the spending starts.

Furniture. Carpets, curtains, a coat of paint. Council rates. Building insurance. And the car breaks down the same month.

What if one of you can't work for six months?

Your deposit is competing with all of this.

> ★★★★★
> *"Jigar took great care in understanding my finances and objectives..."*
> Vishal S. · Google review of my broking business

THE LESSON

Keep a buffer for the life that comes after the keys.



05

Borrowing for the household you have today

The mortgage runs for 30 years. Your life won't stay still for 30 days.

A baby in the next year or two means new costs, and mum taking time off work.

Parents coming to help means a room for them, and money for their visa.

All of it needs thinking about now, before you sign.

> ★★★★★
> *"I have found Jigar and Jess to be very responsive and excellent communicators."*
> Joanna H. · Google review of my broking business

THE LESSON

The bank tells you the most you can borrow. You decide the most you should spend.



06

Looking at the money in India on its own

Moving money from India is the easy part.

The real question: is that money, or that property, better off staying where it is?

The answer changes your purchase price, what you can borrow, and the lenders mortgage insurance you pay.

These all affect one another. You can't decide one in isolation.

★★★★★

"Excellent service and communication. Jigar, Preeti and Jess have gone above and beyond..."

Keegan M. · Google review of my broking business

THE LESSON

Look at every piece together, before you move a single rupee.



07

Advice that came from another country

A family I know bought their first home here. He was working in IT. Before choosing their loan, they asked his parents for advice.

His parents are Indian too, but they migrated to the US many years ago. In the US, long fixed rates are normal. So the family fixed their rate for 15 years.

Eight to ten years later they wanted to sell and move. Breaking that fixed rate cost them tens of thousands of dollars.

Their parents meant well. The advice just came from a different system.

THE LESSON

Good advice from another country can be expensive here.

THE REAL LESSON

Every one of these affects the others.

That's why a friend's advice, or advice from family overseas, isn't enough.

The right answer depends on your life: your family, your income, your money.

The job is to find the three to five priorities that matter most for you, and get them in the right order.



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