Buying Off-the-Plan

RESIDENTIAL PROJECT MARKETING

BENEFITS OF BUYING OFF-THE-PLAN

Time to breath – buy now, pay later

If you're an owner occupier *purchasing off-the-plan*, you instantly have the added advantage of 'putting things in order' before you move in. Co-ordinating the sale of an existing property can be stressful, but knowing that when buying off the plan you have some time before your new property is ready to occupy provides you with valuable time to plan for your move and can reduce stress considerably.

More choice – range of floor plans, colour schemes, levels, views etc

One of the greatest benefits of *buying off-the-plan* is that you get to choose your property from everything that is available in the development. Normally you don't have that opportunity. If you are quick off-the-mark the selection is even greater. A wider array of choice means a greater opportunity to make sure you purchase an apartment with a superior position, aspect and floor layout.

Depreciation benefits – the newer the apartment the more tax deductions available

As with all investment property purchases there are some significant tax benefits. These benefits are greater when property is newer because there are more tax depreciations available. Those benefits are greatest when the property is brand-new so buying off-the-plan maximises your available tax deductions.

Capital Growth – more growth in much shorter time frames

When developers first offer their new products to the market they usually start with lower prices to encourage a faster sales rate. When construction commences, and the developer has met their construction finance requirements, prices usually rise. Therefore, for investors who commit early to the project there is often a good price incentive.

Government Savings – no stamp duty & grants payable in many instances

First home buyers will receive benefits of up to $15,000 to purchase or build a new home where the value of the home does not exceed $650,000. First home buyers are exempt on paying stamp duty on new homes valued up to $550,000 and concessions on duty for new homes valued between $550,000 and $650,000.

Secondary home buyers and investors who purchase off-the-plan and new homes will receive a grant of $5,000 where the value of the new home does not exceed $650,000.

TIPS FOR BUYING OFF-THE-PLAN:

- Health check your financial position, now and for the future
- Look at the median apartment price growth in the area
- Research track record of the project team - architect, builder and sales team
- Track the settlement date through construction
- Lastly, but most importantly, research the track record of the developer!