

# The “First Home Investor” Playbook

How to buy your first home like an investor and turn it into your first investment property.

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THE BUYERS ALLY

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Find it. Buy it. Grow with it.

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Buyers Agent for First Home Buyers and First Time Investors

*Disclaimer:*

*The information in this guide is general in nature and does not take into account your personal objectives, financial situation or needs. It is not financial, legal or tax advice. You should consider whether this information is appropriate for you and seek professional advice before making any property or investment decisions.*

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# 1. Welcome!!!

## Why this playbook matters

If you're thinking about buying your first property and you don't want to stuff it up, this playbook is for you.

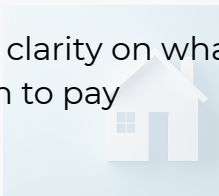
Most first home buyers are told to 'just get your foot in the door'.

But the first property you buy can either set you up or hold you back for years.

This guide is about buying your first home like an investor, so you can live in it now and turn it into an investment later.

## Who this is for

- First home buyers who want their first place to also be a long-term asset
- First-time investors buying their first investment property
- Time-poor professionals and young families who are worried of buying the wrong property
- People who want clarity on what to buy, where to buy and how much to pay



## 2. Who am I? And why should you read this?

I'm David, your buyers agent.

I live and breathe property as a former Property Manager, Investor and now Buyers Agent.

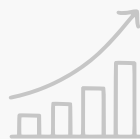
Why I practice what I preach:

- 10+ years in real estate: Managed thousands of investment properties and worked with thousands of investors.
- Proven results: Bought my first property in 2015, and by age 35 built a portfolio worth over \$7m.

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Let's turn your dreams into reality

I've seen what works and what holds people back. Now I help first home buyers and first time investors buy smart from day one.

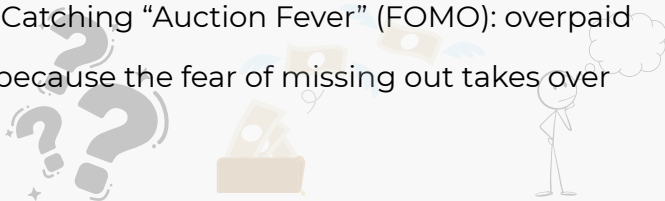


# 3. Five mistakes first home buyers make

Buying your first home is likely the biggest financial commitment you've ever made. The stakes are incredibly high, yet most people go into it armed with nothing but a weekend inspection schedule and a lot of emotion.

Here are the five most painful mistakes first home buyers make

1. Falling for the "Pretty Trap": Falling in love with fresh styling and a new kitchen, while ignoring poor land value or a bad street
2. Showing your cards to the Agent: Telling the "friendly" selling agent your maximum budget or how much you desperately want the house. Remember, the agent works for the vendor.
3. Buying a "Dead-End" Property: after months of missed weekends, you compromise just to "get a foot in the door". You buy the wrong property that doesn't grow.
4. Listen to friends and family advices at Saturday BBQ instead of people who do this all day
5. Catching "Auction Fever" (FOMO): overpaid because the fear of missing out takes over



# 4. The mindset shift Home

VS

## Investment grade home

### Typical “dream home”

- Fully renovated and styled, meaning you’re paying more for the building (which depreciates) than the land (which appreciates)
- Pays a premium for emotion and the “nice to live in” feel
- Often grows slower over time because so much of the price is in finishes that wear out

### Investment grade home

- Strong land value and location doing the heavy lifting over time
- Practical layout and good natural light
- In a tightly held, established area with solid demand
- Easy to rent out later and attractive to both tenants and future buyers



## 5. Know your goal

Before you look at suburbs or properties, start with this: *why are you buying?* Property is just a tool. You need to know what you want that tool to do.

### Ask yourself:

- What is my end goal?
- Do I want the option to work less, change careers, travel more, retire earlier, or just feel less stressed about money?
- How much passive income would I like one day? (For example: 60k, 100k, 150k per year?)
- Over what timeframe – 10, 15, 20 years?

Your first home can be the foundation of a portfolio that supports that goal. You don't need a perfect spreadsheet, but you do need a clear direction.



# 6. Know your finance

This isn't personal financial advice, but here's a simple way to think about your numbers.

## Deposit options

- 5% deposit – get in sooner, No LMI for first home buyers, but be mindful about the repayments for 95% loan
- 10% deposit – middle ground for many buyers
- 20% deposit – may take longer to save

## Don't forget the extras

- Stamp duty (depending on price and state)
- Legal/conveyancing costs
- Building and pest inspections
- Moving costs and immediate repairs

## Always have a buffer

- Rate rises, job changes, kids and life happen
- Aim to still have cash left in the bank after you settle
- Property should stretch you a little, not keep you up all night

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# 7. Know your team

Property investing is a team sport. The right professionals can help you avoid expensive mistakes and line things up with your long-term goals.

## Accountant

- Helps choose the right ownership structure (personal, joint, trust, company).
- Explains tax implications and sets things up with your long-term goals in mind.

## Mortgage Broker

- Works out your borrowing power and structures your loans for future purchases.
- Recommends loan products that suit your strategy, not just today's interest rate.

## Solicitor / Conveyancer

- Reviews and explains the contract of sale and key risks.
- Manages the legal side from exchange to settlement and protects your interests.

## Buyers Agent

- Turns your goals and borrowing power into a clear buying strategy
- Shortlists suburbs and properties that fit that strategy
- Handles inspections, due diligence and negotiation
- Stops you buying on emotion and overpaying



## 8. How to choose the right suburb (use data, not guesswork)

You don't need to guess or chase headlines. These are the top 5 data points to check:

- **Long-term growth** – Look at 10 – 20 years of price growth. You want steady, consistent performance, not just one boom year.
- **Vacancy rate** – low vacancy rate usually signals tight rental demand.
- **Stock on Market % (SOM%)** – Lower is generally better. High SOM% can point to oversupply or low demand.
- **Inventory (months of supply)** – Fewer months = stronger demand relative to supply.
- **Days on market** – Shorter sales and rental days on market usually mean a healthy, in demand area.

### Layer on top

- **Good public school zones** – attract families and support strong resale and longer term tenancies
- **Real infrastructure investment** – transport, hospitals, universities, town centres and job hubs that support future demand



# 9. How to choose the right property

## Big picture – what I look for first

- Practical layout that actually works for day to day living. Good natural light and ventilation (dark, pokey homes are harder to rent and sell)
- Broad appeal to tenants and future buyers, not a “one very specific buyer only” property
- As few deal breakers as possible (noise, access issues, obvious structural problems)

## If you're buying a house

- Check for heritage / conservation, flood and bushfire overlays. Look at easements, big trees and slope. These can impact what you can do and your insurance
- Avoid houses on main roads or backing busy commercial/industrial where possible
- Always get a building & pest inspection to uncover things you can't see at open homes

## If you're buying a unit

- Prioritise good orientation and light, north facing generally beats dark, south facing units
- Choose practical layouts, proper bedrooms with windows, logical flow, usable living space
- Look at the building and strata: maintenance, levies, sinking fund, any known defects or special levies



# 10. How to negotiate with the Agent/Vendor

Good negotiation starts well before you make an offer. The more you understand the agent, the vendor and the property, the stronger your position.

## Know the agent

- Attend some of their other open homes and auctions
- Notice how they talk about price and “interest from buyers”
- Work out if they tend to underquote or price close to what owners want

## Know the vendor

- Why are they selling? (Upgrading, downsizing, divorce, deceased estate, already bought?)
- Do they need a particular settlement date? Is the property vacant or tenanted?
- Motivation matters. The right price and the right terms can win you the deal

## Know your numbers

- Have a clear idea of fair market value
- Know your ideal price and your walk-away limit
- Make offers in writing and use conditions (finance, building & pest, settlement timing) strategically
- Stick to your limit. Don't let emotion push you over your number.



# 11. The plan to 6 properties portfolio

There is no one size fits all path, and the right strategy depends on the person, their income, borrowing capacity, risk tolerance, and ownership structure.

But generally, many investors move through different phases as their portfolio grows.

In the early stage, the focus is often on growth.

In the middle stage, the focus may shift toward balance.

In the later stage, the focus is usually on holding strength, cash flow, and long term sustainability.

Disclaimer: This is not financial, legal, or tax advice. Always seek advice from your broker, accountant, or financial adviser before making decisions.



# 11. The plan to 6 properties portfolio (cont.)

## Phase 1:

Properties 1 and 2

Often, the early focus is on well located properties with strong fundamentals and good long term growth potential.

The reason is simple: if those assets grow in value over time, they may create equity that could help support future purchases.

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# 11. The plan to 6 properties portfolio (cont.)

## Phase 2:

Properties 3 and 4

By this stage, many investors may start feeling more pressure on borrowing capacity and cash flow.

This is often where rental yield becomes more important, so the focus may shift to properties that still have solid fundamentals but also bring in stronger rental income.

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# 11. The plan to 6 properties portfolio (cont.)

## Phase 3:

Properties 5 and 6

By this stage, the focus often shifts from simply growing the portfolio to strengthening it.

Some investors may look at properties that offer:

- ✓ stronger rental income
- ✓ better cash flow
- ✓ lower holding pressure
- ✓ more balance across the portfolio

Depending on their goals and circumstances, this may include selected commercial property opportunities.

At this stage, the goal is often about adding assets that may help make the overall portfolio more stable and sustainable over time.

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# 12. Inspection check list

Use this checklist at every open home and tick things off as you go.

## Street & location

- Street feels quiet and appealing
- No major traffic noise
- No obvious noise sources (train line, pub, servo, industrial)
- Close to shops / cafés
- Close to public transport
- Close to parks / green space
- In a good school catchment (if relevant)

## Outside

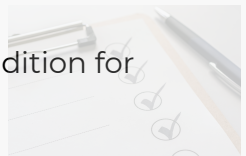
- House/building looks solid at first glance
- No obvious major cracks or movement
- Roof, gutters and downpipes look reasonably maintained
- Yard / common areas feel tidy and cared for

## Inside – layout & feel

- Layout feels practical (not weird or chopped up)
- Good natural light in living areas
- Good natural light in bedrooms
- Bedrooms are a usable size
- Enough storage (robes, linen, cupboards)
- Living area big enough for how you live

## Inside – condition

- No visible damp or mould on walls/ceilings
- No strong smells (mould, smoke, pets)
- Floors feel solid underfoot
- Kitchen and bathrooms in acceptable condition for now



# 12. Inspection check list (cont.)

## **If you're buying a house**

- No obvious drainage issues in yard
- No huge trees too close to the house
- Retaining walls look stable
- Access around the house is practical

## **If you're buying a unit**

- Common areas are clean and well maintained
- Building feels cared for (not neglected)
- No obvious cracks in common walls/balconies
- Natural light (north facing preferred)

## **Big picture**

- I'd be happy living here for a few years
- I can see this being easy to rent out
- No major "I'll regret this later" red flags



# 13. Your Next Step: The Property Strategy Session

If you're serious about buying the right property, in the right location, at the right price, this is where I come in.

Most first home buyers are doing this once or twice in their life... while the agent on the other side does it every day. The risk? Overpaying, buying the wrong property, or getting stuck with something that holds you back instead of setting you up.

Most people buy a home and hope for the best. We help you buy a home that builds a legacy. Let's map out your path to 5 properties.

If you want clarity on what to buy, where to buy, and what to avoid, **let's chat.**

 Book a Property Consultation with me

[Book Now](#)

