

# Homebuying journey



## Calculate how much can you afford

Visit [www.mortgagemax.co.za](http://www.mortgagemax.co.za) to find out how much you can afford to spend on a home, and what your monthly bond repayments will be.



## Get pre-qualified

This will give you an indication of whether or not you'll qualify for a loan and will let prospective sellers know that you're a serious buyer.



## Find a property

Once you know what you can afford, you'll be able to start the search for your new home with confidence.



## Sign an Offer to Purchase (OTP)

The OTP is a legally binding document that is presented to the seller for consideration – typically by the real estate agent selling the property.



## Apply for a home loan

Once we have a signed OTP, we'll apply to multiple banks on your behalf and present you with the offer(s), so you can choose the option that suits you best.



## Insure your investment

Most banks expect your home to be comprehensively insured. BetterSure, our preferred insurance provider, offers a competitively priced range of home insurance products that includes homeowners and home contents cover, and life insurance.



## The instruction is sent

If the seller has an existing bond, the cancellation attorneys are instructed to cancel it. The bank-selected attorneys are instructed to carry out the transfer and bond registration.



## Documents are signed

- Once all conditions have been met, the transfer and bond documents are drafted by the registration attorney and signed by the relevant parties.
- As the buyer, you pay all relevant transfer costs.
- The seller pays the rates, including advance rates if required.
- The transferring attorneys apply for a transfer duty receipt from SARS, a rates clearance certificate, and a levy certificate\*, and make the necessary payments.



## Compliance certificates are supplied

The seller provides electrical, plumbing\*, Borer Beetle\*, gas\* and electric fence\* certificates.



## Guarantees are provided

- The attorneys provide guarantees from your bank for the purchase price, or the balance of the purchase price if you've already paid a deposit.
- The existing bond on the property is prepared for cancellation.
- The attorneys ensure FICA compliance as a protective measure against fraud.



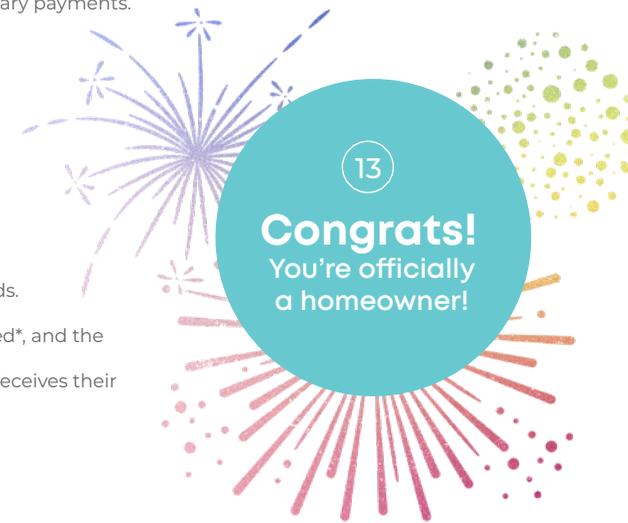
## Lodgement

When all documents have been signed, costs paid, and certificates obtained, the documents are prepared for lodgement at the Deeds Office.



## Registration and proceeds

- The conveyancers appear at the Deeds Office to register the deeds.
- Ownership passes from the seller to you.
- Your new bond is registered\*, the seller's existing bond is cancelled\*, and the guarantees are paid\*.
- The seller is paid out the net proceeds and the real estate agent receives their commission.



## After the sale

Roughly three months later, the attorneys receive the original Title Deed and bond documents from the Deeds Office. The Title Deed is then delivered to the bank (if your property is bonded) or to you if it was a cash sale. The attorneys usually also send a copy of these documents to you and the seller.

**Ready to start your homebuying journey?**  
Get in touch today.