easy peasy

Effortless Mortgages

The First Home Buyer Workbook

A practical work sheet to help you understand your numbers, your deposit, and what happens next, at your own pace.

Buying your first home? Let's make the numbers a little less confusing.

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A NOTE BEFORE YOU BEGIN

Before We Start

Hi, I'm Janette. I've been a mortgage adviser for 25 years, and I built this workbook because I know how overwhelming those first "maybe we could buy a house" conversations can feel.

This isn't about telling you exactly what house you can afford. No worksheet can do that responsibly, that depends on your bank, your lender's criteria, and your individual circumstances.

What this *will* do is help you get clear on where you stand right now: your deposit, your income, your spending, your debts, so that when you do sit down with a mortgage adviser (me or anyone else), you walk in prepared instead of guessing.

> **Take your time.** There's no rush, and there's no wrong answer. Fill in what you know, leave blank what you don't. That's useful information too.

Grab a cuppa, a pen, and let's work through it together.

— Janette

STEP 1

My First Home Goal

Before the numbers, let's start with the picture. What are you actually hoping to buy?

PREFERRED LOCATION(S)

TYPE OF HOME

BEDROOMS

IDEAL PRICE RANGE

MUST-HAVES

NICE-TO-HAVES

Why this matters: Your goal shapes your strategy, a first home in the right suburb, ready to move into, is a different conversation to a renovator's dream further out. There's no right answer, just your answer.

STEP 2

My Deposit

Where is your deposit coming from? Add up everything you have, and everything you're still building toward.

SOURCE	AMOUNT
Savings	
KiwiSaver	
Gift / family contribution	
Other	
Total deposit	

> **Deposit vs. buying costs:** Your deposit isn't the only cash you'll need. Legal fees, building reports and moving costs come on top. We'll cover those on page 12, so don't panic if your total above looks tight right now.

A QUICK NOTE ON KIWISAVER

If you've been a member for three years or more, you may be able to withdraw most of your KiwiSaver balance to put toward your first home, and you might also be eligible for other first-home support. A mortgage adviser can help you check what applies to you.

STEP 3

My Income

Lenders look at reliable, regular income. Fill in what applies to you.

INCOME SOURCE	AMOUNT
My salary / wages	
Partner's salary / wages	
Self-employed income (if applicable)	
Other regular income	
Total household income	

TIME IN CURRENT JOB / SELF-EMPLOYED

EMPLOYMENT TYPE (PERMANENT, CASUAL, CONTRACT)

Self-employed? Lenders usually want to see two years of financial statements. If you're newer to self-employment, it's still worth having a chat. There are lenders who take a flexible view.

STEP 4

Where Does My Money Go?

This is the page that surprises most people. Be honest, it only helps you.

REGULAR EXPENSE	WEEKLY / MONTHLY
Rent	
Groceries	
Utilities (power, water, internet)	
Transport / fuel	
Insurance	
Subscriptions	
Childcare	
Other regular spending	
Total regular outgoings	

STEP 5

My Existing Debt

Lenders need to understand your commitments. Having debt doesn't automatically rule you out.

DEBT	BALANCE / REPAYMENT
Credit cards	
Car loan	
Student loan	
Personal loan	
Buy Now Pay Later (Afterpay, Laybuy etc.)	
Other	
Total debt commitments	

Good to know: Paying down or closing unused credit cards and BNPL accounts before you apply can genuinely improve your borrowing position, it's one of the easiest things to tidy up early.

STEP 6

My Starting Position

Pull it all together. This is your snapshot, not a borrowing calculator, just your starting point.

SUMMARY	AMOUNT
Total deposit (page 4)	
Total household income (page 5)	
Total regular outgoings (page 6)	
Total debt commitments (page 7)	

This isn't a borrowing calculator. Your actual borrowing position depends on your individual circumstances and each lender's criteria. What you've just written down gives you, and a mortgage adviser, a real starting point for that conversation.

STEP 7

Am I Ready?

A quick gut-check. You don't need every box ticked to reach out, but it's a good sense check.

- [ ] I know roughly what I have available for a deposit
- [ ] I've checked my KiwiSaver balance and eligibility
- [ ] I understand my regular spending
- [ ] I know what debts and commitments I have
- [ ] I've thought about additional buying costs, not just the deposit
- [ ] I've spoken to someone about my borrowing options

Ticked one or two? That's a totally normal place to start. Ticked most of them? You might be closer to pre-approval than you think.

THE BIG PICTURE

The Buying Process

From "I think I want to buy" to keys in hand, here's the general shape of it.

1. **Think about buying**
2. **Understand your numbers (that's this workbook!)**
3. **Talk to a mortgage adviser**
4. **Get your finances ready**
5. **Get pre-approved**
6. **Find a property**
7. **Make an offer**
8. **Due diligence — LIM, building report, insurance**
9. **Settlement — keys in hand** 🔑

> Every buyer's path looks a little different, some steps happen out of order, and that's fine. This is a guide, not a rulebook.

EASY TO MISS

Don't Forget These Costs

Your deposit isn't the only cash you'll need on hand. Here's what else to budget for.

- Legal fees
- Building inspection
- LIM report
- Registered valuation
- House & contents insurance
- Moving costs
- Rates
- Potential repairs / maintenance

MY ROUGH BUYING-COST ESTIMATE

COST	ESTIMATE
Legal fees	
Building inspection	
LIM report	
Insurance (first year)	
Moving costs	
Total estimated buying costs	

GET READY TO TALK

Questions for My Mortgage Adviser

Bring this along to your appointment, it means you don't have to remember everything on the spot.

WHAT I'M HOPING TO DO

- [ ] Buy my first home
- [ ] Buy my next home
- [ ] Refinance
- [ ] Refix
- [ ] Buy an investment property
- [ ] Not sure yet

QUESTIONS I WANT ANSWERED

WRAPPING UP

My Next Steps

You've done the hard part, you've actually looked at your numbers. Now, what's one small next step?

THIS WEEK I WILL...

THE PERSON I NEED TO TALK TO

BY WHEN

> Progress doesn't have to be a giant leap. Checking your KiwiSaver, having one conversation, or just finishing this workbook all count as real steps forward.

READY WHEN YOU ARE

Not sure what your numbers mean?

That's completely normal.You don't need to have everything worked out before you talk to a mortgage adviser, that's part of what I'm here for.

If you're thinking about buying your first home, let's have a chat about where you're at and what your options might look like.

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Book a chat →

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