

A Guide for Buyers – Stage 1A Release

How do I Buy my Preferred Lot at Heartwood Bentley?

To give as many buyers as possible the opportunity to secure their preferred lot at Heartwood Bentley, the following step-by-step guide outlines the process for the Stage 1A release, along with answers to common questions.

1. Read and Understand the Documents

Take time to review the DRAFT Design Guidelines and Development Policies, Sales Plan, and Price Guide, and contact Land4Sale if you have any questions. These documents will help you make an informed decision about purchasing land at Heartwood Bentley.

2. Define Your Vision and Budget

Consider which lot/s best aligns with your budget and needs. Stage 1 includes multiple releases, so if your preferred lot isn't available now, future releases may better suit your requirements.

3. Speak with a Builder

Each lot at Heartwood Bentley is subject to the Design Guidelines and Development Policies that guide how homes are designed and built to ensure a cohesive, high-quality neighbourhood. Engaging with a builder that understands the requirements of your lot and the development requirements generally to accurately cost your new home.

4. Speak with a Finance Broker or Bank

To help create a vibrant and high-quality community, purchasers are required to commence construction and complete their home within three

years of settlement. This ensures homes are built promptly, discourages land speculation, and supports timely delivery of housing.

Before applying, make sure your finances are in order. Obtaining a **Pre-approval Letter** or **Eligibility Letter** from your finance broker or bank for house and land borrowings will assist the lot allocation. If purchasing with cash, you will require **Proof of Funds**.

5. Choose the Right Lot for You

After you have reviewed the Sales Plan, you'll be invited to nominate your preferred lots (up to three) and submit an Expression of Interest (EOI) form once released.

6. Submit Your Expression of Interest (EOI)

Lots will be offered for sale through an **End Date Sale** process.

Buyers will have from **12pm Thursday, 6 November to 12pm Thursday, 11 November** to submit an **EOI** form online.

Your EOI submission will form the basis for preparing a formal Contract of Sale. The form will include a draft contract and an acknowledgment that multiple buyers may express interest in the same lot. Please note: each buyer may only purchase one lot in this release.

7. Lot Allocation

Once the **EOI** period closes, it may take up to **24 hours for Land4Sale and DevelopmentWA** to review all submissions. If your offer is successful, you'll be contacted to arrange the signing of your **Contract to Purchase** and payment of your **\$5,000 deposit**. This contract formalises your purchase and confirms the allocation of your lot.

Frequently Asked Questions

Q: I can afford to buy one of the lots but am unsure how much it will cost me to build my home.

A: Before committing to your lot, speak with a builder to get an understanding of likely build costs for a home that meets your needs. Then, arrange your finances by speaking with a mortgage broker or bank to confirm your borrowing capacity.

Q: How long will I need to get finance approval?

A: If you require formal finance approval as a condition of the purchase, you may choose to secure a building contract as part of your house and land finance approval. In these circumstances, formal approval may take longer to obtain. It's important that you include this detail within your EOI.

Q: What happens to my deposit if my finance is not approved?

A: You are required to use your best efforts to get your finance approved including making an application for finance and providing information to your mortgage broker or bank to support that application. If you can demonstrate you've made your best efforts and not obtained formal approval, your deposit is returned.

Q: What if I don't get to buy my preferred lot?

A: Buyers can nominate up to three preferred lots. If your first and second preferences are unavailable, we will contact you to discuss your third option. It could be you choose at this point to wait for subsequent land releases.

Q: If I put in an EOI, receive the contract and don't wish to proceed, do I have to proceed or lose anything?

A: The EOI is not a binding agreement, it simply outlines your purchasing details and choice of lots. You can withdraw it at any time, and you only pay a deposit after a contract of sale is signed by both you and DevelopmentWA.

Q: Can I amend the Contract of Sale?

A: Apart from the schedule section (which outlines items such as finance timeframes, settlement date, and purchase price), the terms and conditions of DevelopmentWA's standard Contract of Sale cannot be amended. The Contract of Sale will be available with the EOI form, allowing buyers to review it in full before submission.

Q. When are titles anticipated?

Land titles are anticipated in December 2025/January 2026.

Q. What rebates and incentives are on offer?

When you purchase at Heartwood Bentley, you'll receive:

- Front landscaping package - including turf, selected planting and waterwise irrigation system
- Side boundary colourbond fencing - with rear fencing already installed
- Solar PV rebate contribution - up to \$2,000 towards a minimum 3kW solar system