

7 Pitfalls to Avoid When Buying a House & Land Package in NZ

A no-fluff guide for investors, first-home buyers, and downsizers who don't want to get stitched up.

1. Believing the "Fixed Price" is Always Fixed Most house and land packages claim to be fixed price - until you read the fine print.
 - a. Some contracts include 'cost escalation' clauses that let builders adjust the price due to material shortages or delays. Ask for a turnkey contract with no provisional sums and get full transparency on siteworks and extras.
2. Not Understanding the Land Component Steep sites, clay soil, or poor drainage can blow out build costs. Some sections have hidden issues. Get a LIM, site plan, and advice from an engineer before you commit.
3. Overlooking Location Red Flags Fresh homes in fringe areas can mean slow growth. Check infrastructure, transport, and future plans before buying. Look ahead 10 years, not just at today's price.
4. Skipping the Finance Dry Run Valuation gaps at settlement are common. Pre-approval isn't enough - ask your broker to test worst-case scenarios and plan for a fallback.
5. Not Factoring in the Time Lag Builds take time. Your situation might change before settlement. Only commit if you've got financial and personal flexibility.
6. Getting Sucked in by Glossy Marketing What you see in the brochure may cost extra. Always ask for the full spec sheet so you know what's included and what's not.
7. Not Checking the Builder's Track Record. Some builders cut corners or disappear after handover.
 - a. Ask for past projects, check reviews, and confirm guarantees or memberships.

Final Tip: Work With Someone Who's Been Around the Block

At Mint Real Estate, we've worked on both sides - as agents and developers. We only sell packages that stack up on paper and in real life.

Book a free House & Land Strategy by emailing or calling us – see below. We can even Vet your contract? We'll do it. No charge.