

BUYING GUIDE

Mornington Peninsula





Thank you for your interest in Mornington Peninsula property. Whether you're searching for your first home, a coastal retreat, an investment property or planning a move in the future, we're delighted to be part of your journey.

At Scenic Property, we're a locally owned and operated real estate agency specialising in the southern Mornington Peninsula, from Mount Martha through to Rye. Our team lives, works and invests in the area, giving us a genuine understanding of the local market, lifestyle and opportunities that make this region so special.

The Mornington Peninsula offers a unique blend of beautiful beaches, world-class wineries, golf courses, vibrant villages and a relaxed coastal lifestyle, all within easy reach of Melbourne. It's a place where people come to slow down, connect with their community and enjoy everything our remarkable region has to offer.

Whether you're actively searching today or simply gathering information for a move in six or twelve months' time, we're here to help. From local market insights and suburb advice to off-market opportunities and property alerts, our team is committed to providing honest guidance and support every step of the way.

We look forward to helping you find your place on the Peninsula.

Matt Carroll

DIRECTOR | LICENSED ESTATE AGENT

0458 777 735 | 03 5981 4546

matt@scenicproperty.com.au



01 Mornington Peninsula Suburb Snapshot

One of the greatest attractions of the Mornington Peninsula is the diversity of lifestyles on offer. From vibrant beachside communities and marina living to prestigious family neighbourhoods and rural retreats, every suburb has its own unique character.

Whether you're seeking a permanent residence, holiday home, investment property or downsizer, understanding the differences between each area can help you find the location that best suits your lifestyle and long-term goals.

Safety Beach

Martha Cove Marina, swimming beaches, golf course living and a relaxed coastal atmosphere.

Dromana

Excellent value, family-friendly living, shopping convenience and easy beach access.

McCrae

Elevated bay views, beachside homes and a strong community feel.

Mount Martha

Premium family homes, village charm, quality schools and iconic beaches.

Mornington

Cafés, restaurants, shopping, medical facilities and year-round lifestyle appeal.

Capel Sound

A rapidly evolving beachside suburb offering excellent value, lifestyle convenience and strong growth potential.

Red Hill

Acreage, wineries, rural outlooks and prestige lifestyle properties.

Rosebud

Affordability, strong amenities, family living and growing buyer demand.

Rye

Coastal holiday appeal, ocean beaches and a vibrant summer atmosphere.

Pro Tip: The best suburb isn't always the most expensive—it's the one that aligns with your lifestyle, priorities and future plans. Our team can help you understand the strengths of each area and identify opportunities you may not have considered.

Want to Find Out More? Scan the QR code to access our free suburb reports, including recent sales, market trends and local insights across the Mornington Peninsula.



2 Know Your Peninsula - Things to Consider

One of the greatest attractions of the Mornington Peninsula is the diversity of lifestyles on offer. From vibrant beachside communities and marina living to prestigious family neighbourhoods and rural retreats, every suburb has its own unique character.

Whether you're seeking a permanent residence, holiday home, investment property or downsizer, understanding the differences between each area can help you find the location that best suits your lifestyle and long-term goals.

+ Coastal Environment

Living by the bay is one of the Peninsula's greatest attractions, but the coastal environment can impact a property's long-term maintenance requirements. Salt air can accelerate wear and tear on external fixtures, fencing, roofing, window frames and outdoor appliances. When inspecting a property, it's worth considering the age, condition and materials used, particularly in homes located close to the water.



+ Bushfire Overlay Areas

Many Peninsula suburbs feature beautiful natural surrounds and native vegetation. Some properties may be affected by Bushfire Management Overlays (BMO) or other planning controls. These overlays don't necessarily prevent development or renovations but may influence future building requirements. Your conveyancer can help identify any applicable overlays during the due diligence process.



+ Boat Storage & Marina Access

For boating enthusiasts, proximity to boat ramps, storage facilities and Martha Cove Marina can be a significant lifestyle advantage. Some properties offer dedicated boat parking, while others may have restrictions due to lot size or planning controls. Understanding your storage needs before purchasing can help narrow your search.



+ Golf Course Living

Golf course properties remain highly sought after across the Peninsula, particularly in areas such as Safety Beach. These homes often enjoy peaceful outlooks, open space and a strong sense of community. Buyers should also consider factors such as golf club membership options, course activity and any property-specific obligations associated with golf course estates.

+ Holiday Traffic & Seasonal Population

The Mornington Peninsula is one of Victoria's most popular holiday destinations. During summer and public holiday periods, the population increases significantly, bringing vibrant local activity but also increased traffic, particularly along Point Nepean Road and major tourist routes. Buyers should consider how seasonal activity aligns with their lifestyle preferences.

5 Common Buyer Mistakes We See Most Often

Purchasing property is one of the biggest financial decisions you'll make, and it's easy to get caught up in emotions, headlines or market speculation. While every buyer's journey is different, there are several common mistakes we see that can delay or even prevent people from securing the right property.

Waiting Too Long

Many buyers delay their purchase while waiting for the "perfect time" to enter the market or for prices to fall. The reality is that timing the market is extremely difficult. When buyer demand softens, we often see fewer properties available for sale, reducing choice. Changes to interest rates can also impact borrowing capacity, meaning a lower-priced market doesn't always translate into greater affordability. The best time to buy is often when you find the right property that suits your needs and budget.

Falling In Love Before

Doing Your Due Diligence

It's easy to picture yourself living in a home after a great inspection, but it's important to complete your research before making a commitment. Review the Section 32, investigate planning overlays, understand any restrictions and seek professional advice where required. A little extra due diligence upfront can prevent costly surprises later.

Pro Tip: The buyers who achieve the best outcomes are rarely the ones trying to perfectly time the market—they're the ones who are informed, prepared and ready to act when the right opportunity presents itself.



Not Reading the Section 32

The Vendor Statement contains important information about the property, including title details, easements, planning information, outgoing and other matters that may affect your decision to purchase. Always have your conveyancer or solicitor review the Section 32 before signing a contract.

Forgetting About Future Lifestyle Needs

The right property isn't just about today. Consider where you'll be in five to ten years. Will you need space for a growing family? Are stairs likely to become an issue in the future? Is the property suitable for working from home, storing a boat or accommodating visiting family? Thinking ahead can help you avoid outgrowing a property sooner than expected.

Buying Without Finance Prepared

Being financially prepared puts you in the strongest position when the right property becomes available. Pre-approval provides confidence around your budget and allows you to act quickly when opportunities arise. In competitive situations, prepared buyers are often better placed to negotiate and secure a property.

04 Recommended Services

Purchasing a property involves more than simply finding the right home. Having experienced professionals on your side can help you make informed decisions, avoid costly mistakes and navigate the buying process with confidence.

To assist our buyers, we've compiled a list of trusted local professionals who regularly support property transactions across the Mornington Peninsula. Whether you need a conveyancer to review a Section 32, a building and pest inspector to assess a property, or other specialist advice, these service providers have a strong reputation for professionalism, communication and reliability.

Conveyancing

Business Name: Sam Kelly's Conveyancing
Contact: Sam
Phone: (03) 8521 9450

Business Name: Warner Conveyancing
Contact: Tamara
Phone: 0414 999 220

Business Name: Sargeants - Dromana
Contact: -
Phone: 03) 5610 2010

Building and Pest Inspections

Business Name: Peninsula Property Inspections
Contact: Mitch
Phone: 0405 724 147

05 Buyer Checklist

BEFORE YOU START LOOKING

- Determine your budget
- Obtain finance pre-approval
- Appoint a solicitor or conveyancer
- Create your property requirements list

Before you start inspecting properties, identify your must-haves, nice-to-haves and deal breakers. Consider both your current lifestyle and future needs, including factors such as location, school zones, home office space, boat or caravan storage, and proximity to beaches, shops and amenities.

Having a clear understanding of your priorities will help you make confident decisions when the right property becomes available.

BEFORE MAKING AN OFFER

- Inspect the property thoroughly
- Research the local area
- Review the Section 32 and Contract of Sale
- Confirm your deposit funds are available
- Consider your strongest offer

Price is important, but it isn't always the only factor. Before submitting an offer, consider:

- Can you make your offer unconditional?
- Is your finance already approved?
- Can building and pest inspections be completed beforehand?
- Can you offer a settlement period that suits the vendor?
- Are there any other terms that may make your offer more attractive?

ONCE YOUR OFFER IS ACCEPTED

- Sign contracts and pay the deposit
- Arrange building insurance
- Confirm settlement arrangements
- Finalise your finance approval
- Connect utilities and services
- Complete your final inspection

Many lenders require insurance to be in place before settlement.

Stay in regular contact with your conveyancer, lender and agent to ensure everything is progressing smoothly.

SETTLEMENT DAY

- Settlement funds transferred
- Keys collected
- Ownership officially transferred - your Conveyancer will advise when this is complete
- Celebrate your new property!

Once contracts are signed, most of the work takes place behind the scenes between your conveyancer, lender and the vendor's representatives. During this period, finance is finalised, legal documents are prepared and all funds are arranged for transfer. On settlement day, ownership of the property is officially transferred, and once confirmed, you're ready to collect the keys to your new home.

Pro Tip: When multiple buyers are interested in the same property, preparation is often the difference. The strongest offer isn't always the highest offer—it's the one that gives the vendor the greatest confidence and certainty

6 Frequently Asked Questions

How do I know if a property is likely to sell above the advertised price?

No agent can guarantee where a property will ultimately sell, however buyers should look beyond the advertised range and consider comparable recent sales, the level of enquiry, open home attendance and the uniqueness of the property. Premium views, waterfront positions, marina berths and golf course frontage often attract stronger competition than buyers initially expect.

Is it better to wait for the market to soften?

This is one of the most common questions we hear. While prices may fluctuate, waiting doesn't always improve affordability. Lower markets often mean fewer properties are available for sale, giving buyers less choice. Changes to lending policies and interest rates can also affect borrowing capacity. In our experience, buyers achieve better outcomes by focusing on securing the right property rather than trying to perfectly time the market.



Are all Peninsula suburbs experiencing the same market conditions?

Not at all. The Mornington Peninsula is made up of many distinct markets. A waterfront property in Safety Beach, an acreage in Red Hill and a family home in Rosebud can attract completely different buyer groups and perform differently under the same market conditions. Understanding local buyer demand is often more important than broader market headlines.

What are the biggest hidden costs buyers overlook?

Many buyers budget for stamp duty and conveyancing but overlook maintenance, insurance, utility connections, landscaping, renovations and furnishing costs. Coastal homes may also require additional maintenance due to exposure to salt air and weather conditions.

What makes an offer attractive beyond price?

Many buyers assume the highest offer always wins, but that's not necessarily the case. Vendors often value certainty just as highly as price. A buyer with finance pre-approved, flexible settlement terms, a completed building inspection and fewer conditions may be preferred over a higher offer with greater risk attached.

Is now the right time to buy?

The best time to buy is when you find a property that suits your lifestyle, financial position and long-term goals. Buyers who focus solely on market timing often miss opportunities, while those who are prepared and informed are better positioned to act when the right property becomes available.

07 Buyer Toolkit

Free Suburb Reports

Access detailed market insights for suburbs across the Mornington Peninsula, including recent sales, median prices, market trends and local lifestyle information.



Open Home Schedule

Stay up to date with upcoming inspections and discover new opportunities as soon as they become available.



Property Alerts

Register your requirements and receive notifications when properties matching your criteria become available, including selected off-market and pre-market opportunities.



Ready to Find Your Perfect Peninsula Property?

Whether you're planning a move next month or next year, our team is here to help. We can provide local market advice, suburb recommendations, property alerts and guidance throughout every stage of the buying process.

7 About Scenic Property

Scenic Property is an award-winning boutique agency specialising in property sales and management across Safety Beach, Dromana and the Mornington Peninsula.

Backed by deep local knowledge and a highly experienced team, we deliver tailored campaigns, proactive property management and exceptional service designed to maximise results and create long-term relationships. Whether selling, leasing or investing, you're in experienced local hands with Scenic Property.



Rate My Agent | **Agent of Year** for Safety Beach (Matt Carroll)
2021, 2022, 2023, 2024, 2025, 2026

Rate My Agent | **Agency of the Year** for Safety Beach - 2024, 2025 & 2026
Realestate.com.au | **Top Agent** in Safety Beach (Matt Carroll) - 2025

Matt Carroll

DIRECTOR | LICENSED ESTATE AGENT

0458 777 735 | 03 5981 4546
matt@scenicproperty.com.au



Luka Filardo

SALES ASSOCIATE

0432 731 228 | 03 5981 4546
luka@scenicproperty.com.au





Matt Carroll

DIRECTOR | LICENSED ESTATE AGENT

0458 777 735 | 03 5981 4546

matt@scenicproperty.com.au

Shop 6, Dromana Hub Shopping Centre

217-251 Point Nepean Road, DROMANA, VIC 3936

www.scenicproperty.com.au