

End-to-End

We're passionate about Property. And, we're advocating for a memorable way of securing you the right home or investment.

The Complete Buyer's Agent Service is for those clients who would like us to conduct the search, analyse the data, negotiate with agents/vendors, bid at auction (if applicable), and facilitate the real estate transaction.

The fee remains the same regardless of how many negotiations or auctions we attend.



Process

Below is our step by step process



STEP 01

Initial meeting and fact find

Your Buyer's Agent will arrange a time to meet with you to discuss your needs, areas you would like to purchase, your financial

position, and the requirements/checks before completing a purchase.

STEP 02

The Property Search Process. During this stage we will...

Start the search based on our discussion and your requirements using our professional contacts and resources. We will also look to find new and off-market opportunities.

Prepare a comprehensive market analysis report of current market conditions, recent comparable sales and auction results if applicable on these top 2 properties.

Inspect, evaluate and assess potential properties personally, and create a shortlist to present to you.

Arrange times for you to view the properties, privately if you wish.

Present and discuss the shortlist, and assist with selecting your top 2 properties.

Once a property has been selected we will stage the negotiations with the selling agent/vendors.

STEP 03

Negotiation and/or Auction bidding

Speak with the selling agent about the listing to find out if there are any competing buyers, if any offers have been made, what the vendor motivation is, whether the vendor is receptive to offers prior to auction (if applicable) and any other relevant 'inside information'.

Negotiate other terms with the agent (i.e. settlement terms, deposit amount, add or remove clauses in the contract, early access).

Arrange building/pest inspections along with conveyancer/solicitor contract reviews in consultation with you the client.

Revise the strategy if necessary based on competition and selling agent communication.

Devise a strategy based on our market analysis report, discussions with the selling agent and the price agreed to with you.

Bid at auction and/or negotiate the purchase on your behalf.

Once a property has been purchased, we will guide you through the next steps of the of the sale.

STEP 04

After the sale, during this step we will...

Liaise with your broker / lender / conveyancer / solicitor regarding the sale if required.

Help with the selection of a property manager and negotiate the fees.

Arrange any property management appraisals if required.

