

# Self-Locate

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

The Self-Search Service is for those clients who enjoys the search and inspections but want to bring in the professionals to get the determine the market value and secure the property for the right price through expert negotiation.

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

### Client Property Search Process. During this stage we will...

Elephant Property will provide feedback on property links sent through from client.

Once inspected by client, Elephant Property will assist the client in making a shortlist of properties based on criteria, assessment and appraised value of each property.

Once a property has been identified to purchase, Elephant Property will communicate with the selling agent/s to obtain information on the campaign and their 'rules' for dealing with competition, vendor motivation, competing buyers, whether the vendor

is receptive to offers prior to auction (if applicable) and other important 'inside information'.

Inspection, evaluation and appraisal of the final shortlisted property/s based on other recent comparable sales in the area.

Preparation of an analytical report on the final shortlisted property/s incorporating current market conditions, recent sales and other factors which could potentially adversely affect the capital growth prospects of the property.

Advice on appraised value, rental potential and development of a purchase strategy.

## 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'.

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

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

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

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

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.

Arrange any property management appraisals if required.

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

