



Creating Buying Confidence

Helping Home Buyers & Investors Since 1992

How can we help you?

If you are looking to buy your first home, your next home or an investment property in the Melbourne area, our team at Buyers Advocate are dedicated, highly qualified professionals who can help you secure the right property for the right price. We can act for you wherever you are in the world, whether you are local, interstate or overseas.

“When you engage Buyers Advocate, you place yourself at a distinct advantage to other property purchasers allowing you to enjoy a number of benefits.”

- Save time by having a professional search the market for you (no more searching newspapers and internet on the weekend so you can spend it with your family, friends or to relax!)
- Eliminate stress and frustration of being shown inappropriate or unsuitable properties by selling agents that don't listen to buyer's needs (no more dealing with Real Estate Agents)
- Use a professional negotiator to obtain the lowest possible price (the vendor has an agent on their side!)
- Gain access to the whole market including off market listings (not all property is advertised)
- Be the first to receive information about up-coming listings (giving you first opportunity at quality property)
- Remove the emotion, stress and frustration of the entire purchasing process (avoid costly mistakes)
- Receive independent advice to provide you with peace of mind (source the right property with the best prospects for capital growth)





What makes us unique?

We have a proven history having successfully represented home buyers and property investors for over 20 years. Our commitment and passion to exceed our clients' expectations is ongoing and we are extremely proud that the majority of our business is derived from personal referrals and repeat purchases.

We are absolutely independent working exclusively for the purchaser to achieve their property goals.

We deliver quality using the most skilled Buyers Advocates in the business. With an extensive knowledge of the residential market we will provide you with the comprehensive service to meet your property objectives. Our established national network of alliances and the use of the most up-to-date property databases (not available to the public) will keep you well ahead of the rest.

We deliver trust, providing honest opinions on market trends, property analysis and purchasing strategies. Our Buyers Advocates work with openness and transparency to ensure you are well informed of all considerations, from value for money, benefits, downsides, and how to avoid any unwanted surprises. We lay down the facts and professionally represent you to reduce any emotions that may cloud your judgement.

We tailor the service according to your needs by understanding that everyone is different with different expectations. We are flexible and will ascertain up front what level of service you require and will tailor the program and fee structure to fit in with your requirements.

So where are you now in buying property?

Whether you are just starting your property search, or you have already found the right property, we have services to help meet your needs.

Full Search and Acquisition Service

We do all of the legwork from searching, sourcing, analysing, checking and negotiating/bidding at auction. This complete service includes:

- Comprehensive analysis of your requirements
- Sourcing of properties including what is publicly available as well as “off market” and “upcoming listings”
- Extensive research and due diligence
- Detailed report on property values, including recent sales and rentals
- Discuss and arrange inspections of short-listed properties
- Negotiate the sale price and contract terms
- Attend auction and bid on your behalf (if required)
- Co-ordinate pre-purchase building and/or pest inspections with reputable licensed inspectors (as required)

Negotiation and Auction Bidding Service

If you have the time to source and search for the right property, we can analyse, check, negotiate and bid on your behalf at auction for properties you have found.

This service includes:

- Research property values in the area, including recent sales and rentals
- Prepare negotiating strategy
- Negotiate the sale price and contract terms privately
- Negotiate a pre-auction purchase if appropriate
- Devise auction strategy and bid on your behalf
- Co-ordinate pre-purchase building and/or pest inspections with reputable licensed inspectors (as required)



Auction Winning Strategy

In both the Full Search & Acquisition service and the Negotiation & Auction Bidding service, Buyers Advocate provides a winning strategy that alleviates the pressure of the auction process. Our knowledge and insights into auctions and agencies give you multiple strategies and tactics to get the property and potentially save you thousands of dollars.

Every auction is different with many questions to be answered;

- How motivated is the seller?
- What has the Sales Agent said to potential buyers?
- Is the property being underquoted?

- How many bidders are there and the price expectations?
- Where is the location of the auction i.e. on-site or the Agent's auction rooms?
- What are the idiosyncrasies of the Auctioneer and how can this knowledge be used to obtain the best price?
- What are the external conditions e.g. interest rate impacts, recent media coverage, the time of year etc...?

Knowing the answers to these questions can give you a distinct advantage.

Property Management Service

At Buyers Advocate Property Management, we understand that clients' assets require expert management in order to maximise their return, both rental income and capital gain.

We have years of experience and expert knowledge of the Melbourne market, leasing, management and maintenance, and the Residential Tenancies Act. You can be assured that your property is in good hands. Experienced hands.

We provide the professional advice and peace of mind for the future of your investment. You will notice the difference with our boutique and tailored service.

Proud member of the
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"This is the fifth time we have used your services and once again you come up trumps. We feel very fortunate to have found Buyers Advocate Australia and cannot thank you enough!"

Phil

Fee Structure

At Buyers Advocate, we pride ourselves on listening to our clients' needs. Prior to commencement of our service, we like to meet with you to discuss your specific requirements and **agree the appropriate fee upfront**. Our objective is to save you time and money, to eliminate any stress associated with purchasing properties. We are confident that our approach and negotiation skills will more than cover the cost of engaging our services. Our fees are paid upon success, so full payment is only made once you are completely satisfied with our recommendations.

Our fee structure is on the right.

- An initial registration fee of **\$990 (inc. GST)** to commence the process. This is fully deducted from the success fee once the property has been secured.
- Full Search & Acquisition service is between **1.65% to 2.75%** of the purchase price
- Negotiation & Auction service is **1.1%** of the purchase price

All service fees are a guideline only as fees can vary depending on the property location, budget, and services required. Please call us for a quote whether you are looking for a home or an investment.

What do some of our clients say about us?

"Thanks again for all of your help and time in finding our dream home! We are absolutely, 100% in love with our new place! It is an amazing service that you provide and I will be definitely referring people on to you! Thanks again!"

Alyce and Jarrett

"We are still amazed that we ended up with a home that so perfectly suits our needs, and within our budget. To the "non-believers", I say that any money we paid to Buyer's Advocate was well worth it, especially as it saved us a lot of stress and worry!"

Anne and Simon

"You not only managed to save me close to \$300K off my expected purchase price, but you did this with a fixed price and no surprises. The team at Buyer's Advocate discussed several approaches to buying the property and kept me informed along the way."

Mark

"Not only did you save us over \$50k, but you also did it with such an approach that the unfortunate competition on the day had no idea it was coming. You clearly articulated your approach and bidding strategy prior to the day; and then executed the strategy to perfection."

Andrew

Where do we buy?

Our head office is located in Hawthorn. We specialise in properties within the 25km radius of the city of Melbourne, however we have also successfully represented many clients throughout Victoria. If you are unsure whether we can assist you in an area, please call us on (03) 9818 4499.

Who do we buy for?

Buyers Advocate has acted for mums and dads, first home buyers, company executives, overseas expatriates, and professional investors. Our service is provided without fear or favour, and is designed to assist all levels of home buyers and property investors.

What other services do you provide?

At Buyers Advocate, we can assist you through the complete purchase process including providing and managing reliable and professional services such as;

- Property Management
- Conveyancers/Solicitors
- Accountants
- Mortgage Brokers
- Building Inspectors
- Depreciation Experts
- Pest Inspectors

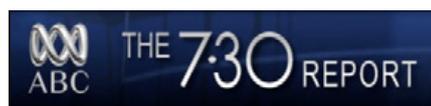
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for homebuyers & property investors







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Full Search & Acquisition Service
Negotiation & Auction Bidding Service
Property Management