

6 STEP PURCHASE STRATEGY

Go from searching to owning in Six weeks or less



Search

- Establish your brief
- Contact selling agents in desired area
- Locate properties not currently advertised
- Shortlist all suitable properties
- Inspect properties on your behalf



Evaluate

- Assess the location
- Assess for growth potential
- Assess for extra growth potential
- Appraise the property and provide sales data
- Assess rental yield for investors



Due diligence

- Property inspection checklist
- Assess for potential risks
- Identify any easements or caveats on title
- Review of any surrounding developments
- Review of body corporate for strata complex



Negotiate

- Understand the sellers motivations
- Discuss strategy and purchase price
- Submitting offers using terms as leverage
- Offer and acceptance under property value
- Auction representation



Purchase

- Liaise with solicitor or conveyancer
- Arrange and review B&P inspection
- Liaise with the finance provider
- Project manage the contract exchange
- Mitigate risk to ensure a smooth transaction



Settlement

- Arranging pre-settlement inspection
- Confirming settlement time with solicitor
- Arrange pick up of keys on settlement day
- Ensuring property is in original condition
- Arrange and handover to property management