

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



Due dilidence

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



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



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



Negotiate

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



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

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