



IN WHAT IS OFTEN A STRESSFUL TIME FOR MANY PEOPLE, BUYERS AGENTS HAVE FOUND A READY MARKET IN AUSTRALIA FOR CONSUMERS WANTING HELP TO FIND AND PURCHASE THEIR DREAM HOME OR INVESTMENT PROPERTY.

Stress buyers

For most people, buying a home is the single biggest purchase they will ever make. It can also be the most stressful.

First, there's the new and ongoing responsibility that comes with such a large financial commitment. Secondly, for many people it is a very emotional time riding the highs and lows while searching for the property they want. And lastly, there's the stress that comes with knowing the dramatic impact a poor property choice can sometimes have upon long-term wealth.

For those on the lookout to purchase property, a buyers agent can offer a wide range of services. The advantages can include saving time, saving money, and saving yourself from stress.

WHAT IS A BUYERS AGENT?

A buyers agent works exclusively for property purchasers to source, research and negotiate a purchase on their behalf. Buyers agents act solely in the best interests of the purchaser offering independent objective and specialised advice, ensuring an even playing field.

WHAT DO THEY OFFER?

Buyers agents offer a range of property consultancy services, from negotiating a price only, right through to a comprehensive

service of finding, researching and negotiating the property acquisition.

Buyers agents can coordinate the entire process from search to settlement. Some of the functions they perform include:

- Clarifying your buying criteria
- Extensive property searches often encompassing yet-to-be listed properties
- Inspecting and short-listing of suitable properties
- Market research and analysis of local sales information to determine a fair market price
- Organising pre-purchase building/pest inspections as well as coordinating solicitors, conveyancers, financiers and builders
- Negotiating the best price and terms and conditions with the seller or real estate agent on your behalf
- Coordinating the entire purchasing process smoothly and swiftly.

WHY CHOOSE ONE?

Buyers agents can save you time, money and stress, but more importantly, they can prevent poor purchase decisions. They offer property purchasers:

- Objective independent expert advice
- Local knowledge of the property market

- Expert industry specific negotiation skills
- Access to property listings not available to the general public
- The ability to view hundreds of properties a week instead of only a handful
- Discretion and confidentiality.

The emergence of the buyers agent industry now provides a valuable service for those making property decisions. So, if you want to see how you might take some of the leg and guesswork out of buying property – investigate what a buyers agent can do.

Hegney Property Advisers buyers agents can take care of the entire property purchasing process. For more information or assistance contact Hegney Property Advisers on (08) 9388 8989. ■