



# YOUR AUSTRALIAN<sup>TM</sup> PROPERTY

ADVOCACY | ADVICE  
[www.youraustralianproperty.com.au](http://www.youraustralianproperty.com.au)

*Right Property,  
Right Price!*



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## 1. 10 BIGGEST ISSUES CONFRONTING BUYERS TODAY

Many people feel quite frustrated and overwhelmed by the buying process as it can be complex, stressful and time consuming. **Your Australian Property** understand buying a property is one of the largest purchases you will make in your life.

Here's a list of the **10 biggest issues** confronting most buyers today:

- 1.** Do you like most purchasers find the property buying process **overwhelming** and **stressful** whether it be by auction, private sale, expressions of interest or tender?
- 2.** **Time-constrained** or simply **too busy** either at work or with family or friends, and wanting your weekends back?
- 3.** **Under pressure to buy** due to having recently sold your family home or have some other deadline?
- 4.** **Limited local market knowledge** because you live regionally, interstate or overseas?
- 5.** Frustrated or upset with **time-wasting selling agents** who mislead you on the price guide or recommend properties you will never buy?
- 6.** **Anxious or nervous** at the prospect of buying the wrong property? **Paying too much** or being outplayed by your competitors and missing out?
- 7.** Not experienced at doing **proper market research** and **due diligence**?
- 8.** **Disappointed** or **disheartened** at not finding the right property within a reasonable time-frame? Need expert property assistance and support.
- 9.** Not understanding the selling agent's role and who they're legally representing and how it impacts on you, the buyer?
- 10.** **Apprehensive** or daunted by the **emotional pressures** involved in upsizing or downsizing which may impact on your **lifestyle needs and retirement savings**?

If you've **answered yes** to any of these questions, now seems like the perfect time to seriously consider hiring a buyer's agent to help or support you buying a property. But before deciding on whether or not to engage the services of a buyer's agent, **you need to consider the following**:

- **What is a Buyer's Agents and why you need to seriously consider hiring one?**
- **What Buyer's Agents actually does?**
- **How can a Buyer's Agents protect you and save you lots of money?**
- **How can a Buyer's Agents simplify the entire buying process for you?**
- **How can a Buyer's Agents service work for you?**

Lastly, we hope after you've carefully read the remaining sections you have a much better understanding and appreciation about what **Buyer's Agents** actually do, and in particular, the value of the professional buying services which we offer. Just as someone selling property would utilise a selling agent to secure the best price, a **Buyer's Agents** represents the best interests of the buyer only and works to secure the best outcome for the buyer.



## 2. WHAT ARE BUYER'S AGENTS?

A Buyer's Agents, also known as a Buyer's Advocate, is a licensed real estate professional engaged by a prospective home buyer or investor to identify, evaluate and negotiate the purchase of a property on behalf of the buyer. They don't work with any selling agent or real estate agency. A Buyer's Agents represents the interests of the purchaser only and works to secure the best outcome for the buyer. It's very easy to misunderstand the selling agent's role and which side they represent, especially when they're being charming and seemingly helpful in their dealings with a buyer. But remember, the selling agent is always on the side of the seller because the seller is the one who's paying the selling agent's commission, not the buyer!



Just as the seller is being represented by a selling agent, you, the buyer should also have a professional on your side that will diligently represent your best interests. Why? Because the process can be complex and time-consuming process for most people.

The best way to explain why you should engage a **Buyer's Agents** to represent you in a real estate transaction is with the following analogy: If you're being sued, would you hire the same lawyer to represent you as the person who's suing you? Absolutely not! To do so, would only diminish or weaken your bargaining power and also compromise your overall negotiation position against the person who's suing you.

Put simply, if the opposing side who's suing you knows your entire negotiation game-plan it becomes a massive conflict of interest, a major problem. It also makes it virtually impossible for you to achieve a successful outcome.

Finally, buying a property is one of the biggest investment decisions you will make in your life. So, why entrust this important decision to your instinct alone? Remember, if you hire a professional and independent **Buyer's Agents** to represent you evaluating and negotiating on your purchase, it eliminates or avoids any potential conflicts of interests ensuring informed and successful purchasing decisions are made by you, the buyer.



### 3. WHY YOU NEED US AS YOUR BUYER'S AGENT?

**Your Australian Property** is an independent and boutique Real Estate Advisory Consultancy, offering a range of highly tailored real estate advisory and transactional professional services, **saving you lots of time, money and stress**

Here are 10 great reasons that make our service **Number 1** in the marketplace and most importantly, why you need us as your **Buyer's Agents**: Our team:

#### 1. SAVE LOTS OF MONEY!



**Your Australian Property** is an experienced and expert negotiator and armed with the right valuation and sales data has full confidence to possibly challenge the seller's price expectations.

It's a useful anecdote for buyers who may find it hard to work out the true value of a property or how to negotiate a property purchase at the right price. The most important role for the **Buyer's Agent** is to ensure that the right property has been secured for the buyer and at the right price.

#### 2. SAVE VALUABLE TIME!



#### *WHAT'S YOUR TIME REALLY WORTH TO YOU?*

Having a professional and independent Buyer's Agents find the right property that meets your requirements and property goals will save you countless hours spent shortlisting prospective properties and eliminate a lot stress for you. Your weekends will be freed up to attend only **OUR SHORTLISTED** inspections and focus solely on properties that meet your demands, criteria and ownership goals.

Although, there's **supposedly** an increasing array of tools and sales data on the internet to help buyers make an informed choice, the information on the internet is **not always accurate** as it still takes valuable time, can be hard to interpret and be confusing.

When you choose to outsource this work to **Your Australian Property**, we guarantee we will save you significant amounts of time, because we undertake this property research, attend property inspections and auctions on your behalf. And, remember time equals money!

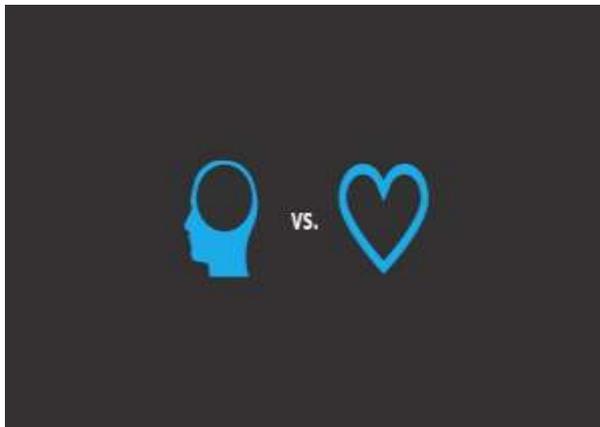


### 3. STRESS-FREE BUYING PROCESS!



When you have **Your Australian Property** as your **Buyer's Agents**, you don't have to worry about driving from residence to residence for hours or fret that you're missing the property that would be perfect for you. Spend your time doing the things you enjoy while the search is being handled by our highly professional property experts. Our client feedback also confirms our exceptional customer service.

### 4. FRUSTRATION-FREE PROCESS!



As an experienced **Buyer's Agents**, we're removed from the emotional attachment of buying a property.

The advice you're provided from us is unbiased and unemotional which makes it easier to make an informed purchasing decision.

Such detachment is especially beneficial to owner occupiers as the homebuyer may be over-anxious and more likely to pay over market price.

### 5. EXPERT PROPERTY ADVICE



**Your Australian Property** specialise in searching and identifying **investment properties** on behalf of many investor buying clients. We will help you source the right type of property in locations with good prospects for **capital growth**.

We also understand the market and won't only work from your requirements, but will consider how to optimise your shortlist based on our extensive experience and expertise. This will save you time, money and stress in the long run - protecting you from making the wrong decision and maximising your chances of increasing your asset wealth.



## 6. YOUR PERSONAL ADVOCATE



**Your Australian Property** has a legal and ethical responsibility to represent your best interests at all times. Some of the duties and responsibilities we provide to you include: our unwavering loyalty to our clients, providing objective and unbiased advice, highlighting strengths and weaknesses of selected properties, disclosing known facts plus maintaining confidential information.

Finally, you can be totally confident and assured that you have a property expert who has your back at all times!

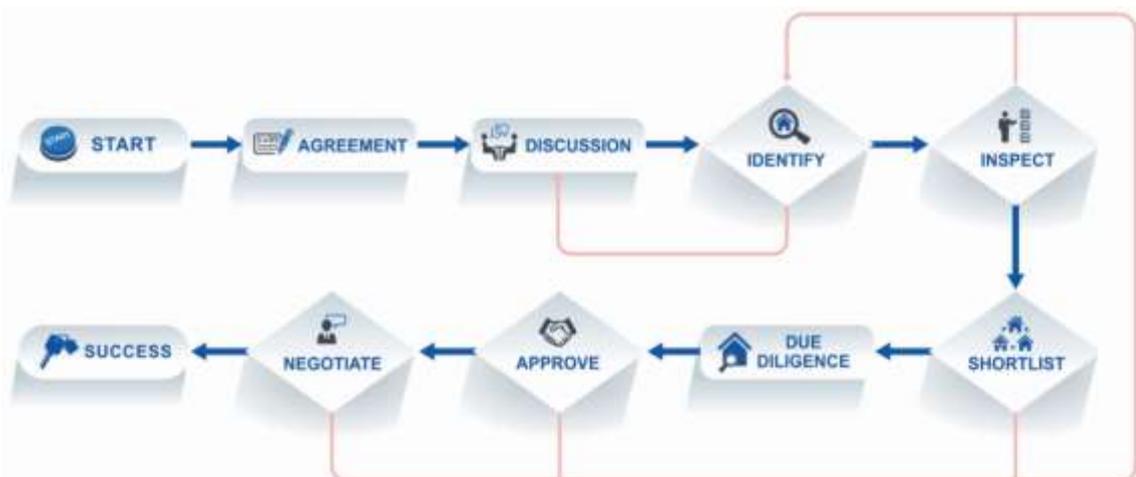
## 7. OFF-MARKET PROPERTIES...



**Your Australian Property** find that many selling agents prefer to deal with for Off-selling process works and therefore are less likely to waste the selling agent's time. We work with over 500+ selling agents across Melbourne!

Our clients fully appreciate us buying Off-Market properties for them, because they don't need to stress about being outbid at auction, private sale, expressions of interest or tenders!

## 8. PROPERTY BUYING MADE EASY!



Ditch the complications that come with the buying process and trust the professional Buyer's Agents at **Your Australian Property** to simplify the buying process for you!



## 9. PROPERTY DUE DILIGENCE



Property **due diligence** is critical in achieving a successful purchase, as it protects you from making wrong decisions or avoiding costly mistakes. Undertaking due diligence by yourself is complicated due to the complexities involved, as well as it being very time consuming. Consequently, many buyers won't complete adequate or proper due diligence in their haste to have their offer accepted by the seller.

We always **diligently represent your best interests** and save you time, money, and stress by preventing you from making incorrect decisions or costly mistakes that could jeopardise a successful purchase.

## 10. ALWAYS NEGOTIATE BEST OUTCOME FOR CLIENT!



**Your Australian Property** will serve as a liaison between you and often pushy selling agents. One of the most popular reasons people engage the services of a **Buyer's Advocate** is to support them throughout the negotiation process - auctions, private sales, expressions of interests or tenders. **Your Australian Property** comprehends the entire buying and selling process, including the many tricks of the trade, and bring to auctions the confidence, emotional detachment and tactics necessary for successful bidding. We've successfully netted many purchases below market prices for our clients in the past, while saving people precious time and emotional distress.



## 4. ABOUT US

# *MELBOURNE'S MOST TRUSTED BUYER AGENTS!*

**Your Australian Property** is an independent and boutique Real Estate Advisory Consultancy and offers a range of highly tailored real estate advisory and transactional professional services, saving you time, money and stress!

Our team will help you source properties, provide expert objective real estate advice, negotiate your purchase or sale transaction, based on the service package you choose. Our expert Buyer's Agents, professional Auction Bidders, Real Estate Consultants and Property Advisers will make your life easier by simplifying the buying and selling process for you!

Our property team is headed by Zac Newbold, who has immense passion and enthusiasm for real estate. Zac attributes his business' recent success from having spent considerable time in forming new relationships with people, plus focusing on maintaining long-term relationships with his existing clientele, based on honesty, trust and loyalty.



## 5. MEET THE TEAM

### *#1 Buyer's Agents Team In Melbourne!*

#### ZAC NEWBOLD, MANAGING DIRECTOR



Zac Newbold has always taken a keen interest in Real Estate, due to a strong family involvement within property development and investment over many decades. He provides his clients with over 30 years' extensive experience and knowledge in all areas of the property industry and has been a fully Licensed Estate Agent since 2001.

In particular, Zac has expert knowledge of the buying and selling process and has strong negotiation skills with an extensive background in all facets of the property industry, including independently representing either buyers, sellers, tenants and landlords in a variety of real estate transactions.

Now heading up **Your Australian Property**, Zac has also developed a number of specialised tools aimed at providing his clients with objective information, so they can make knowledgeable and successful property decisions. Passionate and reliable, he is an avid investor himself, who loves to travel and spend quality time with his young family.



#### **PETER NEWBOLD, PROPERTY COACH & MARKETING DIRECTOR (B.Ec. B.Ed. M.Ed. Stud)**

Peter Newbold has been involved in property investment and development for over 40 years, having personally purchased and sold in excess of 200 properties. He has built a large property portfolio during that time and now wants to help others maximise their wealth through property.

Peter is a professional property specialist with expert knowledge of the property market. Coupled with his strong negotiation style and extensive network of contacts, he provides you with an undeniable advantage in the property industry. Peter particularly enjoys the challenging professional work environment that the property industry offers and is committed to delivering a money-backed guarantee quality service to his clients.



## 6. OUR PROFESSIONAL PROPERTY BUYING SERVICES

We offer highly tailored advisory and transactional professional buying services on behalf of our clients, including our:



### ***AUCTION BIDDING SERVICE***

You've finally found the property of your dreams, congratulations! But, there's so much at stake when it comes down to bidding at the auction. What is your auction bidding strategy? Our **Auction Bidding Service** takes the emotion out of the auction buying process and may prove to be the cost-effective resource you need! Our professional Auction Bidders will plan the auction bidding strategy and bid on your behalf. With so many benefits you have nothing to lose!

Upon your successful winning bid and purchase at auction (and/or the successful negotiation of your purchase price after the auction), a professional success fee is payable.



### ***BUYER AGENTS SERVICE***

We understand that buying a home or investment property is one of the largest purchases you're likely to make. It can also be complicated, stressful and time consuming. Our experienced Buyer's Agents will be beside the buyer throughout the entire buying process - from the first meeting to receiving the keys to their new property - we're with you every step of the way!

Our **Buyer Agents Service** is our full property buying service which can be **easily tailored** to meet your requirements. **Your Australian Property** will inspect, evaluate, review and negotiate on as many properties as required on your behalf within a specified time-frame. With this service, our fee is set and agreed on with each client, depending on **each client's specific requirements and services required**. This service is flexible and can be tailored to your needs. Upon your successful purchase, a professional fee is payable. By securing the right property at the right price, our Buyer Agents Service makes good economic sense!



## 7. GETTING STARTED

### *We Make It Incredibly Easy For You To Get Started*



With over 30 years of extensive experience, our expert **Buyer's Agents**, professional **Auction Bidders**, **Real Estate Consultants** and **Property Advisers** will maximise your negotiation and purchasing power, assuring a profitable and successful result. Having us on your side protects you from making the wrong purchase decision, overpaying or being outplayed by your competitor.

**Your Australian Property** is located in Elsternwick, a well-established inner south-east suburb located only 9 km from the Melbourne CBD. Additionally, we've also partnered with other like-minded independent real estate consultants in Sydney, Gold Coast, Brisbane and the Sunshine Coast who will also assist you, if required.

Finally, we make it incredibly easy for you to get started and conduct a complimentary **Property Strategy Session** in a relaxed and friendly environment to help determine the best purchasing strategy for you. So, if you're keen for the correct property advice so you can confidently create or maximise your wealth, then please get in touch and we guarantee this will be the best decision you will ever make.

### *"Buy The Right Property At The Right Price Through Your Australian Property!"*

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