



Due Diligence Stages For Buyers Property Selection Process:

Master Advocates 4 Step Process Advice

Selection criteria fundamentals:

- Buy for Capital Growth opportunity as a priority
- Assess Rental Yield and Tax benefits as subsequent priority
- Historical performance of property and comparable property data
- Land value and LAR, local supply and demand
- Location and amenities, infrastructure, local planning vision, Activity Centre
- Speculate and forecast estimation
- Appraise fair purchase price and rental yield



Buyer Plan:

- Spend time planning and analysing your specific property needs
- Create a wish list, with needs and wants ([download free example online](#))
- Consult your Bank or Mortgage Broker to obtain a pre-approval limit of actual purchase amount plus stamp duty and borrowing criteria
- Set strict planning with criteria and property selection and price
- Make informed choices to ensure you successfully achieve your property buying goal (example: New vs Old, Metro vs Regional, Inner-City vs Growth Corridors, Owner Occupy or Investment)



Rigorous Market Research:

- Conduct targeted market research before commencing your inspections
- Build strong connections with local agents to ensure you find:
 - Off-market opportunities before others
 - Properties as soon as they launch on market
- Comparable market analysis between properties you inspect and the abundance of data online
- Ask a Sales Agent, Buyers Agent or Bank and Mortgage Broker for a complimentary RP Data or PDOL detailed CMA report for your target short listed properties



Property Due Diligence:

- Engage proven industry consultants –
 - Mortgage Broker, Accountant, Financial Planner, Solicitor, Building and Pest Inspector, Electrician, Plumber, Town Planner, Architect and Buyers Agent. (Intention to Buy and Hold or Renovate, Sub-Divide Re-Develop for Profit)
- If target property –
 - Private Sale: what special conditions and terms can you attach to minimise risk and make purchase terms more desirable (crucial if buying in SMSF)
 - Public Auction: offer must be unconditional, ensure you have complete finance approval and have satisfied all due diligence inquiries for certainty
 - Have a few properties shortlisted as a contingency to avoid emotional attachment



Negotiate and Purchase:

- Purchasing for best price, terms and conditions relating to your goals. Set a clear maximum dollar value to bid, tap out and walk away once reached
- Monitor final inspection prior to settlement –
 - Take photo or video evidence
 - Test appliances with permission and keeping record of written correspondence between yourself and the Agent/Vendor
- The key is the right property selection for structural integrity, strong capital growth and rental yield above initial tax savings and benefits (avoid off-the-plan)



Schedule a complimentary independent personalised consultation and receive a criteria analysis report based on your property buying needs and wish list

Payment Plan Options Now Available For Consultancy, Investment Property Advisory and Buyers Advocacy Services

Comprehensive Buyers Advocacy Service - Value Offering Package

(Includes up to five (5) Independent Building & Pest Inspector Reports)

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