



urbantech[™]
INVESTOR

buyers agent.

Buyers Agent Services

Save time, money and stress by having a trained professional represent your best interests when you buy a property. Consider having an expert help you find that ideal home or investment property, organise the necessary inspections and checks, negotiate the best possible price and purchase conditions, ensure you have the right finance structure in place and even help you to add value through renovation or development.

Services:

- **Intro Consultation** - Initial chat, either face-to-face or over the phone, to discuss your needs and to learn more about re-innovate helping you to determine which services will best suit your needs.
- **Finance & Wealth Evaluation** - Our goal is to get your finances right so that you are ready to act when the right opportunity comes your way. We'll take a snap shot of where you are today, perform a thorough debt, insurance and investment analysis and work with you to build a 'finance plan' that has potential to save you thousands and give you the scope to build real wealth.
- **Purchase Assessment/Due Diligence** - In-depth discussion of your ideas, desires, requirements, and financial capacity in order to help you determine the location, price, size and type of home or investment that is best suited to your situation. In addition, we can help you to build an investment business plan and help you locate the top predicted growth suburbs using the latest property reports and research data.
- **Property Search** - Finding the right property is difficult, time consuming and stressful. We'll provide you numerous properties that fit your criteria and for inspection at a convenient time. This can also include numerous properties that haven't hit the market.
- **Property Audit** - If buying through private treaty or auction we'll conduct a professional audit and quickly establish the likely market property value to determine your top offer. We'll give you a thorough property report including area profile, demographics, capital growth potential statistics and recent comparable sales. With your budget in mind we'll also provide your on-going holding costs and likely investment returns - plus a full assessment of the property's renovation or development potential and an update on competition and general market demand.
- **Negotiate** - Once we have performed a thorough inspection of the property we'll establish a clear strategy upfront to ensure we achieve the highest level of success whether negotiating a private sale, purchasing prior to auction or by bidding for you on auction day. By eliminating the usual stress and emotion involved in buying a property we'll ensure you have the best chance of securing the property at or below our agreed upon price.

- **Purchase** - Get the property you want at the right price! Our aim is to secure your dream home or investment below its comparative market price. We'll make sure you understand your rights and obligations before signing the purchase contract, ensure all appropriate purchase conditions are documented correctly and arrange for a building and/or pest inspection if required. You can continue to remain completely anonymous from the selling agent during this process.
- **re-innovate** - We can help you to add value to your property through renovation or development via our renovation & design consultancy service **re-innovation**.
- **Other Services** - We'll put you in touch with a range of allied professionals via our network of preferred providers. These include; Building and Pest Inspectors, Finance Brokers, Conveyancers, Valuers, Removalists, Accountants, Insurance Brokers, Financial Advisors and Property Managers.

Cost:

Individual Services

▪ Intro Consultation	FREE
▪ Finance & Wealth Evaluation	\$330
▪ Purchase Assessment	\$550
▪ Property Search [per 5 suitable options]	\$660
▪ Property Audit [per property]	\$220
▪ Negotiate - includes auction bidding [per property]	\$440
▪ Purchase ¹ [a success fee per property]	1.1% [or \$3,300 min]
▪ Innovate [normal re-innovation fees apply]	-
▪ Other Services [all consultant fees at the client's expense]	-

OR

Packaged Services

▪ Secure Only Package ¹ [Property Audit, Negotiation & Purchase]	1.1% [or \$3,300 min]
▪ Find & Secure Package ^{1,2} [all of the above]	2.2% [or \$6,600 min]

Note:

¹ A non-refundable retainer of \$1,100 is payable on our appointment to act and is offset against all other fees. [Only applicable for the *Individual Purchase* service and *Packaged Services*]

² In the event that you successfully source the property a fee of 1.55% [or \$4,950 min] is payable.

All costs include GST

Example

David and Susan are empty nesters and want to downsize but as their time spent looking for their dream home increases, so does their frustration. Missed opportunities, pushy sales agents and a realisation they lack both confidence and market knowledge. Susan thinks she's a great negotiator - David says she just loves to talk. However they both clearly remember buying their current home at auction. Susan, on an emotion-high, brought the gavel down a massive \$45,000 over their budget and \$25,000 over the reserve. They're now both considering getting professional help with their next move. Does it add up?

Previous Standard Purchase

Comparable Market Value:	\$525,000 - 550,000
Reserve Price:	\$550,000
Auction Bid Price:	\$575,000
BUYER SAVING:	-\$25,000 Loss [Compared with Reserve Price]

New Buyer Agent Purchase

Comparable Market Value:	\$525,000 - \$550,000
Property Asking Price:	\$550,000
Buyer Agent Price:	\$537,000 [includes Buyer Agent Fee of 2.2%]
BUYER SAVING:	\$13,000 [Compared with Asking Price]

TOTAL BUYER SAVING **\$38,000**

By using a Buyers Agent David and Susan made sure history didn't repeat. They downsized into their new dream home and saved \$13,000. In fact compared to their last venture into real estate they're a huge \$38,000 better off. They got to enjoy hassle-free weekends and spare time together, didn't have to deal with the selling agent, and can afford to buy some new furnishings. Plus, their Buyers Agent negotiated a smaller than usual deposit, an extended settlement to give them breathing space to sell their home, and organised a building inspection during cooling-off.

Urbantech Investor

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