



## *Make it Happen package*

How to simplify a search for a property when residing overseas, interstate or simply just time poor

**SeaChange**  
ESTATE AGENTS

**@realty**



## What are the benefits of using a Buyer's Agent?

Recent world events have impacted on all aspects of life, including how we buy property. A combination of the changing circumstances around real estate and prevailing market conditions means now, more than ever, engaging a buyer's agent is essential in helping realise your property aspirations and there are several benefits to be had:

- Save time and get your weekends back whilst avoiding fatigue and frustration from hours of research and endless property inspections.
- Gain local insights as we know the local area and our reports will keep you better informed about market values, risks and potential growth.
- Remove the emotion. We will keep you to your budget criteria and offer sound advice at every step.
- We offer a partnership and as such listen and act.
- We can save you money.

## Decisive action is always required under any market conditions

Most properties of quality sell quickly and so property market tools, research, and insights are invaluable in helping buyers make an informed decision on exactly where and what to buy.

Once you have identified your dream property, if you hesitate, you will miss out. Identifying the right property, in the right place, at the right price – and then carrying out the appropriate due diligence efficiently is vital to making a successful offer.



## The prevailing market

Understanding the prevailing market conditions are pivotal to identifying, researching, and making a successful offer on a property. Trying to do everything yourself may be a false economy in any market. Instead, using a licenced buyer's agent will reduce time, cost, and stress and get you the result you want.

Start planning and get ahead.

## Developing and employing the 7 P's\*

It is essential that you get all your ducks in a row. A little clichéd perhaps, but essential in any market. When you are ready it's important to have a strategy; do your market research on the area that you wish to buy, arrange your own mortgage pre-approval, and confirm your final budget – don't forget Queensland Government Stamp Duty. Be ready to talk and discuss your objectives, wants and needs and we will do the rest.

# WHAT'S YOUR PLAN FOR RETIREMENT



## Here are a few essentials:

- Sign a **Form 6** appointing SeaChange Estate Agents as your Buyers Agent.
- Get a **quote** for your specific borrowing needs from the lender of your choice.
- Discuss your exact property **profile** with us and complete our Buyers Checklist.
- Together we develop a **plan of action** based on your initial brief.
- We each confirm the plan and we both **start work** to your set criteria and needs.

## The deliverables

Between us we identify suitable properties. We will then:

- **Review** the property and provide advice on suitability.
- **Research** the property and provide a Property Profile Report.
- Provide an **appraisal** on each property.
- If required, arrange for any independent, building and pest **inspection**.
- **Negotiate** on your behalf with selling agent and/or vendor/s.
- **Liaise** with solicitor and/or conveyancers on contract terms and conditions.



# No Hidden Fees

## Fees and charges

Buyer's agents often charge between 2% to 3% of the purchase price for their services depending on which State they are located. This can add significantly to the cost of buying. At SeaChange Estate Agents we charge a fixed fee structure for our services to keep our charges simple and fully transparent:

**Appointment Fee:** On appointment (a signed Form 6) the client will pay a non-refundable Appointment Fee. This fee includes our attendance/visits to an initial three properties deemed to be within the buyers brief. We will:

- Visit the property and conduct internal and external inspection to determine suitability as agreed with the client – provide a report.
- Attend with clients at property inspection or vendor/agent meetings – provide verbal on site advice and follow up discussions as required.
- Attend auction as authorised bidder (with or without client) – provide report.

**Additional attendance fees:** Over and above the first three attendances/visits we undertake to complete the additional activities as necessary and on an additional fee per occurrence basis.

**Appointment Fee Offset:** On settlement of the purchase, any referral fee or commission offered by the developer or vendor will be offset against the Appointment Fee Deposit.



## Our core values

It is important to us that you have transparency regarding fees. We charge a fixed or agreed upfront fee - not a commission or percentage of the purchase price. What you see is what you get.

We will always work independently in respect of our property buying services, with no conflicts of interest.

Our core values include developing trust, integrity, flexibility, openness, and timely communications with our clients.

Notes: \* The 7 P's – Prior planning and preparation prevents \*'very' poor performance.

\* Editor's correction



# Finally

*Buying may seem overwhelming but we at SeaChange Estate Agents are focused on helping you make informed decisions and reach your goals. Ultimately, you want to obtain the best price possible using an uncomplicated and considered approach as you move onto the next step of your journey.*

*Remember, your successful purchase is also our success story. Instead of chasing commission SeaChange Estate Agents is focused on what's right in front of us - **you, the client.***

*Peter Simmonds - Principal of SeaChange Estate Agents*



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