

Is a Buyer's Agent right for you?

Discover how our service can save you time, stress and money.



NATIONAL
PROPERTY BUYERS

WELCOME

Buying or selling property is likely to be one of the most expensive and time consuming processes in your life. Undertaking any transaction in relation to real estate can take an extraordinary amount of time, money and stress.



That's because for many people property is more than just a transaction or an asset to manage. They're buying or selling their dream home or purchasing an investment to grow their wealth. It's not just a huge financial investment, it's also a huge investment of time and emotion.

In every situation the need for expert advice to achieve the best result is paramount. Without an expert in your corner, someone working on your behalf to get the best results for you, the risk of serious and costly mistakes can be enormous.

That's where National Property Buyers will help.

National Property Buyers is a truly unique property advisory firm. Not only do we educate and guide you through buying or selling, our expertise in property markets across Australia gives you a great advantage to secure the best results. We have licensed estate agents based in Victoria, Queensland and South Australia connecting you with the local knowledge and expertise you require and deserve.

Property is the biggest financial and emotional investment in life. Don't go it alone. Have someone in your corner.



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01

WHY USE A BUYER'S AGENT

National Property Buyers are highly skilled Buyer Agents, experienced at securing quality property for the best conditions and at the lowest possible price.

Just like property vendors use a qualified, professional real estate agent to sell their property, we do the same for buyers. We are qualified, professional real estate agents, only we work exclusively for the purchaser.

Our job is to save you time, money and stress when searching for and buying the best available property to match your criteria and budget.

Our team of Buyer's Agents have decades of experience and a huge passion for the residential and commercial property markets across Australia.

We will assist you to find and secure your ideal property through searching, assessing and negotiating property on your behalf.

SEARCHING

Our comprehensive search process is designed to save you valuable time and stress by undertaking all the due diligence and legwork to find your ideal property. We will source options from industry databases and contacts, as well as properties that are not advertised to the general public, ensuring that no stone is left unturned throughout the search.

ASSESSING

Our extensive due diligence will include a detailed property report and price analysis made available to you, which will enable you to establish the value of the property prior to starting the negotiation process. We also organise all other inspections and reviews, including building and pest inspections and a review of contracts by your solicitor or legal representative.

NEGOTIATING

Negotiating with Sales Agents to get the best result for the buyer can be a challenging task, particularly for the inexperienced.

Our buyer's agents thrive on this; they have extensive negotiation experience and will work hard to ensure you make your purchase under the best possible conditions and for the lowest possible price.

Are you a FHB and overwhelmed by the process?

Want a one stop shop that will take care of the whole process?

Keep hearing about off market properties but don't know where to find them?

Are you frustrated by under quoting?

**NATIONAL
PROPERTY BUYERS**

Want to know where to buy to maximise growth opportunities?

Have you been unsuccessful at a number of auctions?

Want to build an investment portfolio but don't know where to start?

Are you being held back by a lack of time?

02

OUR SERVICE TO YOU

Each property purchase is different and each client will have individual circumstances in which they purchase. With that in mind, we are able to tailor our services to suit your needs.

PREMIUM SERVICE – SEARCH, ASSESS AND NEGOTIATE

Our Premium Service includes regular online searches and sourcing off-market properties, unlimited inspections, full assessment with detailed reports and negotiating the successful purchase. We keep working until your ideal property has been purchased.

ASSESS AND NEGOTIATE

The Assess and Negotiate service is suitable if you would like to do the property search for yourself, or you have already found the property you would like to buy.

We will inspect the property, prepare a detailed property report and price analysis and negotiate the purchase on your behalf.

AUCTION BIDDING

This service is for those who are uncomfortable with the auction bidding process or are simply not going to be available on the day of the auction. You can tap into our decades of experience and proven auction bidding strategies and be assured an experienced professional is representing your best interests.

THE SECRET SAUCE

Before the search can commence you need to identify what is the ideal property for you! The best way to do this, is to measure against three key criteria, which we call the '3Ps': property, position, price.

Each criteria is linked with one another and depending on your individual requirements weighted differently.

If for example, you have a fixed budget (Price) and prefer a certain style of home (Property), we would assess a range of locations (Positions) until we find a match between the market and your intrinsic requirements.

Equally, if you have a fixed budget and only want to be in a certain location, we would match you with properties that fit your specific criteria.

Throughout the process, we will discuss all types of property, styles and locations, ensuring all viable options are explored to find you the best property and then secure it at the lowest price. Your needs and wants may even change throughout the search process as we investigate properties or locations you may not have considered previously. Regardless, we will leave no stone unturned until we find the right property for you.

If you are an investor, we will discuss the longer term capital growth potential of your property, including potential rental returns. Our highly experienced Buyer's Agents will provide you with invaluable advice so you can make the right decisions to ensure you achieve the best result for your investment. Even if you are an owner occupier, it is advisable that there be an investment component in every property you look at.



MAKE OUR EXPERIENCE YOUR ADVANTAGE

Our award winning team at National Property Buyers treat every property transaction as if it was our own property. We are a truly unique property advisory firm with a proven track record. Why not lessen your stress and make our experience your advantage and engage one of our Buyer Agents. We will be by your side for as long as it takes.



05 HAPPY CLIENTS



We recently utilised NPB's services for both selling our existing home through vendor advocacy and purchasing a new home.

Rob and Ant were great to deal with, prompt, knew the market and helped us through what should have been a very daunting journey. They made it easy and we always felt comfortable in knowing their experience and advice would get us through, couldn't be happier!

Thanks guys!
Cameron (Victoria)

From the very beginning I good feeling about working with Katherine and throughout the entire process she was outstanding with communicating status, sending new properties and all the small details about what was needed and when.

With me buying a property from overseas, Katherine always had time zone differences in mind (not everyone does :), which I really appreciated. She was a pleasure to work with and I would have no hesitation in using her again or recommending her to others.

Kylie (South Australia)



Thank you Antony for purchasing another property for us.

The process was seamless and quick – within a week of telling you about the property you had negotiated it successfully for us and under budget too.

My husband trusts your opinion so much (that it is a good buy) that he didn't even inspect the property himself!!

As usual you are on top of everything – organised, responsive and honest. You are fantastic at what you do and we are very grateful.

Elen (Victoria)

06 HAPPY CLIENTS



I would just like to say what a fantastic experience I have had with NPB from the start where Steve helped me with his very friendly and understanding team to obtain finance, negotiate the sale, introduction to a solicitor and work with me to find my first investment property in Brisbane.

He took the time today to show me Brisbane, the suburb we purchased in, the property and gave me all the information to back up the why and how we came to buying this property. I honestly cannot wait to work with NPB in the future with the management of this property and the investment of others. Thank you NPB I love the down to earth attitude you use to buying property and the help and support.

Karl (Queensland)

We have purchased and sold more than 10 properties and this is the first time we have used either a Buyers Advocate or Sellers Advocate, I have to say this was far and away the best result financially on both transactions and with the assistance from Steve the least stressful.

He managed to get us an amazing price for our home and negotiate an excellent purchase price on the new dealing. On top of that he secured us the best agent and saved us hundreds of dollars in marketing costs.

Brian and Wendy (Queensland)



Investors, I can't recommend the NPB Adelaide team highly enough.

We have dealt with Katherine Skinner and Kate Fuller in buying 2 houses over a 1 month period and we also asked the team to manage our properties for us, since we're located interstate. Within about a week, Katherine had located and secured amazing options for us, in great locations with exactly the right specs for a great investment and saved us so much money in the process.

Her advice, guidance and confidence was amazing. All we had to do was pick what the best of the bunch and sign the contract, Katherine took care of everything else, including securing a great purchase price, arranging for an excellent Conveyancer and building inspections. I wouldn't consider doing this again without NPB guiding and managing the process for us.

Kelly (South Australia)

07 CASE STUDY

Exceeding Clients Expectations but not the Banks

Suburb: Hampton, Victoria

Client Type: Downsizers

Service: Search > Assess > Negotiate

Budget: \$1.1 to \$1.2 Million

Purchase Price: \$960,000

Property: 2 bed, 2 bath townhouse

Agent Listing: [Hodges](#)



Our clients were returning to Melbourne after a stint overseas. They first attempted to find a property that matched their requirements, location and budget on their own. They quickly realised they were wasting precious valuable time and required help to find the property that would tick all their boxes and meet their budget.

Each client can be involved as much or as little as they wish in the searching and buying process! Our clients were keen to participate actively and presented us with several properties. We assessed each property but realised that each was compromised in some way. We mentored our client on what aspects could affect the capital growth of their property.

We found them the near perfect beachside townhouse in Hampton, that ticked all their boxes. A 2 bedroom, 2 bathroom garden apartment occupying a north-west corner position, steps from Hampton St's cafes, restaurants, and a stroll to the bay's best beach. This location would appeal to owner-occupiers, investors and tenants alike.

Up for Private Sale we used our client's strong financial position to write an unconditional offer to strengthen our bargaining power. We secured the proper under the vendor's reserve and well under our client's budget.



"...We lived in Melbourne a few years ago. On returning to Melbourne we thought that it would be easy to find a property that matched our specifications, in our preferred area, and within our budget.

It was far from easy, and we wasted time and effort viewing and researching unsuitable properties that did not match all or some of our criteria. We urgently needed a Buyers Advocate to search, assess and negotiate for us.

Antony Bucello referred us to Robert di Vita, and Robert became our mentor. His professional manner, enthusiasm, in-depth knowledge and contacts in the property market, made our search for our 'perfect property' enjoyable and constructive. Robert steered us away from considering one bad choice, which we otherwise might have settled on.

Our near perfect property, that matched all our criteria, was a property suggested by Robert, and one that we had overlooked when searching in property websites. We viewed it, loved it, and Robert's negotiating skills got a sale price agreed that was well within our budget."

08 CASE STUDY

Double your Return

Suburb: Warradale, South Australia
Client Type: Interstate Investor
Service: Search > Assess > Negotiate
Purchase Price: \$485,000
Budget: Share of \$1,000,000
Property: 3 bed, 2 bath House
Agent Listing: [JL Hooker](#)



Suburb: Flinders Park, South Australia
Client Type: Interstate investor
Service: Search > Assess > Negotiate
Budget: Remainder \$515,000
Purchase Price: \$510,000
Property: 3 bed, 2 bath House
Agent Listing: [Ouwens Casserly](#)



Our client had \$1 Million dollars to invest and instead of buying one property in our more expensive sister cities Sydney or Melbourne decided they wanted two properties in Adelaide. Their ideal investment was a modern, low-maintenance home with good rental returns and strong capital growth potential.

We found two properties, in very different areas almost simultaneously, which fit the bill perfectly. With swift and aggressive negotiating, we managed to secure each for a great price.

Property 1. Secured this property significantly under asking price and market value. We inspected this property the day after our first discussion with our client, even before they signed up! We saw it listed and knew it had potential to be perfect for our client, located in a high growth, lifestyle area and would be popular with tenants and owner occupiers alike. We purchased it within 3 days of our clients engaging our services.

Property 2. Another swift purchase well under asking price in a high growth suburb with lots of potential. We organised a private inspection, prior to the first public open, which meant we were in the hot seat for negotiations. This property was located between the beach and the city and offered a strong rental yield. Sometimes you just have to strike whilst the iron is hot, we know the Adelaide market and didn't need to shop around, this was our clients second purchase within 24 hours, only 4 days after signing up!



"Katherine has been amazing throughout the whole process! She has proven herself to be so knowledgeable about her area and all of the processes involved, very confident which in turn gave us full confidence in her recommendations, 100% reachable and so patient with my many questions and just an amazing person to deal with. We can't congratulate and thank her enough for the value and service she has provided us. We'd ask for Katherine again in a heartbeat when buying another SA property."

09 CASE STUDY

Finding your Dream Property Interstate

Suburb: Wakerley, Queensland

Client Type: Interstate Relocators

Service: Search > Assess > Negotiate

Budget: \$1.04 to 1.08m

Purchase Price: \$1,100,000

Property: 5 bedroom modern home

Agent Listing: [Harcourts](#)



One of the key benefits of our service is our willingness to share our industry knowledge and educate our clients on where the best buying opportunities are. Recently clients were referred to us by an industry associate. They were relocating from Melbourne and had been searching for their new family home with little luck.

During our initial consultation, our client provided a detailed list of requirements, including preferred suburbs. They wanted a family home on significant land in the outer SW suburbs of Brisbane.

After our consultation and with a better understanding of what they were looking for we believed there were better opportunities and value for money in the Eastern bayside areas of Brisbane. We discussed the alternative suburbs with them and suggested they conduct some research online. Needless to say, they loved what they saw and readily accepted our suggestion.

The client also expressed concern about flying up and down to view multiple properties. We advised them we could write conditional offers, that if accepted, were subject to building inspections and an inspection by our client. This alleviated a significant amount of stress and potential costs for our client. We would inspect the properties and our client would review online in conjunction with our independent property reports.

We located and inspected a good property in Wakerley. It ticked a lot of our boxes. Our clients viewed the property online and we commenced discussions. The property was overpriced and we would have to negotiate hard to get to its true market value. However, the vendor who wanted in excess of \$1.1m didn't seem willing to budge. During our discussions another property listed in the same area. The property was far superior with a motivated seller. However, we now found ourselves in a position where we had to move fast or lose two properties.

We requested a private viewing before the first open. However, the selling agent had recently undergone a shoulder reconstruction and not able to drive. Due to our long work history (over 10 years), we suggested playing chauffeur. The agent readily agreed. We inspected the property Tuesday, made an offer on Wednesday and it was accepted Thursday. The contract price was near our client's budget and under what the previous property seller was demanding for an inferior property.

The client flew up to inspect the property on the Saturday morning and when the client saw the property for the first time they were smiling from ear to ear.



From the outset to finding our new home, Stephen McGee's insight of the Brisbane market, advice on location and then negotiating on our behalf was simply outstanding.

We'd have no hesitation in recommending Stephen and National Property Buyers if you need help in finding a new home.

OUR FEES

We offer a transparent, competitive “fee for service” pricing structure according to the service you require. The costs will vary depending on the state in which your proposed purchase is located. The relevant pricing structure will be documented clearly in a signed engagement authority before any work is undertaken. If you purchase an investment property, our fee can be added to the cost base of acquiring the asset in any future CGT calculations.*

FULL PREMIUM SERVICE

Our full service (search, assess and negotiate) includes; regular internet searching, sourcing off-market properties, unlimited inspections, full independent assessment reports and negotiating the successful purchase. We keep working until your ideal property has been purchased!

Generally, this service is between 1.5 and 2% (+ GST) of the purchase price.

This fee is made up of an initial engagement fee of between \$1,500 and \$2,000 (+ GST). The remaining balance is paid on success, when we have secured your property (called the ‘success fee’).

We also offer a ‘fixed fee’ option.

ASSESS & NEGOTIATE

The assess and negotiate service is suitable if you’d like to do the property search yourself or have already found the property you would like to buy.

We inspect the property and prepare a detailed property report and price analysis and negotiate the purchase on your behalf.

Generally, this service is between 0.75 and 1% (+ GST) of the purchase price.

This fee is made up of an initial engagement fee of between \$1,000 and \$2,000 (+ GST), with the remaining balance paid on successfully securing your property (called the ‘success fee’).

We also have a ‘fixed fee’ option.

AUCTION BIDDING ONLY

This service is for those who are uncomfortable with the auction bidding process or are simply not going to be available on the day of the auction.

Auction bidding fees are generally fixed upfront and an engagement fee is payable in advance of auction day.

Generally, this service is between \$700 and \$2,000 (+ GST) depending on your requirements.

The fee is made up of an initial engagement/booking fee and the remainder paid upon success only.



Let's catch up and talk property!

Take advantage of our complimentary, obligation free, one hour consultation. We can discuss your property goals, the market and answer your questions.

Call us on 1300 500 555 or [book online](#).

OUR TEAM

Our award winning team of buyer agent's are led by State Managers who live and work in the state they represent. Giving them unparalleled access and knowledge of their local markets. Contact one today for an obligation free chat.



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NEXT STEPS

Thank you for downloading and reading our booklet. You have an exciting property journey ahead of you and we would love to assist you. Please contact us if you have any questions or to find out about our referral network of highly recommended finance and property experts.



RING US

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or complete a [short form](#)

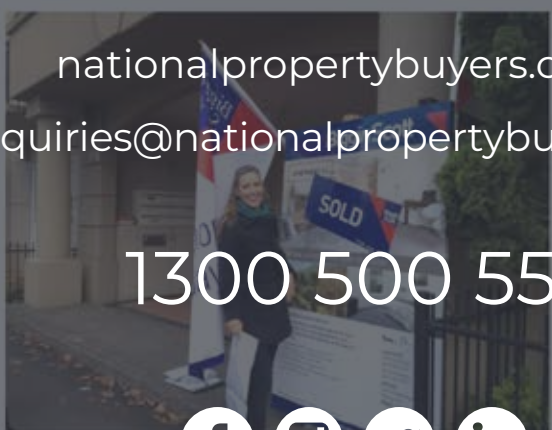


BOOK A CONSULTATION

[Book](#) a free, no obligation consultation with one of our Buyer Agents

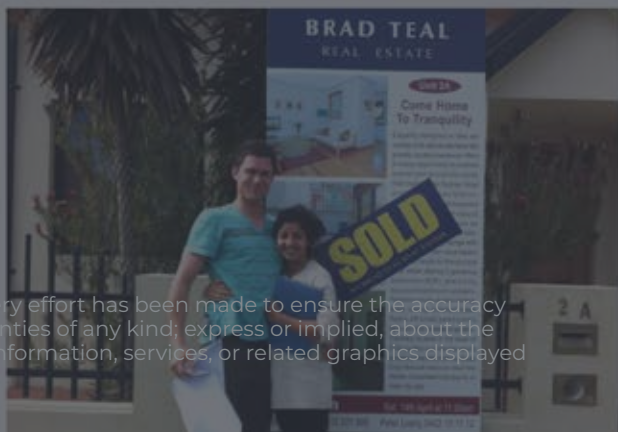


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