

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

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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 Melbourne gives you a great advantage in securing the best results. We have highly experienced licensed estate agents 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.

Antony Bucello
Director NPB



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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)



Special thanks to Antony Bucello for assisting us with our property purchase at auction on the weekend.

Took all the anxiety out of the auction and subsequent negotiations after the property was passed in. Am certain the final price was lower than I could have negotiated myself. I will not buy or sell a property in the future without Antony's assistance. Highly recommended.

Tom (Victoria)



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)





Antony helped us with a successful interstate purchase during a three-month campaign. Since we didn't know the Melbourne market at all, he suggested a wide range of properties that enabled us to focus on what exactly we wanted. Once we had a clear idea of what we were after, Antony was good at suggesting properties and offering views on places we found online.

One thing we liked very much was that Antony was in no hurry to end the search by encouraging us to like something unsuitable. On the day of the eventual auction we were back in Sydney so Antony handled everything. I found the service effective, good value for money, and a positive experience overall. I'm very happy to recommend this to anyone else in our position.

Paul (Victoria)



Many thanks to Rob Di Vita for his great work in helping us secure our family home. We really appreciated his expertise in valuing the house and negotiating an offer, which gave us the confidence in knowing we'd be getting it at a good price. We had initially wanted to place a higher offer, but Rob convinced us that we needn't to so thank you Rob for saving us a bit of \$\$.

Rob was friendly, approachable, efficient, knowledgeable, flexible and communicated well throughout the process.

Would certainly recommend his services!

Loraine (Victoria)



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.

Bobbie (Victoria)



07 CASE STUDIES

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.

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Returning clients upgrade their home

Suburb: Brighton, Victoria

Client Type: Home Buyers

Service: Assess > Negotiate

Budget: \$4,500,000

Purchase Price: \$4,500,000

Property: 4 bedroom renovated period home

Agent Listing: [Marshall White](#)



We love when clients recognize the value in our services and keep returning to us. Our clients were taking advantage of a dip in the prestige market and upsizing their family home. Our clients, who had previously used our services to purchase investment properties, wanted assistance on selling their family home and an assessment and negotiation on their future home.

Firstly, they engaged us as vendor advocates, which is a fee free service where we assist in agent selection, contract negotiation and campaign management right up to settlement for the sale of their property. Our fee is covered by a commission share arrangement with the selling agent. Essentially, the client gets two companies working for them for the cost of one!

Secondly, they engaged us to assess and negotiate a property they had identified in Brighton. This prestige property was first listed at \$4,950,000 but the asking price was adjusted and our clients thought they might be in with a chance. We have a professional working relationship with the selling agent and contacted the agent and asked if it was worth our time to inspect the property. He assured us it was.

We viewed the property at a private inspection. It was a beautifully renovated Spanish mission, it was walking distances to the beach, shops, parks, schools and transport.

To complete our independent assessment, we had to be strategic due to a lack of sales of comparable properties in the last 3 to 6 months. We investigated recent off the market sales and completed a value calculation based on land + building + wow factors. We calculated the sqm land value, the building cost and added a price value for the locality and life style factors.

After several conversations with the selling agents and our clients we were able to document an offer of \$4.5 million (subject to a building and pest inspection). The written offer had a short lapse period on it, so the vendor could not delay too long.

We recommended a contingency week between the settlement period of their old and new home to handle unforeseen delays and allowing our client time to settle into their new property and clean up the old. As our client could financially handle the delay they readily agreed to the suggestion.

Our written offer was accepted. And our client was the new owner of a premium property that in a stronger market would easily have reached closer to \$5,000,000.

Dual Service makes life easy

Client Type: Upsizers
Suburb: Kensington, Victoria
Service: Vendor Advocacy
Sold Price: \$375,000
Property: as-new 1 bedroom apartment
Agent Listing: Off Market

Suburb: Yarraville, Victoria
Service: Vendor Advocacy
Reserve: \$680,000
Sold Price: \$669,000
Property: renovated 2 bedroom apartment
Agent Listing: [Jas Stephens](#)

Suburb: Ascot Vale, Victoria
Service: BA (Search > Assess > Negotiate)
Budget: \$1,600,000
Purchase Price: \$1,592,000
Property: 4 bedroom, 2 bathroom house
Agent Listing: [Nelson Alexander](#)

Due to a growing family our clients decided they needed to upgrade their home. And this was the perfect market to do it in! The wind had been knocked out of the prestige property market but the sub \$1 Million inner city market was still going strong and they had two properties to sell.

Engaged as vendor advocates (a free service) and buyer agents we managed the whole process for them. Their investment property in Kensington we brokered a deal directly with the current tenant. Thus avoiding marketing cost and a hefty commission.

We enlisted the best local selling agents for their Yarraville home and assisted with the campaign (including ensuring a long settlement was part of the auction conditions, to provide time to find a new home). An aggressive reserve was set on auction day and post auction we achieved the highest possible price without losing the buyer.

Their new home in Ascot Vale passed into us at auction. We negotiated for it and secured it beneath the vendor's reserve. Our negotiation included a suitable settlement period.



“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!

Matching Requirements to Budget

Suburb: Oak Park, Victoria
Client Type: First Home Buyers
Service: Search > Assess > Negotiate
Budget: \$650,000
Purchase Price: \$627,000
Property: Townhouse
Agent Listing: [eview group](#)



This is why you engage a Buyer's Agent! Our Buyer Agent helped his clients secure the perfect townhouse for their requirements in a suburb they weren't even across.

Our clients were first home buyers that came prepared with specific requirements, a firm budget and a list of preferable suburbs. They had been watching the market and were struggling to find properties that matched their needs and budget. We quickly determined that their budget and preferences were not aligned. Our Buyer Agent asked if they were open to recommendation on alternative suburbs that would meet their requirements.

Oak Park (11 kms North West of Melbourne) was quickly agreed upon on as an excellent alternative to their original suburbs preference. We commenced the search and promptly identified a great opportunity.

This property ticked nearly every box for them: proximity to the city, excellent school zone (including Strathmore School Zone) public transport, parks and bike paths on their doorstep, open living and a garage.

The property was scheduled to go to auction. To secure the property with the least amount of competition, we advised our clients to submit an unconditional pre-auction offer. The written offer triggered the property being placed on the market. The selling agent advised it was a multi-offer scenario. We agreed a ceiling price with the client and negotiated for the property and secured it for \$627,000 before the auction.

This was a great outcome for our clients, their original requirements conflicted with their budget but we were able to secure them a property that ticked nearly every box for well under their maximum budget.



“...Brenton was very helpful and responsive. He spent time to find out what is important to us and made this process very easy for us and relatively stress-free. With NPB's help we were able to purchase a property that ticks most of our boxes which seemed impossible before we engaged them...Thank you!”

Where house, warehouse!

Suburb: Sunshine West, Victoria
Client Type: Commercial Investor
Service: Search > Assess > Negotiate
Budget: \$1,000,000 (preferred)
Purchase Price: \$1,075,000
Property: Industrial Warehouse 627m2
Agent Listing: [Knight Frank](#)



Commercial Success!

Our Brisbane based client needed a commercial warehouse space centrally located and close to their preferred Australia Post Distribution Centre in Western Melbourne.

We started the search and shortlisting properties but at the agreed price range were struggling to find properties that ticked all the boxes. We either had to compromise on location or the age of the property.

An agent approached us with a warehouse pre-listing that ticked every box. A fully fitted warehouse and office in a modern, low maintenance new build. It was fitted with all the bells and whistles including a state-of-the-art security system, swipe card access and warehouse racking. Located in the the tightly-held Proximity Estate it is bounded by major thoroughfares including Somerville Road, Boundary Road and Fairbairn Road and offered fantastic vantage points to the Port of Melbourne and CBD via the West Gate Freeway and Western Ring Road.

We knew we had to inspect this property even though it was above our client's preferred budget. We inspected the property on a Tuesday, after finding out about it on the Monday. Our client flew down on Thursday, inspected it and agreed it meet all their requirements. We agreed a new budget, which was comfortably within their means and put down an offer on Friday. We were up against another buyer and we completed our homework and knew the vendor wanted a quick settlement. We placed a second unconditional offer with a quick settlement of 45 days. And we secured the keys! However, it wasn't our price that got us over the line, it was our settlement terms. The other offer was of a higher financial amount but with a 120 day settlement. We also negotiated the inclusion of the warehouse shelving which meant our client had minimal fit out cost.

In little over a month we secured our client the perfect property. Our client is very happy and loved the ease of using a Buyer's Advocate to secure a commercial space interstate.

OUR FEES

We offer a transparent, competitive “fee for service” pricing structure according to the service you require. The relevant pricing structure will be documented clearly in a signed engagement authority before any work is undertaken.

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% of the purchase price.

This fee is made up of an initial engagement fee of \$2,000. 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% of the purchase price.

This fee is made up of an initial engagement fee of \$1,000, 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.

The initial engagement fee is between \$500 and \$1000. And only upon securing the property is the success fee paid. Generally this is between \$500 and \$1000 depending on requirements.

This means it could be as little as \$500 to have an expert represent you on the day.



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](#).



KEY STAFF



ANTONY BUCELLO
DIRECTOR, VICTORIA

Antony's sales and marketing career has spanned over 30 years in both the Financial Services and Property sectors. Having been involved in countless property purchases for his clients over the years, he is now a leading Melbourne Buyer Advocate.

Antony has a passion for property and has bought for both investors and home buyers all over Melbourne, ranging from \$300,000 to multi-million dollar properties. He commenced with National Property Buyers in 2011 as State Manager, becoming a Director in 2015.

His meticulous approach and sound negotiation skills ensures he leaves no stone unturned in his quest to purchase the right property at the right price. With his extensive knowledge, vast network of contacts and overall determination, he is able to achieve the best possible results for his clients.

Antony was a finalist in Your Investment Property Magazine 'Top Buyer's Agent' and 'Property Investor Awards' 2018 and a back to back finalist in REB 'Buyer Agent of the Year' 2018 and 2019.

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ROBERT DI VITA
SENIOR PROPERTY CONSULTANT, VICTORIA

Rob joined National Property Buyers in 2011 as a Senior Property Consultant and brings over 25 years' of experience. He is a fully licensed real estate agent and a member of the Real Estate Institute of Victoria and holds CEA (REIV) credentials.

His professional demeanour and unsurpassed level of expertise has made him a consummate negotiator, successfully purchasing properties for his clients and creating wealth through smart property investment and a strict buying criteria. Rob also assists many of his clients with selling their properties using NPB's Vendor Advocacy service.

Rob also has personal experience as an owner builder, having completed extensive renovations on his own home and numerous investment properties. His unique insight into maximizing the value of property that has proved invaluable to both his Buyer's Advocacy and Vendor Advocacy clients.

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NEXT STEPS

Thank you for reading our guide 'Is a Buyer's Agent right for you'. 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

1300 500 555



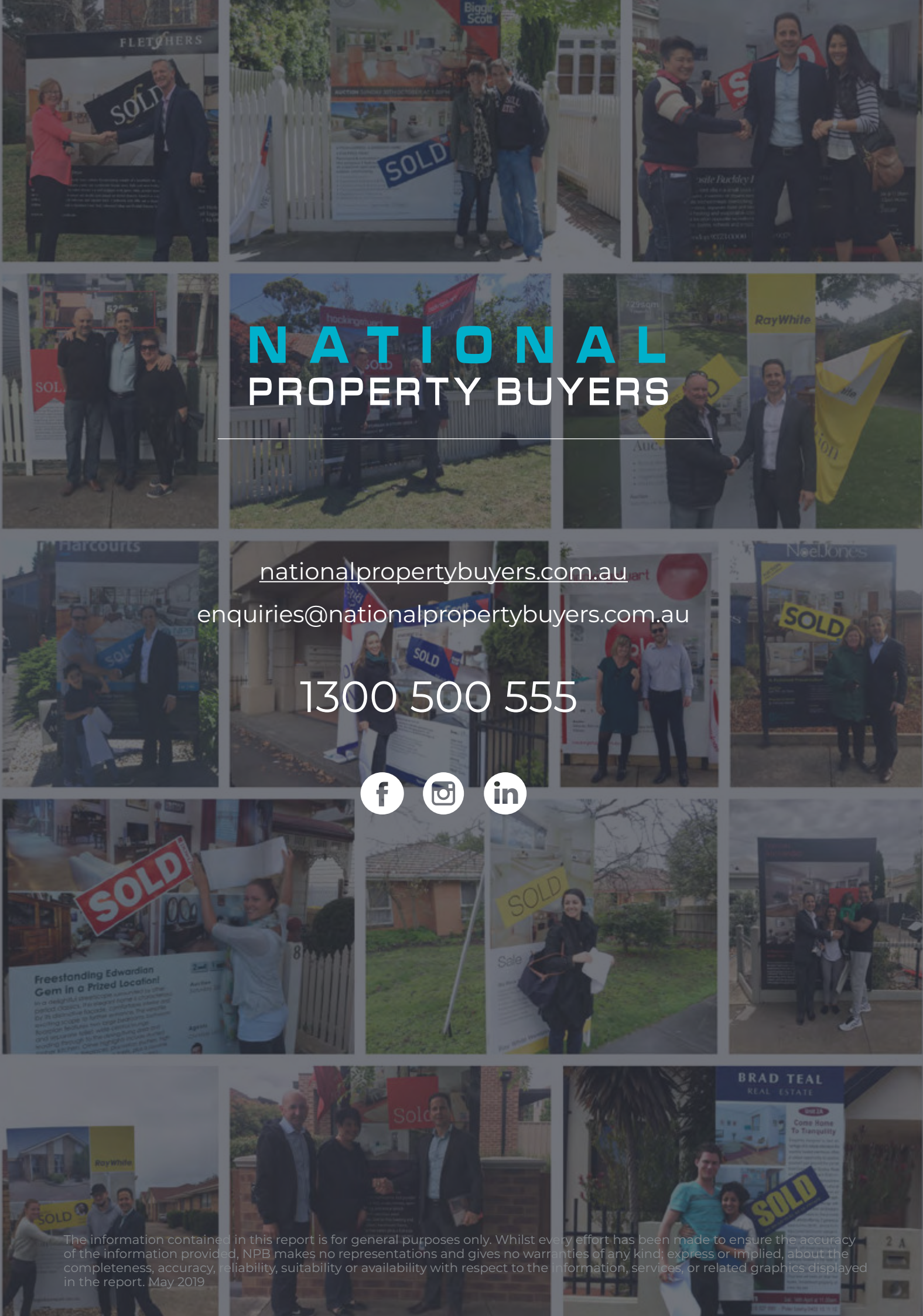
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BOOK A CONSULTATION

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



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