

# IDentity Property Buyers

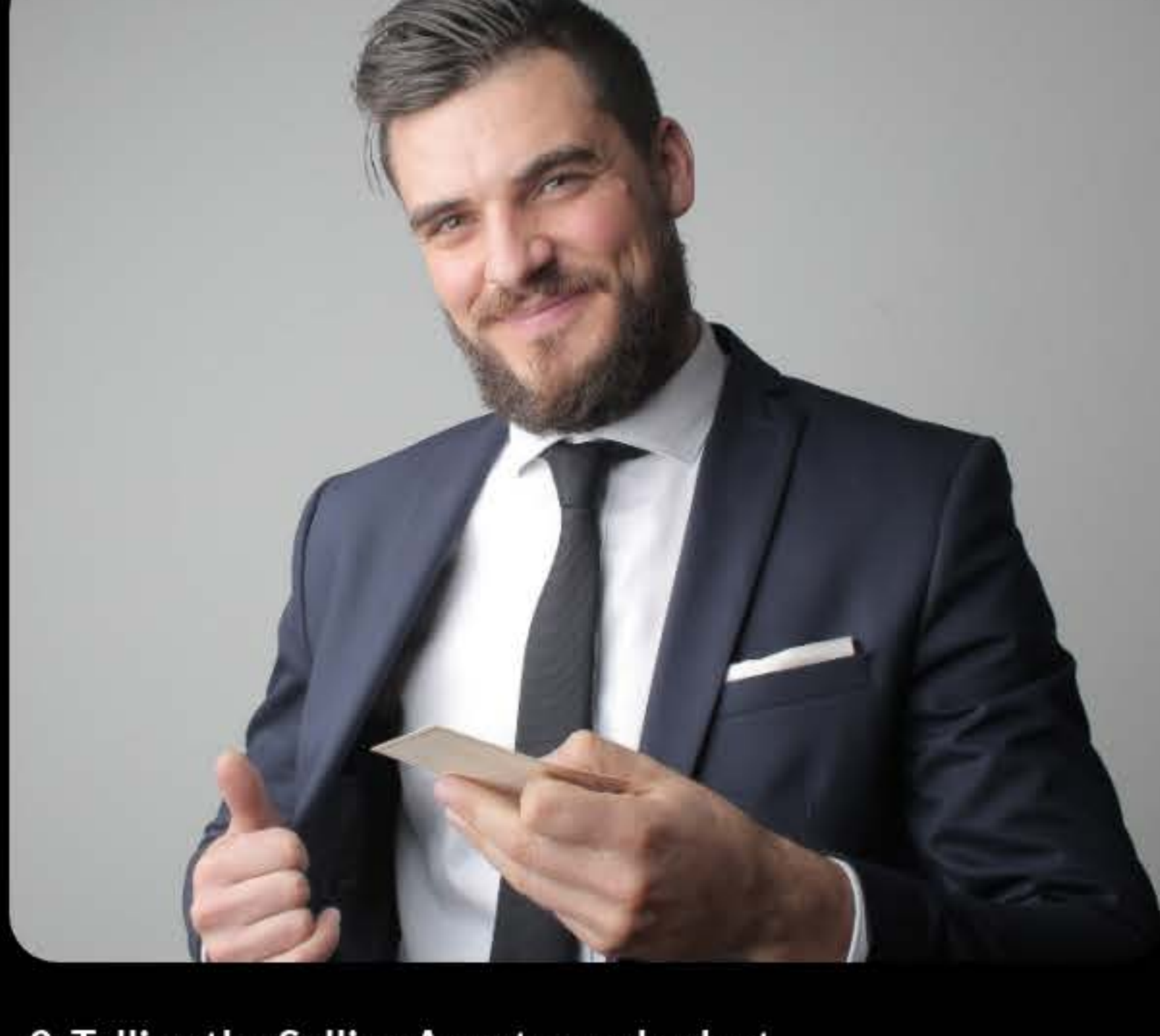
NEWSLETTER #016

## 5 Avoidable Mistakes Buyers Make When Inspecting Property

**Welcome back** to the next instalment in the IDentity Property Buyers Newsletter series. Today's chat is a look into the common mistakes buyers make when inspecting property. We will walk you through 5 of these avoidable mistakes to better prepare you for your future searching.

### 1. Thinking that the Selling Agent is on your side.

The vast majority of Selling Agents want to help you buy your next home or investment property, so at face value it may look like they are on your side. But they are being paid by the Vendor so make no mistake in thinking they are, as they are not. Their obligation is to get the best price and terms for the Vendor and you are there to facilitate that.



### 2. Telling the Selling Agent your budget

Again this is a big NO! NO! Essentially it eliminates major negotiation power when it comes time to make a deal happen. Agents have very good memories and if you want to give the Vendor more of your hard earned money then this is a sure way to do it.

### 3. Liking the property too much!

This is another factor that hands over more power to the agent, and thus more cash to the Vendor. You and your partner may walk into a home and say this is perfect! I love it! The kids will love it!, And that may well be true, but do not give the Selling Agent the impression that you have to have it. So avoid saying these types of things in front or in earshot of the Selling Agent. Show that you are a little interested by saying things like it's ok or it might work but don't go too far.



### 4. Treating the Selling Agent poorly

The Selling Agent does want to sell you a property but if you upset him/her then it is quite possible you may not be even given the opportunity to counter offer any other genuine offers. You will simply miss out and later find out that you potentially would have paid more for it.

### 5. Falling for the ambiance created by staging

There is a very good reason sellers pay good money to have the property staged when going to market. The fact is that it genuinely creates higher sale prices when done well. Unsuspecting buyers will fall in love with the feel and easily pay that 20, 30 or even 40k more as a result. Well staged properties make rooms feel warmer, dark spaces feel brighter and small areas feel bigger. You need to look beyond this and ensure that this property works for you without all the fancy furniture and ornaments.



### So To Wrap It All Up...

1. Always be aware the Selling Agent is loyal to who they are being paid by
2. Do not tell the Selling Agent your full budget
3. Show interest in the property but do not say you are in love with it
4. Be nice and treat the Selling Agent with respect
5. Don't get fooled by the well thought out effects of staging

Let our professionals at IDentity Property Buyers help you avoid all those costly mistakes and provide you with a fantastic experience and an exceptional end result....



Make contact today and schedule in a **Free, No Obligation** chat with one of our Buyers Agents & Property Strategists.

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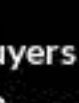
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At IDentity Property Buyers we build Investment Portfolio Plans for clients who want exceptional results.

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