

Identity Property Buyers

NEWSLETTER #024

Who is on Your Side?

Welcome back to the next instalment in the IDentity Property Buyers Newsletter series. Today's chat is about working out who is actually on your side when it comes to all things property.

It's easy to think that some people you speak to regarding property are going to be on your side when it comes to purchasing. While they may seem helpful and provide useful tips they can also have an agenda behind their actions.

Let's take a deeper look...



So you will need to ask and determine for yourself the answers to a couple of questions in order to validate their position.

1. Are they on my side?
2. Are they qualified to provide me with advice?

First of all let's look at **Selling Agents** - Selling agents will be very friendly and helpful throughout your property searching and sourcing journey. However make no mistake they are being paid by the vendor and are obligated to try and get the best possible price and terms for them. So be careful here and do your own research and do not rely solely on them because...

They are not working for you!



Secondly let's consider **Friends & Family** - While friends & family will almost certainly have your best wishes in mind, they may not be qualified to provide advice. I don't necessarily mean a formal qualification, but I mean do they genuinely know what they are talking about?

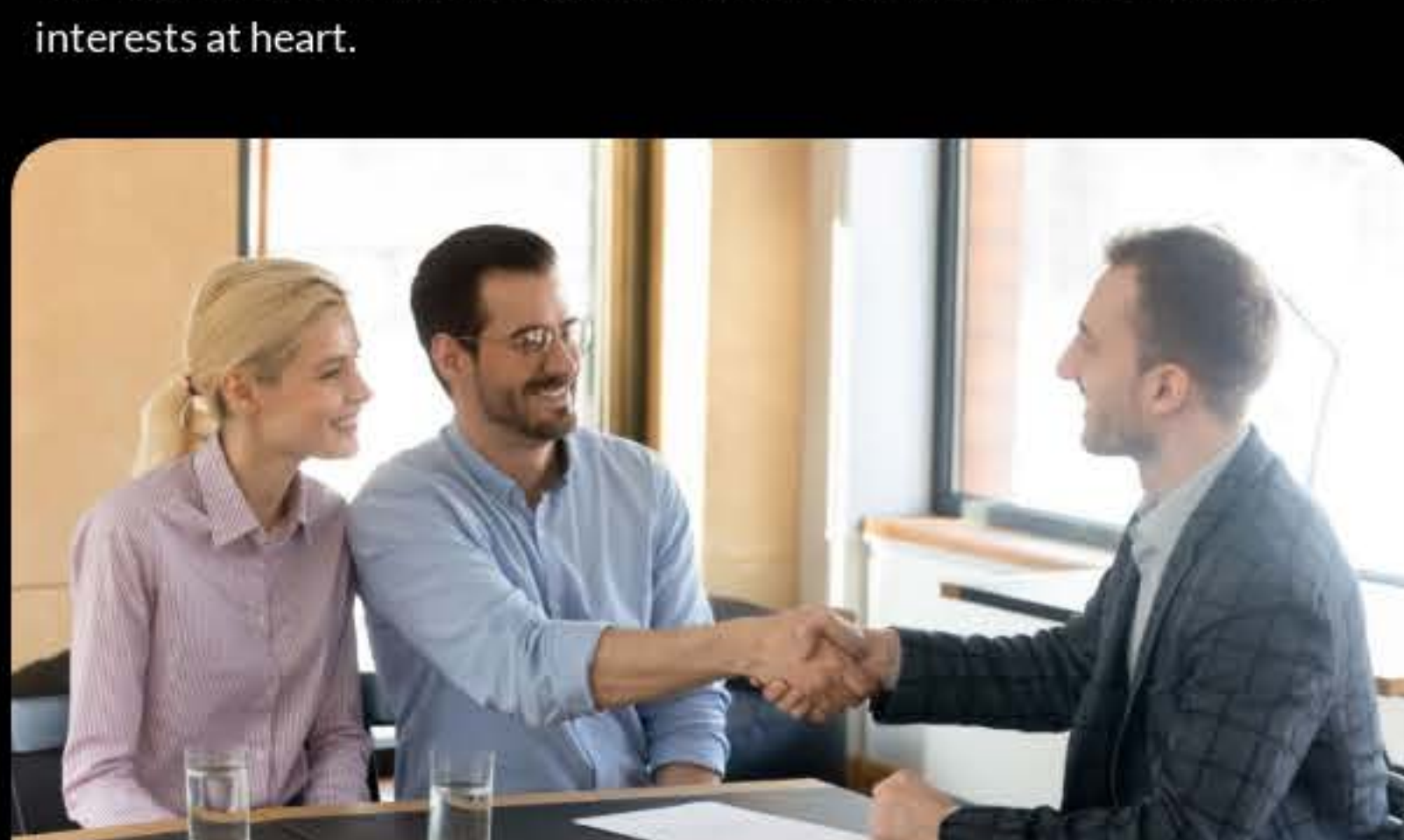
Have they spent thousands of hours researching and understanding property, studying demographic trends, gentrification status of areas, inspecting thousands of properties and deep diving the data. Or is their qualification based on buying one or two properties and living in one for the past 30 years.

Everyone is entitled to an opinion...



Beware **'The Property Spooker'** - Here is someone that appears to be on your side but why are they helping you? If you are not paying them then who is and are they really helping you?

You will spot these people when they start suggesting specific investment stock that is aligned to a certain developer. And yes you guessed it, the developer is paying them substantially for finding investors. So they are certainly not working for you, and they most likely do not have your best interests at heart.



Finally a **Buyers Agent** - A qualified Buyers Agent who you are paying directly for services is employed to help you. If you are paying them directly and they are not working for developers or pushing specific stock then you have found your professional.

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.

[MAKE CONTACT](#)

Don't get left behind when the market is moving, take control with your very next steps in a professional way today!

web: www.identitypropertybuyers.com.au

email: greg@identitypropertybuyers.com.au

Phone: +61 (0) 491 759 126



Written by Greg Egerton Buyers Agent & Property Strategist,
IDentity Property Buyers



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

[SIGNUP HERE](#)

Signup to our **Free Weekly Newsletter** & receive valuable information on **Purchasing Tactics, Market Trends, Investment Strategies** and much more.

Disclaimer - This information does not constitute personal advice and should only be used for general discussion purposes only.

You may [unsubscribe](#) or [change your contact details](#) at any time.

