

Identity Property Buyers

NEWSLETTER #026



Why Relationships Are Key When Buying Property

Welcome back to the next instalment in the Identity Property Buyers Newsletter series. Today's chat is a look into how relationships can help tremendously when buying property.

You know the saying "It's not what you know, but it's who you know!" Well it couldn't be more true in the real estate industry that's for sure.





Imagine beginning the buying process by venturing out and going to some open homes. You go to 30 or 40 inspections and meet a number of selling agents. You essentially fall into the same category as hundreds if not thousands of other buyers, right!

The agents are nice to you, but are they really going to treat you any differently to any of the other buyers?

Most likely not...



Building relationships in any industry is extremely important, as it inevitably means you can produce higher quality work more efficiently and in doing so achieve much better results.

This is extremely important when buying real estate but as you know building relationships takes time. Spending time to build these relationships for a one off purchase is not at all cost effective. By the time you get to the point where you have friends or professional acquaintances in the industry, the market has moved on.

As you should now know when it comes to buying property, speed to action is extremely important. It's important so you buy at today's prices, and not the elevated prices 6 or 12 months from now.



So if you want to give yourself the best chance to secure a property, then you need to get access to all types of property for sale:

1. Off Market Properties
2. Pre Market Properties
3. On Market Properties
4. Post Market Properties



As Buyers Agents we have spent the time to build these long term relationships, because we know their importance. So given the fact that we buy multiples of properties it has been well worth the effort.

So if you want access to all options when it comes to buying property then lean on us as we get access to them all.

Relationships...

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.

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

MAKE CONTACT

web: www.identitypropertybuyers.com.au

email: greg@identitypropertybuyers.com.au

Phone: +61 (0) 491 759 126

Written by Greg Egerton Buyers Agent & Property Strategist



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.