

# Identity Property Buyers

NEWSLETTER #043



## The Cost of Buyer Fatigue

**Welcome back** to the next instalment in the IDentity Property Buyers Newsletter series. Today's chat is a look into what is termed 'Buyer Fatigue' and how it could cost you if you are not careful.

In a highly competitive property market like we are experiencing pretty much all over the country at the moment 'Buyer Fatigue' can kick in.

Think of 'Buyer Fatigue' much like when you are running a marathon or trying to play-out the last quarter of a football game. You have expended a large amount of energy to get this far and you could well be both physically and emotionally spent. In this situation unless you finish the marathon or play out the game you will not achieve what you set out to achieve.

All that effort with no result is difficult to swallow, especially if it keeps happening over and over again.



If you have been actively searching, inspecting and putting in offers or bidding on properties at auction for 3, 4 or even 6 months then you are likely to be fatigued, whether you realise it or not.



What you actually do when you are fatigued will make all the difference to the results you are looking to achieve. Here are a couple of options which can either make or break you from this point on:

1. Take a break
2. Keep pushing on
3. Sub in some help or pass the baton



Option 1 - To take a break when you are fatigued is a good idea, as it will allow you to regroup and replenish your physical and mental energy levels. After a decent break you will likely have clearer thinking and make better decisions in all aspects of life.

The issue here is that the property market will not wait and therefore will continue to plough on with or without you. Imagine taking your eye off the ball for a week or so and missing out on a property that would have been ideal. When you do let one through to the keeper this has absolutely the opposite effect you want, leading to more frustration and fatigue.

Option 2 - To keep pushing on means you will be operating in a tired and vulnerable state, which can lead to poor decision making if you are not careful. You're not dealing with pocket change here, so you need to find a way to beat your fatigue and achieve the best result possible.



Option 3 - To sub in some help at the point where fatigue has kicked in will ultimately give you the rejuvenation and well deserved rest you need. So in this situation you can take a breath and know that you are not going to miss a property or make a poor decision because you can no longer think clearly.

In this case if you sub in a professional they can do all the leg work for you finding and filtering out the good from the bad. No longer do you have to be across every property that has sold in the area or know everyone that is currently for sale. Determining value is their profession along with negotiation, auction bidding and so much more.

So if you are fatigued or better still want to avoid 'Buyer Fatigue' then do yourself and your family a favour and get some assistance.

Focus on your own skilled profession along with friends and family and get that balance of lifestyle back. And the best part is that you can do this whilst giving yourself the best chance of securing your dream home or next puzzle piece in your investment portfolio.

## **Work Smarter Not Harder!**



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

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