



Meighan and the team do all the hard work for you

advertisement

homing instinct

MARTINE KROPKOWSKI FINDS OUT ALL ABOUT BUYER'S AGENTS FROM MEIGHAN HETHERINGTON OF PROPERTY PURSUIT.

What is a buyer's agent? The answer to your house-hunting nightmare! A buyer's agent is 100 percent dedicated to working with property buyers to really understand what they're looking for, provide independent advice and guidance, search the whole market for the very best properties, provide research about those properties and then negotiate the lowest possible price.

How are you paid? We are paid entirely by the buyer and act in their interests.

How do you find property? We use all the traditional methods, like talking to real estate agents, checking the internet and looking in the paper – we're doing that all day, every day – but the most important part of our work is uncovering those "hidden" or silent listings that other buyers don't know about. We also make direct approaches to owners.

Is it just you looking for my property?

One person couldn't possibly do all of that by themselves! We're a team of six professional and very passionate buyer's agents who all work together. Each buyer has one client manager who is accountable to them and looks after them from start to finish but behind the scenes, we're all contributing to the searching, research and evaluation of properties on your behalf.

Do I need pre-approval on a home loan before we start? We do require you to have finance pre-approval before we'll consider taking you on as a client. It would be a waste of everybody's time if we searched for two to three weeks, found the ideal property for you, negotiated a great price and then found out you couldn't actually afford to buy it! Having finance pre-approval also means you're in a much stronger negotiating position, which is a great step towards us being able to secure the

property at the lowest price possible.

I've found a house I love but don't know if it's a good investment: can you help?

Absolutely! We provide a service that helps to manage your risks even if you've come across a property yourself. We will go and inspect it, do all the usual research and reporting, and then negotiate the lowest price on your behalf.

How did you win the REIQ Buyer's Agent of the Year in 2008? We have worked really hard over the last five years to create a service that is focused on two things: matching people's needs with fantastic properties and always exceeding our clients' expectations.

**Property Pursuit
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