

**Client:** Woodley  
**Date:** September 2007  
**Location:** Surry Hills, Eastern Suburbs, Sydney

**File specifics:**

This property represents probably one of the best value properties purchased in 2007. We believe - anywhere in Sydney. In one of Sydney's fastest growing suburbs (Surry Hills), we captured a property swarming with buyer's and purchased it for an excellent price the day before auction.

How did we do this? While we can't give away all our secrets - we would argue that the relationship we have with agents, the transactional efficiency and the relationships carved from repeat customers (who trust us) assisted in this purchase.

**Summary:**

We located this property for another client for a property that deserved well over the money we paid. Our first client declined on this property and we went on to purchase an alternative property in Orr St Bondi a week later.

After a fortuitous discussion with an agent the day before auction, our new client was provided with a small window of opportunity to purchase this property for an excellent price after some quick and aggressive negotiation. We created the opportunity but we still needed to get the deal done. The auction was the next day, it was already 2pm.

Question: What was the 'catch' you ask?

Answer: The client had to review the property and perform all diligence within 3 hours. This included having contract reviewed, pest and building inspections conducted and monies finalised.

Our client, based in Perth, with all confidence in us, was determined for us to make this effort on their behalf. We completed the task and purchased the property under the noses of many disappointed purchasers. We believe that the current market would have fetched well over \$100,000 more for this property (at least), given a property a few doors down of identical proportions and features reached \$380,000 more than this price only 3 weeks prior.

**Moral of the story:**

I regularly tell people considering using our services - We like to begin our relationship with an optimistic outcome. Fundamental to this, is having trust. This client, now a trusted client of ours had the understanding to allow us to transact, when other people might not have the fortitude to make a purchasing decision. While a buyers agent's services are always crucial to the decision to purchase, it always takes a trusting client to make the ultimate decision sometimes which have to be done in some very tight windows.

Whether using a buyer's agent or not, our rule of thumb is: "Use your time to find a property (or a Buyer's Agent) but do not hesitate in positioning yourself to purchase when the opportunity arises."

We ask any person considering using a Buyers agent, to ask this of themselves. Do you trust your Buyer's Agent? If not - you will never get the value that was intended for this service. This trust comes from having

- \* Experience
- \* Good testimonials
- \* Licensing AND the resourcing to deliver the outcomes above.

Finally a BIG thank you to our client for allowing this opportunity to be converted and also Natalie from **McPherson Conveyancing** for delivering 'on call' service to Oasis Property Buyers. We are proud to be the only Buyer's Agents in Sydney to have this unparalleled efficiency of service by delivering property legal assistance under our roof.