

Taking the stress out of buying

CONSUMER COLUMN



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It's a fine line between having too much information and not having enough.

When it comes to buying property, sometimes having too little information on a particular suburb or property means you hesitate a moment too long and miss out on a good opportunity.

On the other hand, if you have committed research "overkill" you may find yourself too confused to do anything useful at all.

All of these factors – as well as busier lifestyles – is why buyers' agents are becoming an increasingly attractive option for property buyers across the State.

Buyers' agents are independent licensed real estate professionals who provide advice and guidance to people who may be at the start of the property purchase road, or who may have done so much research they have come to a dead-end.

"Buyers' agents can provide people with all the data and information they need so they can make an informed and educated buying decision," REIQ managing director Dan Molloy said.

While qualified staff at REIQ accredited agencies can also assist buyers with advice on buying property, a buyers' agent's sole purpose is to help people find the perfect home or investment at the best possible price.

This type of service – which is available for a fee – is particularly popular with time-poor local, interstate and overseas buyers.

"Many buyers know how frustrating it can be attending endless inspections to try and find the right property at the right price," Mr Molloy said.

"Buyers' agents can do all this leg work for you. They research the market, specific localities or suburbs, and can attend inspections on your behalf.

"Through this process they are able to eliminate unsuitable properties very quickly, saving you valuable time.

"Once a perfect match is found, a buyers' agent can negotiate with the selling agent on your behalf to help achieve the best possible price for your new home or investment. They can even take care of most of the paperwork for you."

The first dedicated buyers' agency was established in Queensland in 1999 with many agencies now members of the REIQ.