



## TOP TIPS BEFORE YOU GO OUT SHOPPING

### 1. Choose your sales person before you choose your property.

Finding the right property without knowing the area can become onerous. The internet is a great source of information but can lead you on a goose chase running into every home open and property on the market. In Perth, most agents have the opportunity to show and sell you any other agents properties not only their own (conjunctional), unless you have already contacted the other agent in any way. Finding a sales rep you can relate to and who you trust will not only provide that personal contact, but also helps you narrow your search down by having spent time with you understanding your needs and matching those needs with their knowledge of the prices, properties and areas.

Some reps prefer not to work with purchasers only with sellers given that there is a fair amount of effort put in that may not result in a sale. The conjunctional rep is there to make life easier for you and loyalty is therefore valued so if you would like a rep to assist you, ask them what their preferred protocols are for attending home opens etc.

### 2. Did you know?

A listing agent and the conjuncting agent both act for the seller and, therefore, have certain obligations to the seller in selling their property. By law, agents must act in the best interests of the person who engaged them, although they have a duty of care and are obliged to act fairly and honestly for the other party.

### 3. Buyers agent

If you are a buyer and want an agent to look after your interests, then you may wish to engage a buyers agent who will act for you alone. If you decide to do this, you will need to enter into a written contract with the agent in the same way that a seller enters into a written contract with their agent, with agreed fees. There are many considerations when finding a property for a buyer and many ways of structuring a buyer's agent agreement so please ask us and we can help you with all the information you may need.

*The right fit in property only happens with the right people*