

'West' – - 6 November 2010

## **ANTS ARE YOUR TASK**

When you are purchasing a property through the auction process the sale contract is "unconditional". In saying this I mean there is no provision for a White Ant clearance certificate or a Structural Building report.

Therefore if you wish peace of mind and the comfort of knowing, it is up to you as the impending buyer to have these items fulfilled prior to auction day.

If you are genuinely interested in the property it would be commonplace for the Agent and the Seller to allow you the time and make the necessary arrangements and appointment times to conduct your own due diligence on the property. Using your own contractors to inspect the property for items such as the ones highlighted well in advance of auction day will assist in your decision making process and give you the confidence to bid firmly.

If you were to secure the property through the standard private treaty method of sale and you wanted to confirm the above, you'd have to pay for them regardless, so you may as well get your ducks in line and place these items at the front end!

These days most Agents recommend their Sellers obtain in advance at the very least, a White Ant clearance certificate so they can demonstrate this to prospective buyers throughout the brisk 4 week marketing campaign. It just gives Purchasers the confidence to take the next step!

The thing to keep in mind is this... Whether it be and Auction sale or a sale by Private Treaty, they are both forms of negotiations and accordingly should be viewed as exactly that...the right to negotiate. So if you've fallen in love with a home, or you're planning to float your property to the market place using the Auction method, don't hesitate to ask questions...

**Tom Esze is the 2010 REIWA State Auctioneering Champion**

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