

Our Process and Fees continued...

STEP 4 **Successful Purchase**

If a Property passes all of the previous 3 Steps, it is then just "all about Price". We want to **Buy Better** for you so our fees encourage the best results.

Here is an example of how our sliding scale price incentive brackets work.

e.g. the Vendors were asking \$730,000 and they were quite adamant that was a bargain and "not negotiable".

1.1% - 2.2% Neg.
(min. fee of \$5,000
incl. GST)

Price Bracket 1 - 1% (plus GST) of the Purchase Price under the Contract, if the Purchase Price is higher than \$690,000 but subject to and only up to the Client's Maximum Price limit above or as otherwise Authorised by the Client
(e.g at \$700,000 = \$7,000+GST)

Price Bracket 2 - 1.25% (plus GST) of the Purchase Price under the Contract, if the Purchase Price is between \$680,000 and \$690,000
(e.g at \$684,000 = \$8,550+GST)

Price Bracket 3 - 1.50% (plus GST) of the Purchase Price under the Contract if the Purchase Price is less than \$680,000
(e.g at \$678,000 = \$10,170+GST)

We negotiated them down to \$675,000, saving the Client \$55,000 from the asking Price and our Fee fell into the higher 1.5% bracket, earning us a few extra thousand for our good work!

Payable prior to or at settlement (unless the Property is "Off-Plan"/Subdivisional, in which case 50% is payable on Seven (7) Days and the other 50% is payable prior to or at Settlement).

Buy better with MBA