



Who wants a bargain?

From the desk of ...

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Part 1

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Part 2**

THERE are thousands of dollars being wasted by homebuyers on building reports for auction properties every week. Separately each buyer conducts and pays for a building inspection on the same property. These buyers are all being misled into thinking the home that's being auctioned is within their price range, when it's not. There is a way this can be fixed.

■ There should be a legislative requirement, for all auction properties, for the vendor to make available to all prospective purchasers an independent building report. This will stop the enormous waste of money that's being paid by each buyer, for the same building report. It doesn't make sense, you need a roadworthy to buy a second hand car, yet you don't need a building and pest inspection report to buy a home?

■ Another matter that needs to be addressed is the agent's advertised price range for the property. The vendor has a minimum price they would accept, it's called the reserve. If agents want to be honest with sellers and buyers, why mislead everyone by advertising the indicative price range below this reserve? If the reserve price is the lowest price the sellers would accept, doesn't it make sense to start the range from this figure? If a vendor has a reserve

of \$650,000 why are such properties being advertised as \$560,000 – \$640,000? This type of agent is either fooling the buyers or fooling the vendors or perhaps trying to fool both.

The financial loss on wasted building inspections and the time and energy you spend looking at properties you can't afford, are bad enough, but are nothing compared to the emotional pain you suffer when you realise the home you fell in love with was never in your price range.

However, if you have done your research you will know your prices. Armed with the right information and some experience, you will know how to bid at auction and win.

Next week I will tell you how I saved my friends \$61,500 bidding for them at auction and I will also share some tips with you on how you too can win at auction.

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