SCHEDULE OF FEES AND SERVICES

Melbourne Apartment Buyers Agent Service





Professional Apartment Buyers Agent Service

Whether you are seeking long-term capital growth, strong rental yield, a place to call home, or looking to transition from renting into property ownership, I can personally assist you to **confidently secure the right apartment.**

My service is designed to save you the **considerable time and uncertainty** involved in researching, inspecting and negotiating the purchase of an apartment in Melbourne's competitive market.

This includes providing independent advice on value, interpreting relevant market data, and assisting you to access suitable on-market, pre-market and off-market opportunities — without the need to negotiate directly with selling agents.

My professional fee for acting exclusively on your behalf as your Apartment Buyers Agent is based on a fixed fee model, and is not calculated as a percentage of the purchase price to ensure my interests align with yours.

In most cases, this represents a relatively **small proportion of the overall property value** — typically less than many of the standard transaction costs associated with purchasing real estate.

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Mike Bentley

APARTMENT SPECIALIST

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www.AustralianPropertyBuyersAgent.com

Benefits of Using
AN APARTMENT BUYER'S AGENT

INCREASED LISTING ACCESS
Real Estate agents often provide early access to Buyers Agents to potential new apartments coming to the market, expanding the pool of potential listings.

PROFESSIONAL REPRESENTATION
Buyer's agents provide expert representation to buyers, enhancing the chance of securing the best terms and conditions.

PROVIDE ACCURATE APPRAISALS
Buyer's agents provide expert appraisals to get the true market value of the property you might be interested in.

LOWER RISK OF DEAL FALLING APART
With experienced representation for buyers, sellers are more committed, and less likely to withdraw, reducing deal failures for a smooth transaction.

PROFESSIONAL NEGOTIATION
Buyer agents can assist in handling challenging negotiations for the buyer, with hundreds of negotiations concluded.

SAVING TIME
Saving time in searching for your apartment with decades of specific apartment experience and extensive real estate knowledge to guide you through the process more quickly than if you were doing it yourself.

A MORE SEAMLESS TRANSACTION
Buyer's agents manage administrative tasks and communication to facilitate efficient sales without delays.

AVOID STRESSFULL AUCTIONS
Making emotional decisions at an auction that result in you paying more than the property is worth can be avoided.

EXTENSIVE DUE DILIGENCE
Detailed suburb supply and demand, apartment density analysis and owner-occupier ratios, contract protection and building and strata reports all help protect your interests.

MARKET INSIGHTS
Buyer's agents offer market trend insights, data and research to help you make informed pricing and location decisions.







FREQUENTLY ASKED QUESTIONS

I focus on the inner-Melbourne apartment suburbs where owner-occupiers strongly compete with investors — creating more stable buildings, better body corporate governance and stronger resale depth.

Q

WHY DO YOU CHARGE A FIXED FEE RATHER THAN A PERCENTAGE?

This is an excellent question — and one I am often asked.

Some Buyers Agents charge a percentage of the price, and that is their model.

I prefer a fixed fee because you know exactly what you'll pay from the beginning, and I have no financial incentive for you to spend more and buy a more expensive apartment.

I believe it better aligns my interests with yours.

Whether you buy a $450,000 apartment or a $2 million apartment, the work involved is often very similar.

Q

YOUR FEE SEEMS LESS THAN OTHER BUYERS AGENTS. WHY?

My business is deliberately structured differently.

I don't employ a large team, lease expensive office space or pass your search to another buyers' agent.

You're paying for my experience, knowledge and expertise — not for layers of overhead. I don't delegate your search to another agent, which would effectively mean the price has to go up.

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Frequent Questions

Q WHAT MAKES YOU DIFFERENT FROM OTHER BUYERS AGENTS?

Several things.

- I specialise exclusively in apartments.
- I have more than 30 years of **specific** apartment experience.
- You'll deal directly with me from start to finish.

I've spent over three decades buying, inspecting, selling and negotiating apartments.

Even today I still enjoy walking through buildings, comparing layouts and talking with agents. It's the only way to stay genuinely current with the market, and to this day I still love inspecting apartments.

Q IS THE ENGAGEMENT FEE REFUNDABLE?

The initial Engagement Fee covers:

- Research and property sourcing
- Shortlisting and inspection
- Due diligence coordination
- Market and comparable sales analysis
- Negotiation strategy preparation

As these services are undertaken from the outset of our appointment, the Engagement Fee is not refundable.

However, the balance of our professional fee is only payable upon successful Exchange of Contracts for your property purchase.



See the full FAQ here: https://australianpropertybuyersagent.com/faq









DO YOU OFFER A GUARANTEE WITH YOUR SERVICE?

I am committed to providing a disciplined and targeted search process based on your agreed brief.

My objective is to:

- minimise unnecessary inspections
- reduce the stress of the purchasing process
- provide informed advice on value
- and negotiate firmly on your behalf

While no professional adviser can guarantee a financial outcome, my role is to assist you in making a well-informed property acquisition decision.

WILL MY SEARCH BE ALLOCATED TO A JUNIOR STAFF MEMBER?

No.

This is a bespoke, hands-on service personally undertaken by Mike Bentley for every client — regardless of purchase price.

WON'T YOU BECOME TOO BUSY TO PROVIDE PERSONAL SERVICE?

No.

To ensure a consistently high level of service, I accept only a limited number of clients at any one time.

This allows me to provide a genuinely personal and considered approach to each property acquisition.

IS IT AFFORDABLE TO USE YOUR SERVICE FOR A LOWER-PRICED APARTMENT?

Yes.

In many cases, this service is **equally valuable** for first-time or lower-budget buyers, where every purchasing decision can have a significant long-term impact, and mistakes can be financially devastating.

Through independent research, market analysis and professional negotiation, I aim to:

- help you avoid costly mistakes
- secure the property on favourable terms
- and provide confidence that you have purchased well.

Read more about this situation if you are in the lower price range on my website FAQ:

https://australianpropertybuyersagent.com/faq

UNDERSTANDING
The Suburbs

Me focus is on select inner-Melbourne suburbs where **long-term owner-occupiers** form a strong foundation of the apartment market over the long term.

These areas tend to demonstrate:

- Greater building stability
- Stronger body corporate governance
- Lower tenant turnover
- More resilient resale demand

My suburb selection is based on detailed demographic and housing tenure analysis — not trends or guesswork. While inner-Melbourne apartments have faced supply headwinds over the past cycle, established low-density suburbs with stronger owner-occupier presence have demonstrated more consistent price resilience.

Why This Works For Both Owner Occupiers and Investors

I recommend:

- Stable buildings
- Lower vacancy volatility
- Better strata governance
- Better resale depth

Investors benefit from:

- Lower tenant churn
- More disciplined body corporates
- Reduced building risk
- More stable pricing floors

Owner-occupiers benefit from:

- Community feel
- Better upkeep
- Stronger long-term demand



What Is Included in The Service?

When appointed as your exclusive Apartment Buyers Agent, my services typically include:

🟦 **Client Brief & Strategy Session**

- Initial consultation to determine your property requirements
- Clarification of preferred location, budget and objectives
- Discussion of suitable apartment types and performance criteria
- Advice regarding ownership structure (where appropriate)
- Development of your personalised acquisition brief

🟦 **Property Search & Shortlisting**

- Targeted search of both on-market and off-market opportunities
- Liaison with selling agents and developer networks
- Preliminary filtering based on your brief
- Identification of apartments meeting our “Premium Performance” criteria
- Regular reporting and discussion of suitable options

🟦 **Property Appraisal & Market Analysis**

- Independent assessment of shortlisted apartments
- Review of recent comparable sales evidence
- Assessment of current market conditions
- Identification of potential risks or resale limitations
- Advice regarding likely fair market value

🟦 **Inspection & Evaluation**

- Physical inspection of shortlisted properties
- Review of building presentation and common areas
- Assessment of floorplan functionality
- Consideration of outlook, orientation and natural light
- General review of the Owners Corporation where applicable

🟦 **Negotiation & Acquisition**

- Development of negotiation and price strategy with you
- Liaison with selling agents on your behalf
- Representation in private treaty negotiations
- Assistance in securing the property on favourable terms

🟦 **Due Diligence Coordination**

- Liaison with your solicitor or conveyancer for insertion of favourable terms
- Building due doligence - structural, cladding, water, defects, major works
- Assistance with arranging building, structural, defects inspections (as applicable)
- Coordination with mortgage brokers as needed
- Body Corporate examination and advice, OC Fees, Sinking Fund etc

🟦 **Contract Support**

- Assistance with contract review through to Exchange of Contracts
- Communication with all relevant parties
- Ongoing support during the acquisition process
- Final settlement and handover
- Rental managment/ Airbnb support if required

Services Not Included

My professional fee covers the property search, evaluation and acquisition services outlined above. The following items are **not included** in the professional fee and, where required, remain payable directly to the relevant third-party provider:

🟦 **Legal & Conveyancing Costs**
- Contract of Sale review
- Legal advice
- Conveyancing services
- Settlement services

🟦 **Building & Specialist Inspections**
- Building and pest inspections
- Strata inspections
- Specialist reports (e.g. engineering or structural advice)

🟦 **Finance & Lending Costs**
- Mortgage establishment fees
- Lender's mortgage insurance (if applicable)
- Loan application or valuation fees

🟦 **Government Charges**
- Stamp Duty
- Transfer and registration fees
- Foreign Buyer Fees (if applicable)
- Any other statutory charges payable upon acquisition

🟦 **Owners Corporation & Related Costs**
- Owners Corporation certificates
- Insurance certificates
- Additional documentation requested from the Owners Corporation Manager

🟦 **Property Management Services (if applicable)**
- Letting or leasing services
- Ongoing property management
- Post-settlement tenancy advice

We will be pleased to introduce you to suitable independent professionals for the above services. We do not take any referral fees from any third party suppliers or professionals.



SERVICE FEES

THE PROFESSIONAL FEES FOR REPRESENTING YOU

$1,500+

ENGAGEMENT FEE

BALANCE ON SUCCESS

NEGOTIATION ONLY SERVICE ALSO AVAILABLE

I believe in keeping my professional fees simple, transparent and agreed upfront.

My full buyers' agent service starts from $4,000 and is capped at a maximum of $9,500 (plus GST) for purchases up to $2 million. The fee shown is the total amount payable to me for my service.

Purchase Budget:	Total Inc. 10% GST
Up to $450,000 - My Fixed Fee: $4,000	$4,400
$450,001– $650,000 - Fixed Fee: $5,500	$6,050
$650,001– $850,000 - Fixed Fee: $6,500	$7,150
$850,001– $1,000,000 - Fixed Fee: $8,000	$8,800
$1,000,001– $2,000,000 - Fixed Fee: $9,500	$10,450

Once we agree on your purchasing range, your fee is fixed, so you'll always know exactly what you're paying.
A fixed fee means my advice and recommendations are never influenced by your purchase price.

Payment Terms:

To commence my service, an initial Engagement Fee of between $1,500 to $5,000 is payable upon appointment.

The balance of my professional fee is payable upon Exchange of Contracts for your successful property purchase.

This structure allows me to commit the necessary time, research and resources from the outset, while aligning the majority of my professional fee with the successful acquisition of your property.

No Conflict:

Equally importantly, to avoid client conflict I do not represent two buyers simultaneously who are searching for properties with substantially overlapping requirements, particularly in terms of location, price range and property type.

Negotiation Only:

If you have found your own property, my negotiation service guarantees you to save ten times my fee or you pay nothing.

HOW DO YOU FIND APARTMENTS?

Will you look at on-line listings like www.realestate.com.au and domain.com.au?

Yes, I will, but this is often the final place I search, rather than the first.

Most buyers can only see what's publicly advertised. My job is to help you see opportunities before, beyond and behind the public listings.

Finding the right apartment is about much more than searching the major real estate websites.

I use several ways to find opportunities and identify apartments that many buyers never see. While I keep some of my methods confidential, these are some of the main sources I use:

- **Off-market opportunities** — apartments that are never publicly advertised.
- **Coming soon listings** — properties identified before they reach the major property portals.
- **Failed auctions** — when a property doesn't sell, it can create an opportunity to negotiate under very different circumstances.
- **Unsold long-term listings** — I love these! Properties that have sat too long on the market can sometimes present stronger negotiating opportunities.
- **Private sellers** — owners trying to sell directly without a qualified real estate agent helping them.
- **My network of selling agents** — my exclusive group of experienced agents who contact me when suitable properties become available.
- **The major property websites** — realestate.com.au, Domain and other online portals remain an important part of every search, but these are often my last source, not my first.

I'd be delighted to share how each of these strategies works during our initial consultation, and also let you know of another very strong strategy I often use.

Visit my extensive FAQ section here:

https://australianpropertybuyersagent.com/faq







Thank you for considering me to assist you in buying your apartment. I am excited about collaborating with you and getting started. From the second I am appointed I start work for you.There is **nothing I enjoy more** in business than finding top quality apartments for clients!

Mike Bentley

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