



**CLAUDETTE SWIFT**

**Perth's Leading Property Buyer's Agent**

LICENSED REAL ESTATE AGENT

## 15 Strategic Steps to Buying Property in WA!

- ✓ Arrange your finance
- ✓ Identify your goals and set targets
- ✓ Set a 6 – 8 week deadline – less is better!
- ✓ Research your preferred areas/suburbs
- ✓ Research property – take care to interpret the information correctly
- ✓ Shortlist!
- ✓ Develop an inspection strategy, then inspect
- ✓ Identify the good resale points of each property
- ✓ Consider the selling agents marketing choice and develop a strategy
- ✓ Gather inside information
- ✓ Narrow it down!
- ✓ Research the history of the property you have selected
- ✓ Consider what each home is worth to you
- ✓ Prime the offer with strong terms and strategies in your best interests, balance them with what will be attractive to the seller
- ✓ Make your offer! Make it count, ensure it is your first and last offer.

### WARNING!

If you are:

- A. Unsure of what to pay or
- B. Missing out on the property you want

**Don't be disheartened, coerced or tempted to pay more!**

**If you get to HERE and we unsuccessful in securing a property,  
don't go through the process a 2<sup>nd</sup> time – call for help!**

**Claudette Swift 0413 178 053**

E [claudette.swift@live.com](mailto:claudette.swift@live.com)

[www.claudetteswift.com.au](http://www.claudetteswift.com.au)

ABN 91 436 996 837

