



Independent
Property
Specialists



COMMERCIAL BUYER'S AGENT SERVICE

Why Use a Commercial Buyer's Agent?

Buyer's agents are licensed professionals, engaged and paid for by the buyer, who specialise in searching, locating, evaluating and negotiating the purchase of commercial property. They do not sell real estate.

Buyer's agents are becoming increasingly popular as investors recognise the benefits of having an experienced advocate, well versed in prevailing market conditions, purchase opportunities and negotiating tactics, to manage the entire transaction process with the ultimate goal of achieving the best possible price and terms.

Why Commercial Property?

Commercial property covers a range of options from office and retail space through to car parks and industrial properties like warehouses and factories.

The key benefits of investing in commercial real estate when compared to residential include:

- Higher net returns after deducting operating costs;
- Greater security of income stream generally with longer term leases (ranging from three to 20 years), often secured by bank guarantees and rents that are reviewed annually, with fixed increases or increases linked to CPI;
- Commercial leases have built in clauses which benefit the property owner, with the tenant generally responsible for the cost of maintenance, management and the payment of rates and insurance;
- Commercial tenants generally maintain the properties in better order, as their business and goodwill depends on it; and
- There are also tax advantages for the commercial property investor mainly in regards to depreciation.

Independent Property Specialists

Independent Property Specialists (IPS) provides an independent property buying service that saves time, money, and the stress associated with locating and buying commercial property. We can assist with every stage of the transaction process including property identification, negotiation, financing options, due diligence and sale completion.

Importantly, Craig Newnham, the principal, personally handles all client engagements. Craig is a 30 year property professional, with an in-depth knowledge of commercial, retail and industrial property markets. He is also both a Certified Practising Valuer and Licensed Real Estate Agent with extensive, Australia-wide experience in the property investment, development and finance sectors.

Clients benefit from IPS's expertise, extensive network of nationwide contacts, off-market intelligence, and local property knowledge. We understand the purchase process and support our clients through each stage ensuring discretion, cost-efficiencies and an individual dedicated service.



Commercial Property Buyer's Agent Service In Three Steps

1. Search and Find

IPS offer a free initial consultation to establish your requirements, timeframes, and understand your long-term return expectations and risk appetite. A property investment strategy to fit your budget, time frame and risk profile will be agreed upon and finance and ownership options discussed.

We then begin the search by contacting our property network, scouring the relevant commercial internet sites and tapping into all other channels to source opportunities. We will seek out and shortlist properties that match the investment criteria, prepare a report and arrange to inspect the shortlisted properties.

2. Negotiate the Purchase

Once a suitable property is identified, we will complete a detailed report identifying the key investment drivers and risk issues, and an approximate purchase price range will be provided. We will also identify a recommended due diligence process in relation to the legal and physical characteristics of the property that will form part of the purchase process.

If you decide to proceed, we will develop a suitable acquisition strategy to ensure we buy the property at the best price and on the best terms for you. Buying is our business and we are familiar with all the techniques commonly used by selling agents, ensuring IPS is able to negotiate the best possible outcome.

3. Complete the Transaction

Whilst negotiating the best deal is central to the acquisition process, completing the transaction is just as important. IPS offer a complete end-to-end transaction service that is tailored to suit an investor's individual circumstances. We will coordinate all of the legal services, building services, and structural due diligence necessary, to ensure that any legal and technical issues are identified prior to completing the sale. We can also assist with a property management strategy for the ongoing protection and maximisation of property value after settlement.

Commercial Property Buyers Fees

Our fees vary depending on the level of service required. Importantly, the fee should be viewed as an investment that will quickly be recouped by IPS identifying and securing the right investment at a competitive price.

Generally speaking our full service fee will be between 1% and 3% of the agreed final budget.

We fix our fees up front, payable across two instalments:

- A retainer fee, payable on formal appointment; and
- A completion fee, payable at settlement.

Our engagement period applies for up to four months. However, the anticipated search time frame will normally be one to two months.