

## Our Process and Fees

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|--------|---|-------|
| STEP 1 | <p><b>Initial Assessment</b></p> <p>Our verbal preliminary appraisal on properties for sale on the internet, taking into account your needs and wants (The Brief). This includes location, photos, size of the property, layout, parking etc. Every suburb has good and bad properties. We filter and recommend <b>only the best</b>.</p>   | Free  |
| STEP 2 | <p><b>Detailed Assessment of Property &amp; Sales Documents</b></p> <p>A detailed written Report, assessing the Property and the entire Sales Documents. We read every word on every page. Here is where we identify more subtle issues or hidden deal-breakers and identify unfavourable special conditions.</p> <p>Costs are based on one of the following:</p> <p>A. Standard Report (no Owners Corporation) \$295</p> <p>B. Standard Report PLUS Owners Corporation Assessment \$390</p> <p>C. Standard Report PLUS Complex Owners Corporation \$450</p> <p>D. Standard Report PLUS Off Plan and Owners Corporation \$600</p> <p>If the Property is rejected at this stage, there is no further charge to you.<br/><i>Includes Special Conditions - any spec. variations, fair OC set up, best off-plan stamp duty. Payable on Seven (7) Days. Fees include GST.</i></p>  |       |
| STEP 3 | <p><b>Formal Engagement &amp; Final Due Diligence</b></p> <p>If the Property passes the two prior steps, and we all agree it is a good Property, that can be acquired within a suitable budget, we will seek Formal Engagement on our Authorities to Act. Our Authorities to Act will include a Limited Power of Attorney (so we can do all the signing for you), and will contain a three-tier, incentive driven Fee Structure, where the more cheaply we can Buy the Property for you, the more you and we both win (See "Successful Purchase" on following page).</p> <p>We will then hunt down any outstanding issues identified in the Property Assessment Report and seek to improve the contract. If we are not successful in Buying the Property for you, there is no further charge to you.</p> <p><i>Payable upon Engagement. Fees include GST. Refunded to you on a successful Buy, when using Stonnington Conveyancing at Settlement.</i></p> | \$550 |

### Buy better with MBA

## 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).*

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