

# What's your most memorable buy?

This month we asked five buyers' agents to recall their most memorable property purchase, either for themselves or a client.



**TOD PETERSON**  
PETERSON'S PROPERTY SEARCH

A client wanted to purchase a house in Rapid Creek, part of Darwin's northern suburbs. To the untrained eye the 40-year-old house presented well, but the client wasn't familiar with the local market and wanted peace of mind. Knowing these houses are subject to Darwin's harsh environmental conditions, I suggested a series of reports. My client's response was of surprise as the house looked good and he thought it was overkill. In the end, five reports showed major active termite damage, building repairs needing urgent attention and severe pool damage (because the vendor had lived interstate, he hadn't inspected his house in years and gave it to a managing agent who didn't provide a duty of care). The client still wanted to purchase, so we estimated the cost of rectifying the damage and successfully renegotiated a price close to a \$100,000 reduction.



**MIRIAM SANDKUHLER**  
PROPERTY MAVENS

It was for a lovely homebuyer client, who I worked with in 2013. She had a budget of \$650k and wanted to buy a two-bedroom apartment in St Kilda. After 18 months of looking and much frustration, she appointed me to work with her. I explained that while I could fulfil her brief, I didn't feel that an apartment would be a good long-term investment for her to leverage in future, due to the ongoing oversupply of property being built in the

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suburb. I proposed that she buy a house with high land value in the vicinity instead and she was able to increase her budget to \$715k. With the brief now revised, I sourced and bought her an investment-grade two-bedroom renovated house in Ripponlea for \$715k. Today it's valued at \$965k, which is an outstanding result! She's thrilled and is now buying an investment property.



**DAVID MELATTI**  
ASTUTE BUYERS ADVOCATES

My most memorable property purchase was for some clients for whom I secured a ritzy Fitzroy home at auction – on their wedding day! It took a lot of stress off their

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shoulders. You just can imagine being nervous for these two major events in one day! The clients had said they were happy to pay up to their limit of \$790,500 at auction but after it was passed in, we kept negotiating until we got the agent and vendor down to \$721,000. The newly hitched clients later said that their wedding was amazing and, with a new house secured on the same day, it truly was the best day of their lives.



**AMANDA SEGERS**  
AMANDA ON MY SIDE

We had a lovely Glebe family of three desperate to buy a federation home in the surrounding streets where they rented. I spent one afternoon door-knocking the main target streets to find nobody was moving. A few weeks later we got a new client looking for a home in the lower north shore. On my hunt for this new family, I suddenly walked into my Glebe clients' new home. When I rang to advise I had found their home they said “no way are we crossing the bridge, we're inner west people”. To be polite they came to inspect and immediately fell in love. We bought it the next day prior to the campaign starting. They have lived happily in their new Naremburn home, loving the community and surprisingly short travel times to the city.

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**KEN PREMTIC**  
SECRET AGENT

Targeting period homes, we discovered a two-bed, semi-detached, brick Victorian in Thornbury on 183 square metres and in an ideal position. We felt it was worth between \$900,000 and \$930,000, and decided our limit would be \$918,000. (The quote price was \$730,000–\$770,000.) We managed to outbid five other parties up to \$900,000 and were battling with one party at that point with \$2000–\$3000 increments. We noticed them begin to hesitate, and confidently knocked them out with a bid increase of \$6000 bringing it to \$918,000. If the others came in even at \$500 we were prepared to walk away, but they didn't. Our clients were based in the UK and it was the middle of the night there. They initially thought we'd paid £918,000 and were relieved to work out that wasn't the case! The client's father was at the auction and after inspecting the property decided to make an offer to rent it off his son, so it truly stayed in the family!