

***DON'T PURCHASE A PROPERTY WITHOUT STONNINGTON CONVEYANCING
THE ONE STOP SHOP FOR EVERYTHING YOU WILL NEED!***

We have recently purchased our luxury home in Waterways and wish to highly recommend Paul Garson from Melbourne Buyers Advocates / Stonnington Conveyancing.

Paul showed tireless dedication for almost **Six Months** to helping us secure a property far better than we could have imagined.

This is our journey:

We informed Paul of our desire to buy a second home, and explored potential locations. Paul was helpful right from the beginning as to what would perform better for us over a long term hold.

After absorbing Paul's advice, and revising our thinking – then providing Paul with our final decision as to our preferred suburb, he was able both to recall his **previous experience in that location and to access useful data** as a guide to what we could expect to pay and what properties were actually worth in the area.

We also considered selling our existing home and “trading up” and once again, Paul was helpful from the beginning, pointing out that our existing home had many of the classic “ideal investment property” characteristics (low maintenance, popular well serviced local shopping, close to Public transport, desirable area) and **that if we could afford to buy our new home and keep our existing home as a rental, in the long run, we would never regret it. We know that now!**

To assess if we could simultaneously become “Landlords” Paul explained that we needed to get a realistic Rental Appraisal, and with the increased rental income, then assess affordability of the new loan we would need to buy our new Property.

Paul linked us with a reputable real estate agent who specialised in our existing area, who assisted us in the valuation of our own property (so there would be no surprises when the Bank valued it) and provided the **useful and accurate Rental information for securing the new loan we needed.**

He linked us with an excellent mortgage broker who again was professional and friendly, and **tirelessly** assisted us in having our finances ready as “cash unconditional” and poised ready for Paul's negotiations for us.

As there was very little stock in our preferred suburb, we were worried and initially we were interested in buying a new “town home” off the plan, and whilst we remained interested for some months, Paul engaged the relevant builders, studied the plans and with his extensive market knowledge encouraged us to wait until the market changed and more homes – and larger homes on **much larger land sizes** became available in the area – which they did.

When a few more houses came on the market, Paul gave us specific instructions about **questions to ask and how to attend open for inspections in such a way as to leave room for his negotiation skills** to advocate for us.

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Paul engaged in the process of offering/bidding for 2 further properties including attending a mid week out of hours auction on the coldest, wet rainy night, was engaged with several real estate agents for weeks on end and finally we came to focus and settle on a property **for \$40,000.00 less than the asking price** which Paul (and we) believed was far better value for money than any of the previous properties we had been pursuing. It had a larger land size and unique architectural features, such as soaring "Atrium ceilings" that gave it quite an "X" factor.

Settlement through Stonnington Conveyancing progressed seamlessly, particularly assisted by Paul's contacts with the fabulous mortgage broker and we can happily acknowledge that our home is much bigger and better than what we could have ever expected.

We felt that much of the angst of the process of purchasing the house was dissipated by having Paul involved in our buyer advocacy process and with his vast knowledge, experience and relevant contacts in his work **we had confidence that the outcome would always be an excellent one.**

I would highly recommend Paul and would most certainly never undertake this process without his wisdom and support.

Sue White.