

**Waterman  
Waterman**



**BOUGHT**



Buyer Agent  
Saving you time and money





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# Introducing Chris Waterman



Chris Waterman is the principal of Waterman & Waterman.

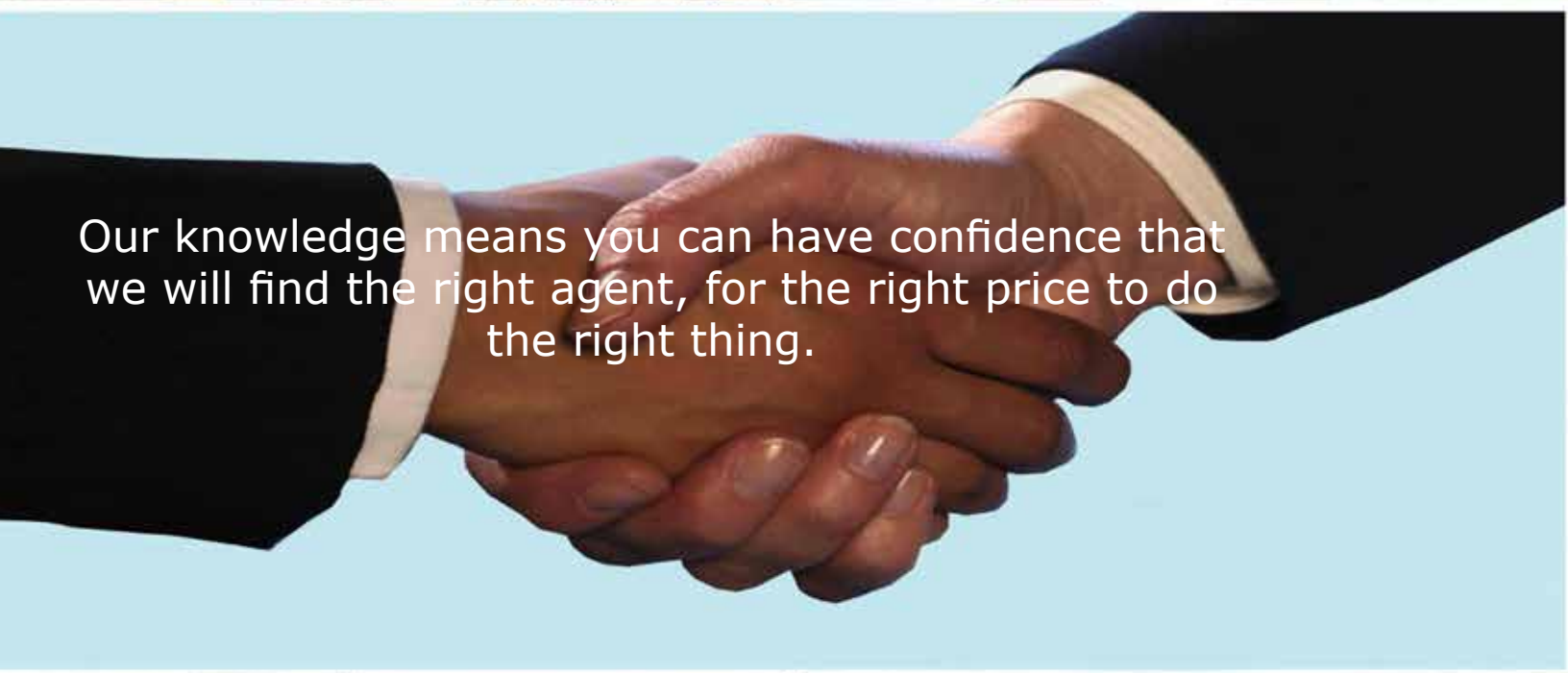
With more than 30 years real estate and managerial experience in South Australia and the Northern Territory, Chris established the company in response to a real need.

Over those years, he has found that homebuyers and property investors benefit from expert independent advice.

Chris's experience gives him an intimate knowledge of buying, selling and negotiating all types of real estate.

Chris is a fully registered land agent and auctioneer, member of the Real Estate Institute of South Australia, member of the Society of Auctioneers and Appraisers of South Australia, member of the Real Estate Buyer Agents Association, an acknowledged real estate trainer and educator and an associate of the Real Estate Institute of Australia.

Chris enjoys a balance in life, with horse racing and syndication, wine, cooking, football and cricket in his leisure time.



Our knowledge means you can have confidence that we will find the right agent, for the right price to do the right thing.





## Buyer Options

### Buyer Service

The Home Buyer Service is available to clients who have found their desired property, and would like Waterman & Waterman to proceed with the property purchase on their behalf. The service includes the following:

- Evaluation of all aspects of the chosen property, true market value, current and future growth, and property development potential.
- Negotiation of the asking price with the agent or owner – the goal is to finalise the purchase price below the client budget.
- Assistance with sourcing suitable finance.
- After-service services, such as advice on removalists, insurance companies, property managers for investment properties and tradespeople.
- Assistance with legal work by conducting property titles searches, council searches, and organising conveyancers/solicitors.
- Building and pest inspections.
- Assistance with structural engineers and other professional consultants.
- Financial advice through tax consultants, financial advisors, and mortgage brokers.

### Search & Buy Service

The Search & Buy is available to clients who would like Waterman & Waterman to find and secure their desired property. It includes all the options listed in the Buyer Service, plus:

- A detailed client requirement brief.
- Search of the listed and unlisted properties within the target market, using extensive industry connections.
- Location and inspection of potential properties.
- A report on selected properties, and arranged future property viewings at client convenience.



We make buying a  
property a simple  
stress free experience

## Buying Property Minus the Stress

Whether you are an overseas investor, a retiree or even a local, hiring a buyer agent can prove to be worthwhile. Lately, there has been an increase in buyer agents bidding at auctions, attending inspections and generally dealing with real estate agents. Why? Well, most people would prefer to buy their dream home without any nonsense, confusion and stress. AND most would prefer to buy within their SET price range and not cough up more than they have to.

Auctions can be stressful. Falling in love with a home often is not the best way to buy. The pressure of auctions can cause buyers to exceed their set and agreed price range. Having someone who knows your buying capacity, what you can and can't afford, can take that strain out of buying. A buyer's agent can bid on your behalf, and you can be confident that they will not go over your limit.

How valuable is your time and peace of mind? A buyer's agent can Locate, Investigate and Negotiate you a property within your buying capacity. That will allow you to achieve your goals, whether you want a family home or a development project. You save time and money. A buyer's agent will know when and where to look. A buyer's advocate has a better idea of what a property is worth - that can save you money.

Capital growth is an important consideration when selecting a property. The intricacies of the real estate market of a particular area are not always self evident. A buyer's agent has access to statistics, data and evaluation tools that allow identification and assessment of higher capital growth areas.



Can we help you?





### [Auction bidding](#)

Waterman & Waterman offers an auction bidding service which takes the stress and emotion out of purchasing property at auction. Chris has performed more than 5000 auctions throughout South Australia and the Northern Territory.

### [Trustee](#)

Waterman & Waterman is experienced at selling trustee properties. Many fees commonly associated with a traditional real estate agency are eliminated.

### [Retiree](#)

Waterman & Waterman can conduct property exchange when downsizing or moving in preparation for retirement. This service ranges from finding the new property to selling the old.

### [Matrimonial](#)

Waterman & Waterman is experienced at handling sensitive matrimonial property sub-divisions and sales. The result is quiet, undistruptive sales. Alternatively, we can assist in finding accommodation.

### [Overseas students](#)

Waterman & Waterman understands the needs of students, and is able to provide interpreters. The company database has an extensive network of contacts which can make the overseas transition an easy one.

### [Migration](#)

Waterman & Waterman is familiar with the Foreign Investment Review Board (FIRB) restrictions on international visa and non-visa holders. We can help perspective buyers through the process of purchasing in South Australia. Alternatively, we can find a corporate letting.

### [Expats](#)

Waterman & Waterman can provide Australian property investors and Australian expatriates with the best advice on the South Australian property market.

### [Mentally and physically disabled](#)

Waterman & Waterman understands the property requirements of disabled people. It provides carers and clients with a property qualification and rating.

### [Consultancy work](#)

Waterman & Waterman can be employed on an hourly basis, or depending on individual needs.

### [Valuations](#)

Waterman & Waterman can provide valuations on all property types, goods, chattels, stock, plant and equipment. Fees vary accordingly.

### [Other services](#)

Waterman & Waterman has close working relationships with companies that provide complementary services. The client will benefit by a competitive price from financial planners, accountants, solicitors, conveyancers, insurance brokers, lending institutions and mortgage brokers, surveyors, architects, builders, town planners, removalists and maintenance trades.

### [Other acquisitions](#)

Rural development, lifestyle, commercial, industrial, business, and any other customised requirements.

### [Speaking engagements – the poacher turns gamekeeper](#)

An experienced trainer and speaker, Chris Waterman enjoys sharing his experiences with a range of service clubs and other institutions on a variety of topics.

To find out more about Chris's business strategy of "poacher turns gamekeeper", make a booking today.



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