

## Get Rare is a Buyers Agency specialising in “The Buy Side” of property transactions.

**Get Rare** is a bespoke and highly personalised Buyers Agency representing buyers in the purchasing process. Our systems and procedures are implemented to eliminate stress and frustration ensuring the buying process is enjoyable and rewarding.

We are dedicated to providing our clients with extensive research and independent data driven advice ensuring your property purchase meets your personalised requirements.

At **Get Rare**, we work with our clients to build and implement bespoke strategies to build long-term wealth, and we take pride in that. Buying a property to live in or to invest in can often feel exciting. However, this feeling often changes quickly when realizing how much time is needed to find the right property, not to forget how stressful this process could be. This is where **Get Rare** comes in; whilst we take away all the stress and hassles and leaves you with just the exciting parts. We will not only find properties for you, we will also assist with negotiation, ensuring that you pay the best price. Buying a home is a simple and pleasurable experience when you have us serving as your buyers' agent.

Whether our clients are looking to secure a primary place of residence or an investment property, we are there to guide you through the whole process. As a Buyers' Agent we only work for the property buyer.

### Our Values

- Helping others succeed
- Professionalism
- Quality Service
- Honesty and integrity
- Transparency
- Commitment

### Our Mission

Our mission is to make your hard-earned money work harder for you, and get you a step closer to Get Rich and Retire Early, hence the name **Get RARE**.

**Get Rare's** purpose is to educate and support those who wish to grow a passive income through investing in residential and commercial real estate. Our aim is to ensure that the purchaser is as fully informed as possible and does not overpay for the property.

### Origin of Get Rare

Vaibhav migrated to Australia in 2006. He realised that there were few problems for real estate investors in Australia.

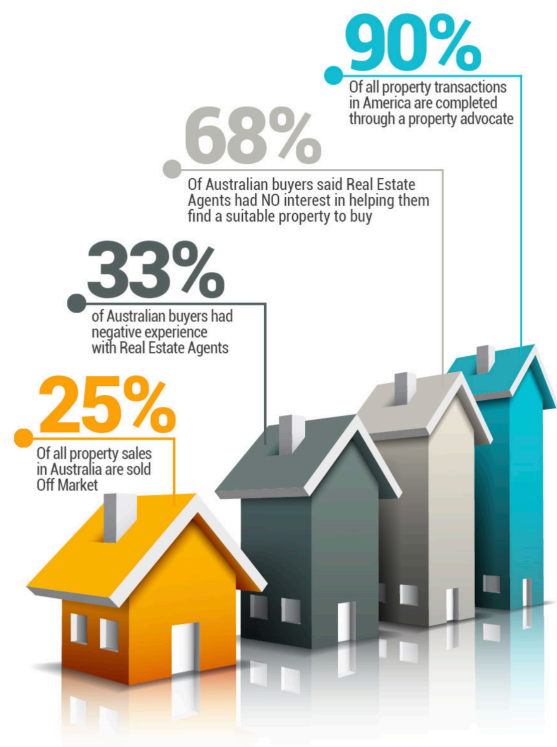
a) Just fewer than 90% of real estate investors owned either 1 or 2 investment properties in their portfolio. With the majority owning an investment that is having negative cashflow positions.

Attaining the '**Freedom Of Choice**' through 1-2 assets that do not provide positive cashflow is unlikely to occur.

b) The majority of sellers were represented and supported by real estate sales agents. However, the majority of buyers were out buying on their own without the support of professionals. Often relying on the sales agent for purchasing support (someone who legally represents the seller with their best interests in mind).

His mission is to educate and support those who wish to grow a passive income through investing in residential and commercial real estate. He has an aim to help people get their money, mindset and investments right. In turn, this will allow them to break through the investing barrier that the 90% of Australian investors aren't doing. Vaibhav believes that all buyers, and especially investors, should be getting the right representation from someone who only has the best interests for the buyer.

Bringing together all this experience, Vaibhav created **Get Rare** so you too can take action, create wealth and Invest in yourself!



## WHAT IS A BUYER'S AGENT?

*A 2018 ME Bank survey of 1000 property owners revealed 26% discovered issues with their property after purchase, 23% had some degree of buyer's remorse, 58% of buyers spend less than 60 minutes in the property before exchange, and 36% missed picking up issues because "they fell in love with the property and overlooked them"*

Buying a new home or investment property is likely to be the biggest purchase you'll make in your lifetime, so it pays to understand how the real estate game works.

If you're just starting out, you probably haven't heard of a buyer's agent. Just like real estate agents who help you sell a property, a buyer's agent or buyer's advocate is a licensed professional who works for you and acts on your behalf.

A Buyer's Agent, a professional House Hunter, will source the property present you with a short list, appraise the value, perform due diligence, negotiate or bid at auction for you, and ensure a smooth settlement.

Buyer's Agents work exclusively for the buyer, avoiding conflict of interest which is inherent in the traditional seller-oriented transactions. A traditional Real Estate Agent is employed by the vendor to get the highest price possible. A Buyer's Agent will act as your buffer to ensure that you do not overpay for your dream property through clever marketing tactics, negotiating skills, and emotional pull.

A Buyer's Agent can bring valuable experience to negotiating the price of one of the most expensive and exhausting experiences of your lifetime. You've got someone to bat for you, to do really thorough due diligence and research, to make sure that this is the right purchase for you, at the right price.

## What does a Buyers Agent do?

A Buyers Advocate will...

- Help educate you about Buyer Agency, outlining their professional responsibilities to you, including complete Disclosure, Loyalty, Confidentiality, Obedience and Accountability.
- Help you explore your financing options and, if required, refer you to some excellent mortgage professionals so you can make the best possible mortgage decision.
- Save you time by regularly searching the market for affordable homes that meet your criteria.
- Negotiate exclusively on your behalf, seeking the best price and terms for the buyer.

- View homes with you and provide comparative analysis, when you are ready to make an offer.
- Provide consultation in relation to your written offer to purchase a home, with all terms.

## SERVICES

We offer a number of different service options, ranging from complete searches through to auction bidding and single property reports.

### A. Full Service - We do it all for you

This package is for the time poor, stressed out, confused, international and interstate buyers or for property buyers who feel they don't have the expertise to source, analyse and negotiate on a property purchase.

### B. Evaluation and Negotiation Only

You've found the perfect property that suits your needs however you're unsure what its true value and you feel you need expert assistance with negotiating with the seller, real estate agent or bidding at auction.

We act as a buffer between you and the agent ensuring you don't pay more than the property is worth.

### C. Auction Bidding

Bidding at auction can be intimidating, confusing, stressful and emotionally devastating if you miss out or overpay for your property. We ensure you are well prepared prior to auction, have a bidding strategy and now your maximum purchase price.

## FEES

We charge a fixed fee that applies for each price band. Our fixed fees for the "Full Search" service are between 1.5% to 3.0% of purchase price (i.e. the flat fee equivalent).

For the "Evaluate and Negotiate" service, the fixed fees are under 1%.

A fixed fee schedule applies as we don't want any perception of bias in the way we negotiate for clients. An initial retainer fee from \$3000 to \$6000 is payable upfront then the success fee is payable once the property is secured (unconditionally exchanged). Total fee is inclusive of engagement fee.

Paying a buyers' agent fee gives you greater confidence, opens up more doors, saves you huge amounts of time and gets a professional negotiator on your side, which can effectively mean a net savings overall and that too stress free.

# PROCESS

The buying process begins with your typical actions, research steps, procedures, processes and review stages that are involved with a successful residential real estate transaction. Depending on the transaction, some may take minutes, hours, or even days to complete, while some may not be needed.

## 1. Initial Consultation

We meet with you and get to know you and your property requirements. We assess your current position, understand your long term goals, and discuss the risks and benefits of investing in property.

## 2. Strategy

We listen to your needs, desires, goals and wants and help you formulate a "buyer's brief". This includes preparation and understanding of what your buying parameters are, including realistic expectations of price, property and position characteristics. Our job is also to help you clarify what you want most and find you options that meet your specifications as much as possible.

Our Strategy session provides you with a range of options to find the right property for you. We will develop a free strategy plan outlining the type of property you want us to find and develop an agreed strategy to secure the right property for you.

## 3. Research & Analysis

Once we have determined with you the best locations, including the type of neighbourhood you want, school systems you want to be part of, etc. We'll then conduct an exhaustive & time intensive property search to arrive at a property shortlist.

Our property search methods can assist you to access off market, pre-market and on market properties. We will conduct an extensive property search and provide you with a property report identifying comparative data and property options.

## 4. Shortlist

We reach out to our extensive network of sales agents to find suitable properties matching your 'buyer's brief'. We will actively work on your behalf to select suitable properties that meet your budget and aspirations. We will provide comparative analysis and find the home that fits your needs.

We will present you with a range of property options based on your preferred criteria and inspect these properties on your behalf and or with you.

## 5. Property Review

Once the ideal property is found and agreed, we will complete an appraisal of the property and give a clear indication of current market value. As seasoned investors, we offer valuable market insight about the true value of your potential purchase. Whether your purchase is to be the family home or an investment

property, you want to make a decision based on sound market knowledge.

We will inspect these properties on your behalf and or with you. We will advise on anything that may need further clarification or possibly investigation. Additionally, we have a list of trusted professionals from surveyors to financial experts that are known to be excellent to work with and can connect you with them immediately.

## 6. Negotiate

One of the biggest perks of having us as your buyer's agent is our ability to negotiate the best price for your property whilst preventing you making an emotional purchase. We can serve as your professional negotiator and will advise you on what your initial offer should be and how to proceed accordingly when the seller responds. We will be by your side throughout the negotiation process. We aim to negotiate the best price and terms to secure the property.

## 7. Acquisition

We will support you through the exchange and settlement process and connect you with the relevant professionals and or liaise on your behalf to get the job done.

## 8. Ongoing Review

We support, educate and assist you even after the purchase. To make sure that you are on track of achieving your long-term goals, we offer periodic portfolio reviews to assess that.

***Our success is in your success.***



## OUR PARTNERS

We have made alliance with the best teams to serve you better, making it as convenient as possible.

### Mortgage Brokers

We have access to reputable mortgage brokers who can get you the best rate and assess your borrowing capacity. Our mortgage brokers provide a quick turnaround in securing pre approval loans and will support you through the loan process.

### Conveyancers

We can connect you to an experienced conveyancer who specialises in providing advice and information about the purchase of a property.

### Pest and Building Inspectors

We have partnered with experienced and certified pest and building inspectors to ensure you get a quality pest and building report before you purchase your property.

### Financial Planners

As a buyer's agent we do not provide financial advice however should you require advice we can connect you to a reputable financial advisor to help you with your financial plan. Financial advisors can assess the financial needs of individuals and help clients plan for short-term and long-term financial goals.

## Meet the Founder

Vaibhav (aka Rasti), is a licensed buyer's agent, property specialist and a long-term property investor, who specialise in helping home buyers and investors buy the right property at the right price.

Vaibhav is an Architect; his five years undergrad degree in Architecture enables him to appreciate the quality and value of good designs and attributes. Pursuing his passion of making money work harder, he later switched his career into Finance Industry. He served banks for 10 years as an Investment Analyst / Portfolio Manager in Asset Management. The Research role helps him comprehend the fundamental drivers which fuel the capital growth in property markets.

Vaibhav is passionate about helping his clients to achieve home ownership or their investment goals. His specialist knowledge enables him to assist and support his clients throughout the property acquisition process ensuring they make an educated and informed decision. Vaibhav specialises in providing an accurate and objective assessment of properties, combined with exceptional communication skills, effective negotiation and organisation ensuring his clients locate quality properties that meet their specific requirements.

As a result of his active involvement in the real estate industry Vaibhav also has access to many off-market properties.

While Vaibhav has sourced many investment properties, his passion is locating homes that are a good fit for his clients. Vaibhav doesn't shies off to get to know you, what inspires your choices, and what you and your family will want over the next ten or more years.

As an investor himself, Vaibhav has found the buyer is under-represented in the market, often relying on sales agents for support and guidance. His aim is to help people get the professional help and guidance they need to make the right property choices, get the best deal and ensure buyers interests and goals are at the forefront of any property transaction.

Vaibhav, along with his 16 years of property investment experience, is on your side in the research, selection, negotiation, settlement and post-settlement process. In short, he will hold your hand throughout the entire real estate purchase process, allowing you to get the best result possible.

Let his industry knowledge and insider contacts guide you through your next property purchase. He will source, research and negotiate or bid on your behalf, taking the stress and emotion out of the buying process.



## CONTACT US

**Vaibhav Rastogi**, Founder, Get Rare Pty Ltd  
0401 022 724 | [rasti@getrare.com.au](mailto:rasti@getrare.com.au)  
[www.linkedin.com/in/vaibhavrasti/](https://www.linkedin.com/in/vaibhavrasti/)  
[www.getrare.com.au](http://www.getrare.com.au)