



PRACTICAL GUIDE

Brief Your Buyer's Advocate

The one-page brief every buyer's advocate wishes you'd send, locations, must-haves, dealbreakers, budget, timeline.

What to put in the brief

- Budget: realistic ceiling backed by pre-approval.
- Preferred regions: 2 to 4 suburbs maximum, not 'inner Melbourne'.
- Property type, beds, baths, parking, land size minimums.
- Settlement window and finance status.

Lifestyle constraints to articulate

- Schools: catchment or specific schools required.
- Commute: to which workplace, by what mode.
- Outdoor needs: backyard, garden, pool, study.
- Quiet street vs main road tolerance.

What you'll compromise on

- If everything is non-negotiable, you'll see nothing.
- Rank in order: price > land size > beds > school zone > suburb.
- Be honest about what's a 'must' vs 'nice'.

Working with an advocate

- Fee structures: flat fee, percentage of price, retainer + success fee.
- Conflict of interest checks (some advocates also list properties).
- Reporting cadence: weekly written update.
- Off-market reach: ask how many off-market homes they introduce per month.

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