



PRACTICAL GUIDE

Off-Market Buyer Etiquette

The unwritten rules vendors and selling agents expect from off-market buyers, and the moves that get you blacklisted.

First contact rules

- Treat off-market intros as strictly confidential, no public posting.
- Confirm your interest within 24 hours.
- Don't share the address or photos with friends, ever.
- Ask for the Section 32 only after you've inspected.

Inspection conduct

- Arrive on time, single party only (no entourage).
- Don't photograph occupied homes without explicit permission.
- Don't open closed drawers, wardrobes, fridges.
- Engage with the agent, not vendor (if vendor present).

Offer protocol

- Offers in writing within 48 hours of inspection if interested.
- Realistic numbers based on comparable sales, not lowball fishing.
- Don't expect cooling-off; off-market often signed unconditional.
- Pre-approval and conveyancer details attached.

When you pass

- Tell the agent why in writing: price, layout, location.
- This sharpens future off-market intros.
- Don't ghost; future opportunities depend on agent trust.

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