

How would you like to spend \$400 and save \$4,000?

That's what John Morgan did when he bought a unit in Kingston, ACT. John, a seasoned investor, says he *never* buys *any* property without having his own, independent property report completed.

'You wouldn't buy a car without having a mechanical inspection completed, so why would you spend hundreds of thousands on a property without having a property inspection completed?' asks John.

John was referred to Surety Property Group by his accountant and didn't hesitate to engage them to conduct a professional inspection with his needs as a buyer in mind. He's glad he did because the inspector found a shower leaking into an internal wall. It wasn't a huge structural issue but an issue that would have created long-term and expensive damage had it not been spotted by Surety's experienced and fully accredited inspector.

Armed with the property inspector's report, John negotiated with the vendor, putting two options on the table. One was to reduce the price by the amount it would cost John to fix the problem himself. The second was for the vendor to fix the problem to John's satisfaction before the deal was sealed. And part of this option was for John to have his property inspector examine the completed work to ensure the shower wasn't repaired on the cheap.

'Many people operate under the misconception that they don't have to worry about the inside of a unit if that unit is part of a strata because they think the strata is ultimately responsible for the property condition,' says John. 'This isn't correct. The strata is only responsible for common property, not for problems inside units. So I knew it was important to have my own inspection done—one conducted for me as the buyer.'

So why doesn't everyone protect their interests and potentially save large amounts of money by having their own property inspection done when making such a huge investment? After all, it's common sense, isn't it?

John says he believes some agents try to convince buyers not to bother because they don't want anything interrupting the speed of a sale. And some buyers just don't understand or think about the ultimate value.

'It's critical, especially with issues you can't see with the naked eye and issues you can't identify as a regular punter,' says John. 'I couldn't see the shower was leaking and I'm pretty experienced with property. There were no visible signs of a problem. Surety Property Reports picked it up because they had the technical equipment—in this case a moisture meter—needed to pinpoint the issue.'

So for a small amount (\$400) John saved a huge amount (\$4,000). Better still, he had peace of mind that he was buying his unit fully armed with the facts and with his eyes wide open.