

HOME PURCHASE SUPPORT



Not just rental market experts

Since inception, R3Location has also developed, along its destination services business, in-depth property search support for individuals looking to secure high quality homes in the UK on the sales market. **Home Purchase** is now firmly part of our 4 strategic pillars of client support.



Destination Services



Home Purchase



Research Consulting



1. Planning phase

Understanding your objectives and what you are looking to achieve drives our effort. During the planning phase, we will:

- **Needs Assessment:** undertake extensive briefings to establish your needs and identify key criteria for property purchase against current market conditions
- **Agree Strategy:** form a strategy on how to best achieve your end goal based on your requirements

2. Research phase

R3 undertakes expert research through a network of reputable estate agents, online tools, and key market contacts to include off-market properties. This phase includes:

- **Research:** extensive research by our specialists based on brief
- **Property shortlists:** ongoing submission of short-listed properties, with comments and advice on condition and value

3. Viewing phase

Seeing a property is the most important aspect of any buying decision and R3 will:

- **Previews:** pre-check properties for inclusion on short-list where necessary
- **Accompanied viewings:** organise accompanied viewings of short-listed properties

4. Negotiation phase

R3 will provide guidance and support on two key aspects of negotiation to secure **best price:**

- **Value assurance:** validation of asset value against key indicators such as sold price analysis, PSF¹ analysis and risk analysis to identify other factors that may impact enjoyment or value in the long-term
- **Negotiation:** introduction to key advisors required when offer agreed in principle including lawyers, surveyors, builders, interior designers etc

¹ PSF: Price per Square Foot

FIGURE 1: HOME PURCHASE SUPPORT OVERVIEW

Overview of key stages in R3Location's managed home purchase support service

