## **NEWSLETTER | AUGUST 2020**



# 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 Home

Services Purchase







Research Consulting

### 1. Planning phase

drives our effort. During planning phase, we will:

- Needs Assessment: undertake extensive briefings to establish your needs and identify key - Accompanied criteria for property purchase current against market conditions
- Agree Strategy: form a strategy 4. Negotiation phase on how to best achieve your R3 will provide guidance and end goal based requirements

### 2. Research phase

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

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

### 3. Viewing phase

Understanding your objectives and Seeing a property is the most what you are looking to achieve important aspect of any buying the decision and R3 will:

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

on your support on two key aspects of negotiation to secure best price:

- Value assurance: validation of asset against value indicators such as sold price analysis, PSF<sup>1</sup> 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

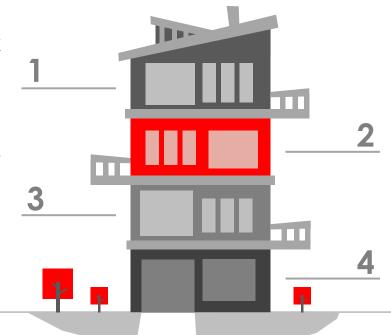
Overview of key stages in R3Location's managed home purchase support service

### Planning phase

Detailed briefing including tailored Needs Assessment to identify key criteria for property purchase and forming strategy on purchasing process.

### Viewing phase

Short-listing and prechecking properties, and preparation of detailed briefing of the properties that will be viewed on accompanied tours.



### Research phase

On-going thorough research based on brief through a network of reputable estate agents. online tools, and key market contacts to include off-market properties

### **Negotiation phase**

Guidance and support provided throughout the initial negotiation to validate asset value, secure the property at best possible price and facilitating introduction to lawyers, builders, surveyors etc.