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Buyers seek expert advice

Kiwis wanting an edge in the turbulent property market are now using buyer's agents in a bid to safeguard their investments.

Buyer's agents like Erskine + Owen say nervous consumers are increasingly turning to organisations such as theirs to get the best deal possible.

New Zealand buyer's

agents help the buyer end to end by providing research data on potential properties, liaising with lawyers and mortgage brokers through to negotiation and eventual purchase.

Erskine + Owen Director Lisa Phillips says her clients are wanting certainty in their investment decisions and are willing to pay for exper-

tise on current and future market trends.

Phillips says her firm conducts urban development and market research which is then shared with customers during their brief. Phillips says as well as the local market, at least 50 percent of her clients are ex-pat Kiwis asking for assistance with purchasing a property.