

FREE BUYER GUIDE

How to buy *off market* in the Eastern Suburbs.

Some of the best homes in Bondi, Bellevue Hill, Vaucluse and Paddington change hands without ever reaching a portal. Here is how off market buying actually works.



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IN SHORT

- Off market means for sale, but not publicly advertised.
- Vendors sell quietly for privacy, speed or to test the price.
- Access comes from relationships with selling agents.
- Be ready to move: finance approved, solicitor lined up, brief clear.

What off market really means

An off market property is one that is for sale but not advertised on the major property portals. The vendor has usually appointed a selling agent, who quietly offers it to a short list of buyers they know are serious.

Some sell this way and some go on to a public campaign later. Either way, the buyers who hear about it first get the chance to negotiate without competition.

Why vendors sell quietly

In the Eastern Suburbs the reasons are often personal. Some owners value privacy and do not want their home photographed and advertised. Others want a quick, clean sale without months of open homes. Some simply want to test the price before committing to a full campaign.

For you, it can mean less competition and more room to negotiate. It does not automatically mean a bargain, which is why proper research still matters.

How buyers get access

Off market opportunities travel through relationships. Selling agents call the buyers and buyers agents they trust to be serious, decisive and easy to deal with.

I spent years as a selling agent in the Eastern Suburbs before switching sides, and I grew up here and went to school here. Many of the local agents know me, which means my clients hear about properties early. If you are searching on your own, register with the leading local agents, tell them clearly what you want, and keep in touch.

Be ready to move

When an off market home appears, the window is often short. The buyers who succeed are ready.

- Finance pre approval that is current and covers the right price.
- A solicitor or conveyancer who can review a contract quickly.
- A clear brief, so you can recognise the right home immediately.

- An understanding of recent sales, so you know what a fair price looks like.

Do not skip the homework

Off market does not mean you skip due diligence. You still need comparable sales, a contract review, building and pest reports and, for apartments, a close look at the strata records. The lack of competition is an advantage only if you buy the right property at the right price.

How I help

I brief my agent network on exactly what my clients want, I inspect first, I check the numbers, and I negotiate. If you would like first look at Eastern Suburbs homes before they are advertised, tell me what you are after.

Every purchase is a little different.

If you would like to talk through your own situation, I am happy to help, with no pressure and no obligation. Call me on 0409 88 88 77 or email james@agostini.com.au.

James Agostini

Buyers Agent & Vendor Advocate

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