

FREE BUYER GUIDE

How much does a buyers agent *cost* in Sydney?

It is usually the first question people ask me, and a fair one. Here is how buyers agent fees work in Sydney and how to tell if one is worth it for you.



By **James Agostini**, Agostini Property Buyers & Advisory · 15 October 2026

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IN SHORT

- Fees are usually a percentage of the purchase price or an agreed fixed fee.
- Some agents charge an upfront engagement fee plus a success fee on purchase.
- Negotiation only and auction bidding services cost less than a full search.
- Your fee must be set out in writing in an agency agreement before any work starts.

How buyers agents charge

In Sydney, most buyers agents charge in one of three ways. The first is a percentage of the purchase price, with 1% to 3% being the range most commonly quoted across the industry. The second is a fixed fee agreed at the start, based on your budget and how much work your brief involves. The third is a combination, with a smaller engagement fee when you sign up and a larger success fee when we buy.

There is no single right model. A percentage fee is simple, but it rises with the price you pay. A fixed fee gives you certainty, and it means the person negotiating for you has no reason to push the price up. Whichever way you go, ask exactly what is included and when each part is payable.

What you should get for the fee

For a full search and acquisition, you should expect the whole job: a proper brief, searching on and off market, inspections, due diligence, price assessment, negotiation or auction bidding, and support through exchange and settlement.

If you have already found the property, a negotiation only or auction bidding service costs much less. You get the expertise where it matters most, at the point where the price is decided.

Is a buyers agent worth it?

A good buyers agent should pay for themselves. That can come from negotiating a better price, from steering you away from a property with problems you would not have spotted, or from getting you in front of an off market home before the competition knows it exists.

Then there is your time. Most of my clients are busy professionals or families. Handing over the weekend inspections, the calls to agents and the paperwork is worth a lot on its own.

Questions to ask any buyers agent

- Is your fee a percentage, a fixed amount or both, and when is it payable?
- Will I deal with you personally or with a junior?

- Do you receive any payment from selling agents or vendors?
- How do you find off market properties in my area?
- Can I speak to recent clients?

In NSW, a buyers agent must have you sign an agency agreement before acting for you, and it must set out the fees. Read it carefully, and do not be shy about asking questions.

How I charge

Every brief is different, so I quote in writing before we start, with no hidden extras. Complete Property Solutions is usually a percentage of the purchase price or an agreed fixed fee. Evaluate & Negotiate and Bid at Auction are a smaller fixed fee. Call me and I will tell you exactly what it would cost for your search.

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.

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Buyers Agent & Vendor Advocate

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