OWNER-FACING

Direct Sale Boundaries Guide

This guide makes the Private Buyers role clear before anyone confuses a first-pass review with an appraisal, agency agreement, legal process, or binding purchase commitment.

VERSION	2026-07-02
STATUS	Public owner guide
OWNER	Private Buyers
USE	Operational document; not legal, valuation, tax, lending, building, or financial advice

Prepared for Private Buyers operational use on 2 July 2026. Review before material platform expansion, paid marketing scale-up, formal investor onboarding, or legal-structure changes.

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Not An Agency Appointment

Private Buyers is not presented as a licensed real estate agency or owner representative. It does not list the property for public sale, run open homes, or negotiate on behalf of owners.

If an owner wants an agent to represent them, they need to speak with a licensed real estate professional and read the appropriate REA guidance.

If there is already an agency agreement in place, the owner needs to check that agreement and get advice before discussing a private pathway.

- No agency agreement is created by submitting an enquiry.
- No commission agreement is created by submitting an enquiry.
- No public marketing campaign is launched by default.

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Not A Valuation Or Advice Service

A Private Buyers review may discuss price territory, risk, and whether an investor review is realistic. That does not make it a registered valuation, real estate appraisal, legal advice, tax advice, lending advice, building report, or financial advice.

Owners need independent professional advice before signing any binding sale documentation.

The owner remains responsible for checking tax, mortgage, insurance, tenancy, title, chattel, EQC/insurance history, and settlement issues with the right advisers.

- Use registered valuers for formal valuation advice.
- Use lawyers or conveyancers for sale and purchase documentation.
- Use accountants, tax advisers, builders, insurers, or lenders where their expertise is needed.

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When Buyer Interest Becomes Real

A buyer is not committed simply because they review the property, ask questions, inspect, or discuss price. A sale becomes real only through agreed terms and proper legal documentation.

Conditions, deposit, settlement, chattels, title, finance, insurance, LIM/building due diligence, tenancy position, and lawyer review need to be handled carefully before signing.

- Do not rely on casual messages as a full contract.
- Do not bypass independent advice to move faster.
- Keep written records of key steps and permissions.

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A Clean No Is Acceptable

The private-review pathway is useful only if it can stay honest. If the price, property evidence, timing, or buyer fit does not work, the correct answer may be to pause or close the review.

A clear no-fit response is better than stretching claims or wasting an owner's time.

- Close unsuitable leads cleanly.
- Invite more evidence only where it could genuinely change the outcome.
- Keep owner communications respectful, calm, and specific.