

AUSTRALIA'S BEST BUYERS' AGENTS - REVEALED!

April 2018
\$9.95 (GST incl.)

your investment

property

HOW ONE INVESTOR MADE

\$190K

IN 6 WEEKS

**& SNAGGED ANOTHER
PROPERTY FOR FREE** /54

**KITCHEN RENO
DRIVES
\$61,000
VALUE BOOST**
/12

**WHY (AND
HOW) DO
PROPERTY
PREDICTIONS
FAIL?**
/10

**6 WAYS TO
UNCOVER
YOUR PROPERTY'S
TRUE VALUE** /18

**5 PITFALLS
OF STRATA-TITLED
INVESTMENTS** /38

**BIG SETTLEMENT
MISHAPS THAT
CAN CATCH YOU
BY SURPRISE** /40





AUSTRALIA'S BEST BUYERS' AGENTS

A great buyer's agent does more than just save you time and money during a property transaction. They also deliver access to expertise, relationships and deals that would otherwise be out of reach



A GOOD buyer's agent delivers a seamless, stress-free property buying experience, while helping you navigate the pitfalls and risks of real estate along the way.

The 'best in show' take it to the next level by really tuning into your property-related goals. Why are you buying this property? What is your overall strategy? How many properties do you want to buy overall, and how does this purchase fit in with your bigger picture?

These are just some of the questions an A-list buyer's advocate will ask you on your property journey – and when it comes to A-list agents, we're proud to showcase some of the best in the industry in our inaugural awards!

Out ahead of the pack, our Top 10 Buyers' Agents in Australia reveal how they continue to add value to the property industry, no matter what the market throws at them. ➤

HOW WERE BUYERS' AGENTS SCORED?

Your Investment Property magazine's ranking system is an objective means of evaluating the best-performing buyers' agents across the country – not just those with the biggest portfolios or the largest client lists.

Each buyer's agent was required to supply their own details to *Your Investment Property* to be eligible, along with details of a contact who could verify those figures.

Using a unique methodology to ensure all buyers' agents were compared on a level playing field, we scored all entrants in the following areas, with each buyer's agent given a score for each criteria. The totals were added up and were reviewed against each agent's individual answers and supporting material, to come up with our final Top 10 list:

- Number of properties purchased
- Total value of properties purchased
- Average property value
- Total client numbers
- Number of new client numbers
- Number of repeat clients

AUSTRALIA'S BEST BUYERS' AGENTS: TOP 10

RANK	NAME	
1	Cate Bakos , Cate Bakos Property	p24
2	Phillip Almeida , Performance Property Advisory	p26
3	Lloyd Edge , Aus Property Professionals	p28
4	Frank Valentic , Advantage Property Consulting	p30
5	Sebastian James , Hunter James	p32
6	Paul Glossop , Pure Property Investment	p32
7	Dona James-Wells , Metropole Property Strategists	p33
8	Antony Bucello , National Property Buyers	p34
9	Simon Cohen , Cohen Handler	p36
10	David McMillan , Performance Property Advisory	p26

TOTAL VALUE OF PROPERTY OUR TOP 10 PURCHASED IN 2016/17:

\$762,413,356



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CATE BAKOS

CATE BAKOS PROPERTY

Cate Bakos doesn't consider herself a buyer's advocate; instead, she's an agent of change with a mission to "solve problems and help people". It's this ethos that has driven her phenomenal success, leading Cate to be crowned *Your Investment Property's* number one buyer's agent in the country!

"I'm passionate about our industry and determined to leave a positive legacy for every client I assist"



CATE BAKOS is not one to bask solo in her success. Having steered her business, Cate Bakos Property, towards nine-figure settlements in 2016/17, Cate is eager to share her win with her team.

"We are a tight team of four full-time women, and our boutique and personable nature shines through in all of our dealings. Every client's strategy is engineered unique to their needs and cash flows," Cate says.

"Every single day, I interact with interesting folk. The days can start with structure and turn into a hurricane, but no two days are the same, and the problem-solving always keeps me on my toes."

A member of the Real Estate Buyers Agents Association of Australia, Cate enjoys giving back to the industry she is so passionate about, and is currently vice president



AT A GLANCE

Years in the industry:
7

Number of properties purchased in 2016/17:
3-4 per week

Cate originally graduated with a degree in chemistry and worked for commercial explosives company Orica

of the association. She also has a policy of assisting at least one client gratis per quarter – someone who identifies as really needing the care of a diligent buyer's agent but doesn't have the funds to pay them.

Operating as a boutique, independent buyer's agent, Cate adds that being recognised with this award "means so much".

"I can't find the words without feeling a little emotional," she says. "I built this career after a brave decision to walk away from chemistry, leave corporate, and train and work as a mortgage broker during my daughter's arrival and preschool years, and I don't think I've worked too many weeks of less than 70 hours over the last seven years. I'm passionate about our industry and determined to leave a positive legacy for every client I assist."

TOP PROPS

"You have been amazing through this process in teaching us so much, guiding us so seamlessly and keeping us fully informed. We literally started this journey not knowing that buyers' advocates existed ... you made the daunting idea of buying Melbourne property from Darwin so easy!"

- **T and M**

CATE BAKOS Q&A

The winner of this year's Buyer's Agent of the Year award shares some of her keys to success

Having graduated with an honours degree in chemistry before making the radical shift to pursue a career in property, Cate Bakos has followed her dream and proudly works with a support team of three women in Melbourne's inner west



How do your clients typically find you?

We've been particularly fortunate that word of mouth, repeat clients and local connections have represented the majority of our client base, but my writing and interviews certainly do bring enquiries our way too. I enjoy imparting my property knowledge and sharing my adventures, and, in addition, publishing my first book (*Successful Property Investment*) two years ago was an exciting experience all round.

What is the specialist skill you bring to the table?

Being a multi-property investor myself for over two decades underpins my passion for investing. I'm completely numbers-focused and my experience as a mortgage broker during the

GFC period equipped me for being cognisant of risk. For every client I work with I consider borrowing capacity, cash flow, diversification, risk profile, capital growth and tenant demographic. Understanding their broad investment strategy and debt retirement plans is critical to being able to provide tailored assistance.

How would clients describe your care?

I'm very patient and accessible. Being able to sense when it's appropriate to give a client a firm push, share why a particular idea is a bad one, or recognise when it's time to sit down and gently talk through their fears is critical. Anxious late-night calls often strike when an auction date is looming, and it's my empathy and understanding that counts.

Do you have extra help day-to-day with your clients?

I have the most unbelievable team around me, and I call them my 'work family'. Without their help (and laughter) there is no way I could do it all. I call Amy my wing-woman, justifiably! In addition I've deliberately built

How does the property industry feel from the inside looking out?

I love being part of such a vibrant and important industry. The hours are crazy, the personalities are loud, and helping clients is so rewarding. I'm a big believer in giving

"Dealing with the pressure of a sellers' market has been challenging...balancing sensitivity with moving swiftly are our best virtues"

a team of great independent professionals to call on, from solicitors to building inspectors to property managers, to name a few.

What are some of the biggest challenges you face day-to-day?

Dealing with the pressure of a sellers' market has been challenging for all Melbourne BAs over the last few years. Maintaining great agent relationships, remembering how things feel on the other side of the deal (for agents and vendors), and balancing sensitivity with moving swiftly are our best virtues.

back, and I'm proud to be vice president of the REBAA, a PIPA member, and a mentor for a few agents outside of my own team.

How do you manage work and home in such a busy role?

My husband and my daughter are my two rocks. They wink when I'm stuck on the phone over dinner, they understand when I miss half of a show during a negotiation, and they cherish our time together on a Sunday.