



Realmark®

Your *best* move in  
expert buyer advocacy.

Realmark Urban

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We're WA, and we understand it like no one else.

Founded in Western Australia in the 1980s, Realmark has navigated its way through multiple property cycles. With this experience, you can trust we'll guide you in making informed decisions that work in your favour.

We live here, so we understand the local market in and out. When it comes to buying your property, our priority is ensuring you make a well-informed investment without overpaying.

Our service is built on deep local knowledge, industry expertise and strong negotiation skills, all leveraged to secure the best outcome for you.

From identifying opportunities to conducting thorough market research, we guide you through every step of the process with expert advice and a tailored approach.

**That's why we've helped tens of thousands West Australians successfully make their best move.**

Angela  
McGrath

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Angela McGrath. Your *best* move.



# *Understanding.*

We begin with a detailed *consultation* to ensure a clear understanding of your needs, such as:

- Lifestyle and investment objectives.
- Ideal timeframe and expectations.
- Must-haves and your must-not-haves.
- Property aspirations.
- Financial loan capacity and buying budget.
- Connecting you with property managers for management of your property if required.
- Search, by mapping out a search plan based on market insights.
- Your Buying Advocacy costs, factoring in additional transaction costs such as stamp duty, legal and transfer fees, inspections, etc.
- Authority to Act for you.



Next, with local market intelligence and strategic *research*, we:

- Identify high-growth properties and suburbs with strong potential.
- Gain access to exclusive off-market listings and properties soon to be available.
- Conduct early property evaluations to filter out suboptimal options.
- Perform on-site inspections and thorough condition assessments.
- Identify potential renovation costs or hidden issues that could affect the property's value.
- Provide a conservative rental assessment, if needed, to offer clear insights.
- Conduct comprehensive due diligence and risk assessments for informed decision-making.
- Review essential legal documents (e.g., Certificate of Title, Strata Documents) to ensure accuracy.
- Utilise comparable sales analysis to assess the property's true market value.
- Leverage industry expertise to help you avoid overpaying for properties.



# *Completion.*

Finally, we manage the *process* from sale to settlement by:

- Drafting and submitting your offer.
- Strategic negotiations on your behalf with the property's selling agent.
- Collaborating and coordinating with settlement agents, brokers and selling agents.
- Organising and analysing building and pest inspection reports.
- Conducting final property inspections prior to Settlement.
- Liaising with property managers, if required.

## *Additional services.*



Property Management



Strata Management



Finance Brokerage



Conveyancing



Tax Depreciation



Building & Pest Inspections

# Our track record.

Our team has been awarded locally and nationally for outstanding real estate practices and marketing expertise.

While we're delighted to be recognised for our achievements, we judge ourselves entirely on our clients satisfaction.

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**2024 & 2016** Medium Residential Agency of the Year

**2023, 2019 & 2017** Marketing & Communications Award

**2020** Community Service Award

**2017** Innovation Award

**2015** REIWA Awards for Excellence Hall of Fame



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**2016 & 2014** Marketing Excellence Award



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**2024** Top 50 Sales Office



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Ang 100% got our brief in no time, the first time, evidenced by the excellent properties she presented us and by the fact the first one we looked at and the one we wanted is the one we got. Amazing.

Ang is fun, friendly, responsive but most of all she is capable of putting client's needs first and foremost and getting them the property they want.

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Rach and Zoe, *Buyers in Scarborough.* “”

Angela McGrath

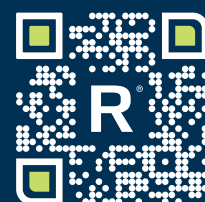
Residential Buyers Advocate



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