



## Property Negotiation

When the Williams family found their dream Old Rectory home just hours before boarding a flight for Australia, they put their trust in Premier Property Search to undertake the consequent negotiation and secure the property on their behalf.

**Premier Property Search had been instructed by the family following several months of fruitless viewings. Previous to the consultants' involvement, many initially promising properties were found to be lacking in various respects.**

Often, the key to finding the right property is the timing. Premier Property Search make it their business to keep in touch with a network of property agents and many other property professionals on a regular basis. In this way, the company often has prior knowledge of properties just about to come onto the market.

Nigel Sellers, Director of Premier Property Search, explains: 'We were able to convince the agents and the vendors that we needed an early viewing to assess the suitability of the Old Rectory. The Williams family was not disappointed as we had already checked out the village, the shop and importantly the local pub. And they were keen to put an offer forward as soon as they had viewed the property.'

'They initially hesitated, because they were just off to Australia but our advice was to leave the negotiations to us. Following a number of long distance telephone calls and many emails, a deal was struck during the Williams' second week 'down under'. They were then able to relax and enjoy the last days of their trip.'

Finding the right property would seem to be fraught with difficulties. Yet the professionals at Premier Property Search proved that it could be done smoothly, speedily and with minimum stress.

