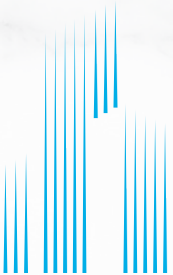




REAL ESTATE

BUYER'S GUIDE

PARADISE REAL ESTATE





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A wide-angle photograph of the Dubai skyline, featuring numerous skyscrapers of varying heights and colors, situated along a waterfront with a clear blue sky.

INTRODUCTION

Purchasing property is both a financial decision and a lifestyle commitment. At Paradise Real Estate, we specialise in guiding buyers through a structured, transparent, and strategic acquisition process—whether the objective is owner-occupation, capital growth, yield optimisation, or portfolio diversification across domestic and international markets

Our experienced team of real estate professionals is dedicated to providing personalised advice tailored to each client's unique needs and aspirations. We understand that buying a property is more than just a transaction; it's about finding a home or an investment that aligns with your long-term goals.

From the initial consultation to the final closing, we ensure that every step is handled with care and expertise. Our comprehensive market analysis and due diligence process are designed to empower you with the information needed to make informed decisions confidently.

With Paradise Real Estate, you're not just purchasing a property; you're making a sound investment in your future. Whether you're a first-time buyer or a seasoned investor, we're here to support you every step of the way, ensuring your journey is as rewarding as your destination.

This Buyer's Guide has been prepared to provide clarity, reduce risk, and empower informed decision-making at every stage of the property journey.





Team Members

Suman Bakhshi

Principal Agent

Suman Bakhshi is an exceptional real estate agent, bringing years of experience in property management along with a solid background in residential sales.

Ahmad Alwan

Sales Agent

Ahmad Alwan possesses a background in sales and is an agent with extensive local knowledge. Additionally, he has experience in architectural design, enabling him to assist with artistic impressions.

Paradise Real Estate

Luxury Real Estate Agency

Our commitment to excellence ensures that each client receives bespoke services, whether they're seeking to invest in vibrant urban landscapes or find their dream home in tranquil coastal retreats.



W H O W E S E R V E

Our buyers include entry-level purchasers and sophisticated investors in Australia, the Middle East, and emerging markets. We cater to diverse clients, offering expert advice and tailored solutions for first-time buyers and seasoned investors. Our global reach and local expertise help us navigate market complexities, delivering exceptional results. Focused on innovation and customer satisfaction, we aim to build lasting relationships and empower clients to achieve their financial goals confidently.

- First-home buyers entering the market. New to the property scene who may need home-lending or finance tailored options.
- Owner-occupiers upgrading or downsizing even renovating their existing property seeking support.
- Local, interstate and international investors looking to expand their wealth and ownership.
- International buyers who need guidance local knowledge and property advice of the purchasing region.
- High-net-worth individuals seeking premium and off-market opportunities to increase their portfolio.
- Developers and joint-venture partners requesting or in need of impression designs and greater outcomes.



Our Market Expertise

01

Gold Coast – Chevron Island, Surfers Paradise, and Broadbeach are key tourist hotspots that offer vibrant investment opportunities.

02

Melbourne CBD – Docklands and Collins Wharf including even South Yarra are renowned for their vibrant business scene and lively nightlife.

03

Dubai – Palm Jumeriah & Burj Khalifa precincts renowned for its luxurious hotels, upscale global restaurants, and private beaches.

04

Oman – The Sustainable City and Marine Village are prime examples of how Oman is incorporating cutting-edge technology to create communities that offer modern conveniences.

Each market is analysed through:

- Supply and demand cycles
- Infrastructure investment
- Rental yield performance
- Demographic growth trends
- Regulatory and planning frameworks





Owner-Occupier Buyers

- Liveability and amenity
- Proximity to schools, employment, transport
- Long-term resale appeal
- Quality of construction and strata management

Investor Buyers

- Gross and net rental yield
- Vacancy risk
- Capital growth drivers
- Depreciation benefits
- Exit liquidity

BUYER PROFILES

International Buyers

- FIRB requirements (Australia)
- Currency exposure and hedging
- Taxation and structuring
- Property management and asset protection



FINANCIAL PREPARATION

Budgeting

A complete purchase budget should include:

- Purchase price
- Stamp duty and government charges
- Legal and conveyancing fees
- Building and pest inspections
- Finance establishment costs
- Strata levies (if applicable)
- Ongoing holding costs

Next Steps

We work closely with finance professionals to assist with:

- Loan pre-approval
- Loan-to-value optimisation
- Interest-only vs principal & interest analysis
- Structuring for multiple properties

Buyers are strongly advised to secure finance pre-approval prior to making offers.

This ensures they have a clear understanding of their borrowing capacity and can confidently negotiate within their financial limits. It also positions them as serious candidates in the eyes of sellers, potentially giving them an edge in competitive markets. Additionally, with pre-approval in hand, buyers can swiftly act when the right property comes along, minimising the risk of losing out to other interested parties. It's an essential step in the buying process that provides peace of mind and a strategic advantage.





PROPERTY SELECTION PROCESS

By meticulously analyzing each dimension, we ensure that every property we consider aligns with our strategic goals and investment criteria. Our approach is both comprehensive and flexible, allowing us to adapt to market changes and capitalize on emerging opportunities.

Through this robust framework, we aim to deliver superior outcomes for developers and joint-venture partners, providing them with impression designs that not only meet but exceed expectations.

- Location Fundamentals** – transport, lifestyle, employment nodes
- Building Quality** – construction, materials, developer reputation
- Market Positioning** – price per sqm, scarcity, comparable sales
- Income Performance** – achievable rent, tenant demand
- Exit Strategy** – resale demand, future development potential

In conclusion, our strategic analysis is designed to align properties with our investment goals while adapting to market changes. This thorough and flexible approach allows us to seize opportunities effectively.

**ONLY PROPERTIES THAT PASS THIS ASSESSMENT ARE
RECOMMENDED.**

DUE DILIGENCE

Assistance

This stage is critical to risk mitigation.

- Contract reviews (via qualified solicitors)
- Strata records analysis
- Building and pest inspections
- Title and easement checks
- Zoning and planning review
- Rental appraisal and yield modelling

Why Choose Paradise Real Estate?

- Advanced sales and negotiation expertise
- Architectural and design literacy
- Access to on- and off-market opportunities
- International buyer capability
- Data-driven advisory approach
- End-to-end support

Prior to purchase, Paradise Real Estate assists buyers with comprehensive market research and analysis to ensure informed decision-making. Our team provides insights into neighbourhood trends, upcoming developments, and historical property values to give you a clear picture of potential growth and investment returns.

We also offer personalised consultations to discuss your specific needs and goals, tailoring our approach to match your unique circumstances. Whether you're a first-time homebuyer or a seasoned investor, our support ensures you are well-prepared to make the right choice.



MAKING AN OFFER

Offer Types

- Private treaty
- Expression of Interest (EOI)
- Auction (where applicable)
- Off-market negotiated sale

Understanding each option and its implications allows you to choose the best strategy aligned with your goals. At Paradise Real Estate, we guide you through each step, ensuring clarity and confidence in your property journey.

Whether you are a first-time homebuyer or an experienced investor, our team is dedicated to providing you with the expertise and support needed to make informed decisions. By tailoring our approach to suit your unique needs, we ensure that every aspect of your property acquisition is handled with care and precision.

Our commitment to transparency and open communication means you'll always be informed and empowered throughout the process, making your real estate experience not only successful but also enjoyable.

Negotiation Strategy

We represent buyer interests by

- Analysing vendor motivation
- Leveraging market data
- Structuring favourable settlement terms
- Negotiating inclusions and conditions

Our objective is to secure the asset at the optimal price and terms.



CONTRACTS & EXCHANGE

Once Agreed

- Contract is prepared and reviewed
- Deposit is paid into trust
- Cooling-off periods apply (jurisdiction dependent)
- Conditions such as finance and inspections are satisfied

Paradise Real Estate coordinates closely with legal representatives throughout.

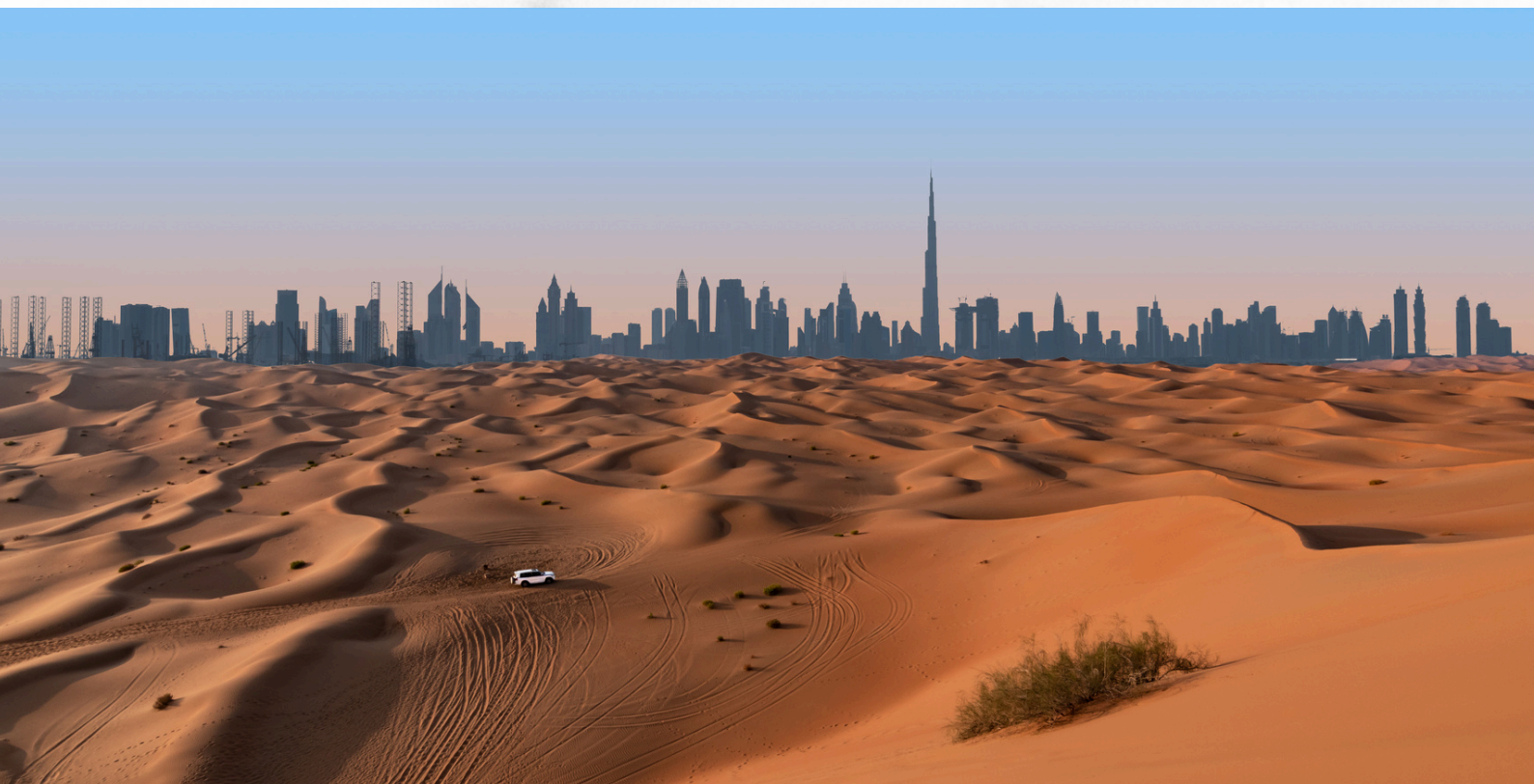
Planning Ahead

We align every step with your interests for a stress-free property acquisition. By proactively addressing potential hurdles, we ensure a smooth experience leading to settlement.

Our attention to detail supports you in your real estate journey, protecting your investment and meeting your expectations.

We provide guidance and support for any post-settlement inquiries, ensuring your transition into the new property is as smooth as possible. Whether you need advice on property management or assistance with utilities and services setup, our team is here to help.

At Paradise Real Estate, we pride ourselves on building lasting relationships with our clients. Your satisfaction is our ultimate goal, and we strive to exceed your expectations at every stage of the property acquisition process. With us by your side, you can move forward with confidence, knowing that your real estate needs are in expert hands.



SETTLEMENT & HANDOVER

Prior to settlement:

- Final inspections are conducted
- Adjustments are calculated
- Funds are confirmed

As you prepare for this exciting transition, remember that our commitment to your satisfaction extends beyond the settlement day. We ensure that your new property meets all your expectations, making your move as enjoyable and stress-free as possible.

For investors, we can coordinate immediate property management on-boarding. From finding the right tenants and managing maintenance requests, our dedicated team is equipped to handle all aspects of property management efficiently.

For homeowners, settling into your new residence should be a joyous occasion. We offer a range of services to assist with your move, including recommendations for trusted moving companies, guidance on utility setups, and tips for personalising your space..

At settlement:

- Ownership transfers
- Keys and access are provided

This milestone marks the official beginning of your new journey, whether you're stepping into your dream home or expanding your investment portfolio. Our team will ensure that every detail is handled with precision and care, allowing you to focus on the exciting opportunities ahead.





POST-PURCHASE SUPPORT

OUR SERVICE DOES NOT END AT SETTLEMENT. LONG-TERM CLIENT RELATIONSHIPS ARE CENTRAL TO OUR BUSINESS MODEL.

We assist with:

- Property management introductions
- Leasing strategies
- Portfolio expansion planning
- Market reviews and resale timing

We are committed to ensuring that your investment journey is smooth and successful, even after the initial purchase phase.

Additionally, we offer personalised consultations to tailor our services to your specific needs, ensuring that your investment continues to thrive. Whether you're new to property investment or a seasoned investor, our team is here to provide ongoing support and expert advice to help you achieve your financial goals.

Our dedication to long-term client relationships means that we are always just a call or email away, ready to assist you with any queries or challenges you may encounter. We believe that your success is our success, and we are here to support you every step of the way.



ETHICAL & PROFESSIONAL STANDARDS

Operates under

- Full licensing and compliance
- Strict confidentiality
- Transparent disclosure
- Client-first advisory principles

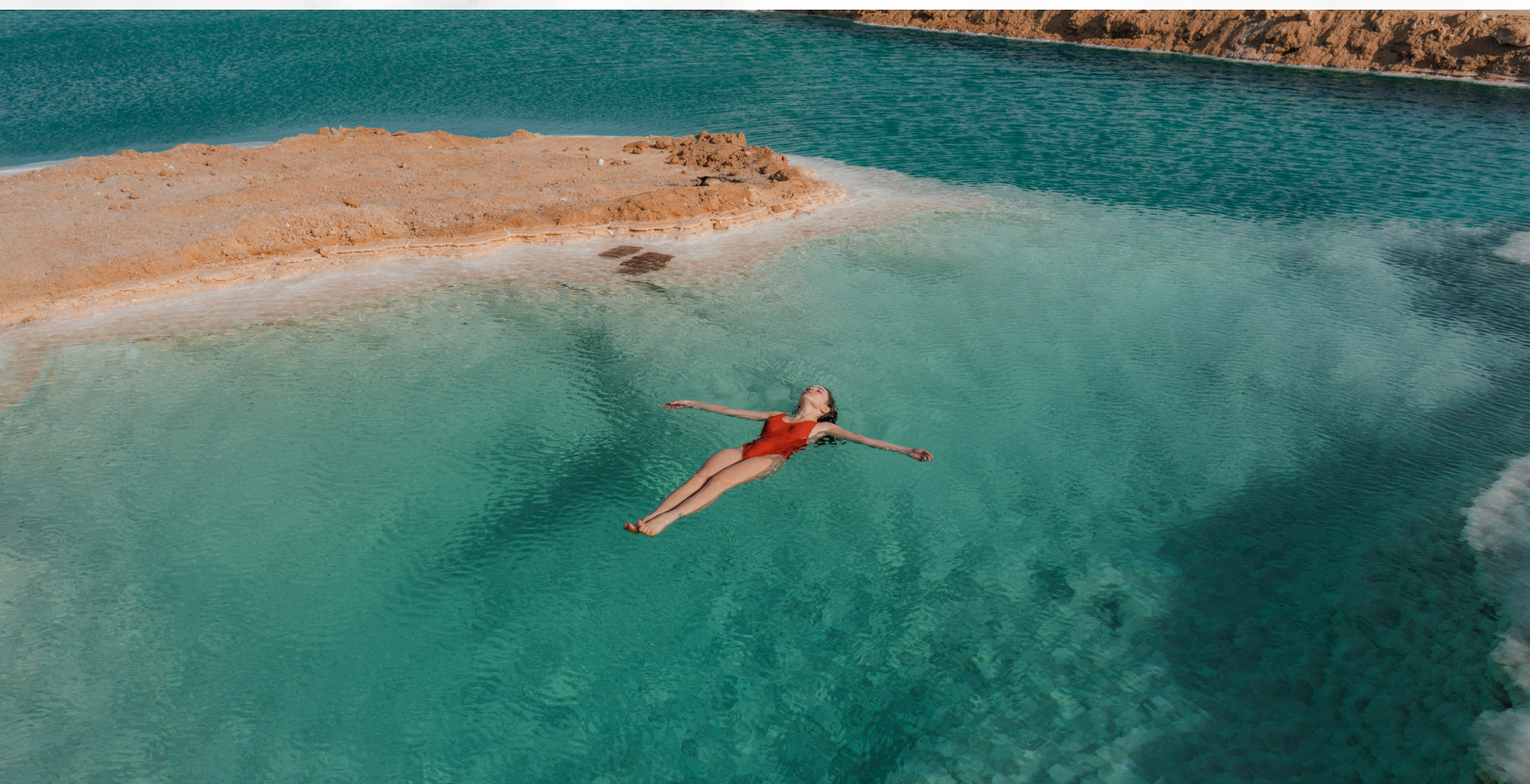
We act as trusted advisors, not transaction-only agents. Our commitment is to build lasting relationships based on trust and integrity. Whether you're buying, selling, or investing, our experienced team is dedicated to guiding you through every step of the process.

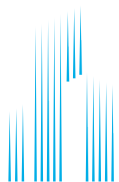
With access to the latest market insights and a vast network of industry connections, we are equipped to provide you with unparalleled service. Our team is passionate about making your real estate journey a seamless and rewarding experience. Let's embark on this exciting journey together, and transform your visions into vibrant realities.

Buyers are invited to

- Book a confidential strategy consultation
- Request tailored property shortlists
- Receive market reports and opportunities

We take pride in our ability to turn your real estate dreams into reality, offering support and expertise every step of the way. Let us help you find your own slice of paradise, where you can build memories for years to come.





Paradise
REAL ESTATE

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