



CASE STUDY

Navigating tricky situations

11 Toorak Road, Rivervale

Bourkes were asked to sell this property and found a buyer who was purchasing her first home. She just had to wait for her finance to be approved.

The buyer had a building inspection done while waiting for finance approval and was concerned by the negative inspection report she received. As a result, she withdrew her request for finance and declined to buy the property.

At that time, the market was trending downwards, so we needed to resell the property as quickly as possible. However we knew we had to improve the property to address the red flags from the inspection, prior to offering it for sale again or it might fail another inspection.

We engaged roofing tradespeople to fix the issues in the build and then offered the home for sale again. The home sold within two weeks of the original deal falling through!