

Liberate

BUYER'S AGENCY



Client Case Studies

The following examples share real client journeys, demonstrating how my role helped them achieve their goals.

1. Nidhi & Sumit Garg

Client Profile:

Late 30's. Married with 2 kids. Had their own home, but no property investing experience. Received an inheritance. They were eager to get started but unsure how to take the first step.

Starting Position:

- Owned a PPOR
- Wanted to build wealth through investing, but lacked the time and expertise
- Wanted to follow Buy. Hold. Consolidate investing method

What We Did:

- Bought 8 properties across WA, QLD, and VIC (2023–2025) (The first 6 were purchased in just 5 weeks!)
- Price ranges: \$370k–\$545k
- Handled everything: strategy, sourcing, negotiation, due diligence, and settlement support
- Built a diversified portfolio that suited their risk profile and cash flow needs

Results:

- Equity created: \$1 million
- One of the strongest success stories, disciplined, committed, and ready to go again

Client Testimonials



Nidhi Garg
1 review

★★★★★ a year ago

Highly recommend! Ben and Luke were absolutely amazing! They purchased 6 properties for us in 5 weeks! They were very well researched and didn't stop working until they achieved our goal. They purchased great assets which were affordable with great yield. The boys were so friendly and genuine. Thank you so much. You have set me and my family up for our financial freedom.



Sumit G
11 reviews

★★★★★ a year ago

I had been sitting on the fence for years (if not decades). Working with Liberate, I was able to build a multiple investment portfolio within 3 months across multiple states. Help was provided at all steps including negotiations and property management with a quick response turnaround.

Highly recommended.

2. Jak Garner and Tegan Basterfield

Client Profile:

Mid 20's. Renters with first baby on the way. Knew they wanted to buy, But sick of looking on realestate.com.au without success

Starting Position:

- 1 IP which had equity
- Didn't want to make a mistake that would cost them year

What We Did:

Purchased in 1 day after signing up!

- Bought in Queensland (2024)
- Price range: \$450k-\$500k
- Took the lead on strategy, research, sourcing, negotiation, due diligence, the full end-to-end
- Gave them their second investment property, without the overwhelm

Results:

- Equity created: \$115k
- They now have momentum and a high-performing asset to build from

Client Testimonials



Jak Garner
5 reviews



★★★★★ a year ago

Ben and the team at Liberate Buyer's Agency were very dedicated to finding myself and my partner the right investment property. He always had my considerations in mind and was able to find a great property in a competitive suburb, in a short timeframe. I would highly recommend him and will be using him for future purchases.

3. Bajeev and Lilitha Pillai

Client Profile:

Already had a PPOR and 3 investment properties.

Came to me wanting a sharper strategy, better-performing locations, and full support.

Starting Position:

- Experienced buyers but tired of doing it alone
- Wanted research-led purchases with strong fundamentals
- Needed someone to handle the end-to-end

What We Did:

- Bought in QLD and VIC (2024–2025)
- Price ranges: \$575k–\$690k
- Took their portfolio from decent to elite by targeting tightly held suburbs with strong growth potential

Results:

- Equity created: \$200k
- Now building momentum with a scalable strategy and data-backed purchases
 - Currently refinancing and looking to buy another

Client Testimonials



Bajeev Gopinathan
11 reviews



★★★★★ 3 months ago

Ben is extremely knowledgeable about property investing in Australia. I've bought multiple properties through his agency, and he made the whole process smooth and stress-free. He started by understanding my situation and came up with a smart strategy that he fine-tuned along the way.

Ben used solid data to pick the right suburbs based on my goals and budget, and clearly explained why each area was a good choice. He handled almost everything – negotiating the price, building and pest checks, conveyancing, finding a property manager – which saved me a lot of time and effort.

What really stood out was how responsive Ben was. He was always available for a chat and gave honest, open advice every step of the way. I highly recommend Ben if you're looking for a reliable and professional buyer's agent.

4. Jarom Park and Ashleigh Brandse

Client Profile:

Late 20's, married, no kids. No property investing experience. Smart and capable — just wanted someone they could trust to help them buy right.

Starting Position:

- Had savings to buy 1 property
- Knew they wanted to invest but weren't sure where
- Needed support navigating the market and the process
- Didn't have time to research locations or negotiate with agents

What We Did:

- Bought in QLD and VIC (2024–2025)
- Price ranges: \$500k–\$570k
 - used equity from the first purchase to buy the other
- Took care of everything from research to settlement
- Delivered confidence, clarity, and results, without the stress

Results:

- Equity created: \$120k
- Now have two strong-performing assets in different states

Client Testimonials



Jarom Park
4 reviews



★★★★★ a year ago

I was looking to purchase my first investment property and didn't know where to start. After meeting with several buyers' agents, I found Liberate Buyer's Agency to be a breath of fresh air! They were 100% transparent throughout the whole process, had a competitive fee, addressed every concern or question I had, and took the extra time to ensure I understood everything. I started with very minimal knowledge about property investing and came out the other side with more knowledge than I know what to do with! I could not recommend a better agent. I will definitely be coming back for future purchases.

5. Mahesh and Karuna Shellikeri

Client Profile:

Early 40's. Renters. Quiet, humble, switched-on couple who wanted to start building a portfolio, but didn't know where to begin.

Starting Position:

- Saved up for years and years.
- Wanted to buy something smart, with strong fundamentals
- Needed someone they could trust to guide the entire process

What We Did:

- Bought 3 properties in Queensland (2024) in 3 months
- Price range: \$450k-\$500k
- Handled the sourcing, negotiation, and all due diligence
- Gave them total confidence in their first deal so they were happy to buy number 2 and 3

Results:

- Equity created: \$350k
 - Set up beautifully to repeat and build a strong long-term portfolio
- Currently refinancing and accessing equity to buy another 2 properties

Client Testimonials



Mahesh Shellikeri

3 reviews

★★★★★

11 months ago

We had an outstanding experience working with Ben as our lead buyer's agent. From the very beginning, his professionalism and deep knowledge of the Australian real estate market stood out. He took the time to understand exactly what we were looking for and consistently presented us with options that fit our budget and preferences.

Ben guided us through every step of the purchasing process with transparency and expertise as this was very new to us. He handled all negotiations with confidence, ensuring we got the best possible deal, and was always available to answer any questions or concerns we had, no matter how small. His local insights were invaluable, especially when it came to understanding market trends, property values, and the nuances of different neighbourhoods.

What impressed us the most was his genuine commitment to our needs. It never felt like we were being pushed into a decision. Instead, Ben gave us the space and time to consider each option, providing helpful advice along the way without any pressure.

His co-ordination with realestate agency, agents, solicitors and all ancillary organisations involved in pre and post purchase was exemplary

We couldn't be happier with our property purchases and the service we received. If you're looking for a trustworthy, knowledgeable, and client-focused buyer's agent in Australia, we highly recommend Ben and Liberate Buyers Agency

6. Mandy Labi

Client Profile:

Mid-50s, working full-time. Owned her PPOR and one existing investment property.

Wanted to build wealth in her final working decade to retire with more confidence.

Starting Position:

- Strong equity position, but not using it effectively
- Had never purchased through her SMSF
- No clear strategy for long-term retirement planning

Goals:

- Maximise her final 10+ working years
- Diversify structure (buy inside SMSF)

Buy a quality growth asset without the stress

What We Did:

- Worked with her accountant and broker to confirm SMSF lending ability
- Guided her through the full SMSF purchase process
- Purchased a strong-performing SMSF property:

Results:

- Now owns 2 IPs plus her PPOR
- SMSF asset will compound in the background
- Peace of mind that she's taken a smart step toward retirement

Client Testimonials



Mandy
1 review



★★★★★ a year ago

I recently enlisted Liberate Buyers Agency and I couldn't be more impressed. From the outset, Ben demonstrated a high level of professionalism and responsiveness. His data-driven approach was instrumental in securing a property with strong growth and cash flow potential. Ben took the time to craft a detailed plan tailored to my needs and guided me seamlessly through the entire process from purchase to settlement. I highly recommend Ben and Luke for anyone looking to make a smart and informed property investment.

7. Camden McKenzie

Client Profile:

Mid-30s, married with two young kids. Owned his principal place of residence and two investment properties.

Successful professional but had no clear long-term investment strategy.

Starting Position:

- Portfolio lacked direction and structure
- Had heard about trusts but never used one

Goals:

- Get clarity on a long-term strategy
- Protect assets and create separation from personal lending

Build a scalable portfolio without compromising lifestyle

What We Did:

Bought a growth property in a trust in 3 weeks!

- Worked through his full position in detail (lending, equity, buffers)
- Purchased a growth property inside the trust:
- Coached him through buffers, cashflow forecasting, and trust admin

Results:

- First trust purchase successfully completed
- Strong foundations for portfolio growth
- Now has a clear roadmap for scaling his portfolio with control and confidence

Client Testimonials



Camden McKenzie
9 reviews



★★★★★ 2 months ago

Ben from Liberate Buyer's Agency was great to work with. Very knowledgeable and happy to share that knowledge and make sure we were comfortable with any decisions. Ben was also a great proactive communicator and very responsive throughout the whole process. Would highly recommend if you are looking for a buyers agent that will spend a little more time with you.

8. Daylan and Coben

Client Profile:

- Late 20s, brothers
- Already owned 3 investment properties
- Decisive, outcome-focused, ready to move fast
- Wanted to keep building but didn't have time to do it themselves

Starting Position:

- Low borrowing capacity (\$450k max)
- \$90k in equity to work with
- Needed a 5%+ yield to meet servicing
- Both busy with work, wanted to outsource the process
- Clear target: buy within 8 weeks and keep

What We Did:

- Sourced an off-market property in Regional VIC after 2 weeks of intense searching in Regional NSW with limited stock
- Full-service delivery: location research, sourcing, due diligence, negotiation, and contract-to-settlement support
- Targeted strong yield and capital growth to unlock next move faster

Results:

- Property secured within 4 weeks
- 6% rental yield
- \$60k equity created in 4 months
- Positioned to leverage this purchase and continue building at pace

9. Amit and Roshni

Client Profile:

- Early 40s, married with two kids
- Already owned their PPOR and one investment property in Perth
- Proactive, family-focused, and ready to grow their portfolio, just needed expert support outside WA

Starting Position:

- Refinanced via our broker, unlocking \$300k in equity
- Borrowing capacity of \$1.4M, enough to buy two strong properties
- Wanted to start with a \$500k purchase to ease into buying interstate
- Needed minimum 5% yield
- Knew they'd missed Perth's growth cycle and were open to Victoria, despite no on-the-ground knowledge
- Wanted a full-service partner they could trust

What We Did:

- Built a clear investment strategy to guide the next two purchases
- Targeted Regional VIC for affordability, yield, and growth
- Managed the entire process: strategy, research, sourcing, DD, negotiation, and contract-to-settlement
- Purchased a strong asset just 2 weeks after onboarding

Results:

- Rental yield: 5.8%
- Grown \$25k in 3 months
- Low-stress, fast purchase with full confidence
- Now working together on property two to maximise their position while the market is right

10. Himal and Erika

Client Profile:

- Early 50s, one child
- Owned two investment properties in Melbourne
- Calm, pragmatic, and wanted a professional to take over the process
- Had been told by other buyer's agents and brokers that their borrowing capacity wouldn't be enough

Starting Position:

- \$85k in savings
- Low borrowing capacity (\$450k)
- Wanted at least a 5.5% yield to make the numbers work
- Introduced to our broker who helped structure the finance
- Wanted to outsource the research, negotiation, and due diligence to an expert

What We Did:

- Built a clear acquisition strategy based on yield, rental strength, and low risk
- Focused on Regional Victoria for affordability and cashflow
- Managed everything: strategy, research, sourcing, due diligence, negotiation, and full contract-to-settlement support
- Secured a great property within 3 weeks

Results:

- Hit their 5.5% yield target
- Increased \$60k in value in 6 months
- Confident purchase despite prior doubts around borrowing capacity
- Now exploring how to continue growing their portfolio with the right structure and guidance

11. Liam

Client Profile:

- Mid 20s, single
- First-time investor
- Highly motivated to get started and wanted to do it properly
- Preferred to outsource everything to a professional

Starting Position:

- \$120k in savings
- Borrowing capacity: \$700k
- Introduced to our broker to get structured correctly from the start
- Wanted a quality asset with strong rental yield and growth upside
- No time or desire to research or negotiate on his own

What We Did:

- Built a clear first-time investor strategy focused on rental yield, regional strength, and minimal downside
- Targeted Mackay, QLD for its fundamentals and strong performance indicators
- Managed the full process: strategy, research, sourcing, due diligence, negotiation, and contract-to-settlement support
- Secured a high-performing property in the low \$600ks within 3 weeks

Results:

- Rental yield: 6.5%
- Capital growth: \$80k in the first 10 months
- Locked in a strong first asset, setting up the foundation for a future IP

12. Suruchi

Client Profile:

- Mid 50s, single mother of three
- Homeowner (PPOR in Melbourne)
- Never purchased an investment property before
- Motivated by a desire to build long-term security for her children

Starting Position:

- Refinanced her PPOR to unlock \$300k in equity
- Borrowing capacity: \$1.1M
- Wanted to work with an experienced buyer's agent to manage the full process
- Time-poor and risk-averse, needed guidance, confidence, and execution

What We Did:

- Helped structure a strategy to split her borrowing power across two properties
- Sourced and purchased her first IP in regional Victoria in the mid \$500ks
- Took care of everything from strategy to settlement: research, sourcing, due diligence, negotiation, and coordination with all third parties
- Currently working on the second purchase

Results:

- Capital growth: \$30k in the first 3 months
- Yield: 5.3%
- Pre approved and we are currently looking for a second
- On track to build a 2-property portfolio that balances growth, cash flow, and long-term peace of mind

13. Vishal

Client Profile:

- Mid 40s, married
- Experienced investor with 4 existing investment properties
- Wanted a local Melbourne expert to oversee the process end to end

Starting Position:

- Plenty of equity available
- Borrowing capacity: \$800k
- Introduced to our broker for strategic finance support
- Wanted to purchase a strong-performing Melbourne asset without managing the process himself

What We Did:

- Purchased in Melbourne's Northern Suburbs in the mid \$700ks
- We handled everything from strategy to settlement: research, sourcing, due diligence, negotiation, and third-party coordination
- Focus was on finding a quality, low-maintenance, high-demand property

Results:

- Capital growth: \$70k in the first 3 months
- Strong long-term asset in a tightly held owner-occupier pocket
- End-to-end process delivered with precision and zero stress