

# The Vendee Forensic Risk Index

What standard due diligence misses, and what it costs you.

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Forensic Acquisition Protocol (VEPAP)

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This index is based on Amanda Conroy's experience as a buyers agent working across Noosa and the Sunshine Coast. It is not legal, financial, or planning advice. Always consult qualified professionals before making acquisition decisions.

THE PERSON BEHIND THE PROTOCOL

# Amanda Conroy



\$100M+

VEPAP

NOOSA BASED

I know this market the way most buyers never will, not from a database, and not from a weekend inspection trip, but from 20 years in property across development, investment, and acquisition work, and from choosing to relocate my family here in 2021.

I relocated to Noosa because I believe it is one of the most considered places in Australia to build long-term wealth through property, **provided you understand exactly what you are buying.**

That understanding is not automatic. It is not conferred by a good solicitor, a motivated building inspector, or a sales agent who seems forthcoming. It is built through forensic investigation, local knowledge, and a structured acquisition protocol that leaves nothing to assumption.

To date, I have personally facilitated more than **\$100 million in property transactions** across development, investment, and acquisition work.

Every acquisition I conduct is undertaken **exclusively on behalf of the buyer.** Vendee represents no vendor. We carry no dual loyalty. Our mandate is singular: to deliver the best possible outcome for the person writing the cheque.

The **Vendee Elite Property Acquisition Protocol (VEPAP)** is a nine-step forensic framework I developed to systematise what experience taught me intuitively: that the risks most buyers face are invisible until they are expensive. VEPAP makes them visible before capital is committed.

WHAT STANDARD DUE DILIGENCE MISSES

# What you don't know you don't know

Most buyers approach a property purchase with a reasonable degree of preparation. They engage a solicitor. They order a building and pest inspection. They read the contract. They ask the agent questions. They believe, reasonably, that this process will surface anything material.

**It will not.**

Standard due diligence is designed to protect against the most visible categories of risk. It is not designed to interrogate the full forensic picture of a property, its statutory position, its environmental exposure, its intrinsic value drivers, or the hidden variables that compound silently over time.

The risks that cost buyers the most are found in council planning overlays. In body corporate records that reveal undisclosed levies. In environmental designations that limit development potential. In development applications that haven't yet reached the advertising phase. In structural activity a standard inspection cannot detect without opening walls.

**The sales agent works for the vendor.** Their fee is paid by the vendor. Their obligation, legal and professional, is to achieve the highest possible price for the vendor. They are not your adviser. Every buyer who enters a negotiation without independent representation enters it at a structural disadvantage.

## A real example of what that disadvantage costs

A retired couple spent twelve months searching independently for an acreage property in the Sunshine Coast hinterland. By the time they contacted me, they were exhausted. Emotionally invested. They found a property they loved, became attached, and faced an experienced agent with a deliberately inflated price guide and no professional counterparty to establish market position.

They overpaid by **\$200,000**. Not in a competitive scenario. Not under time pressure. Simply because emotional attachment met information asymmetry, and there was no buffer between them and the process.

My engagement fee would have been a fraction of what they lost.

## WHAT EACH CATEGORY COSTS

# Risk has a price. Here is **what it is.**

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### **Bushfire Attack Level (BAL) Compliance**

**COST EXPOSURE: \$80,000 – \$200,000+**

Properties in mapped bushfire hazard areas carry ongoing construction obligations. If you undertake major renovation or extension, you must bring the dwelling to current BAL standards. BAL-FZ (Flame Zone) is the highest risk designation. Understanding this before exchange allows you to factor true development costs into your negotiation.

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### **Zoning and Planning Use Restrictions**

**COST EXPOSURE: \$50,000 – FULL ACQUISITION LOSS**

In Noosa, Short-Term Accommodation (STA) is not a right attached to every property. It requires an existing licence. New approvals are rarely granted. Buyers purchasing on the assumption of STA, dual occupancy, or subdivision rights without confirming zoning face immediate and total financial loss.

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### **Environmental Designations**

**COST EXPOSURE: \$50,000 – \$150,000**

Flood overlays, riparian buffers, and habitat protection designations restrict what you can build in the future. They do not appear on a standard title search. They require deliberate interrogation of council mapping and state government databases.

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**Hidden Development Impact**

**NEGOTIATING LEVERAGE: \$50,000 – \$300,000**

Approved or lodged development applications near your target property can materially affect its value through view obstruction or amenity loss. They are on public record. They are not disclosed by agents. Finding them requires deliberate research, and creates documented leverage for renegotiation.

**Structural and Pest Risk**

**COST EXPOSURE: \$25,000 – \$100,000+**

Standard inspections are non-invasive. Termite activity, moisture ingress, and structural compromise exist behind walls and beneath floors. Where any indicator is flagged, invasive investigation before exchange is the correct response, not reassurance from the agent.

**Legal and Body Corporate Exposure**

**COST EXPOSURE: UNQUANTIFIABLE**

Unfunded capital works, unresolved defect litigation, undisclosed levies, insurance shortfalls. The cost of inheriting undisclosed legal exposure in a strata property has no reliable ceiling. The correct forensic outcome is a decision not to proceed.

WHAT WE ACTUALLY INVESTIGATE

# Three pillars of forensic risk

PILLAR ONE

## Statutory Variables

*What the planning framework permits, and what it restricts.*

- **Secondary dwelling GFA cap (65m<sup>2</sup>)** applies to certain Noosa residential lots. Affects granny flat and addition potential. Must be confirmed before exchange.
- **STA (Short-Term Accommodation) approvals** property-specific in Noosa, not zoning-based. Sunshine Coast rules are different. Verify before purchase.
- **Setbacks, height limits, impervious surface ratios** vary between planning schemes and can limit development potential if misunderstood.
- **Sales agents are not planning consultants.** Their knowledge is limited to what is relevant to the current sale. Forensic statutory review must be conducted independently.

PILLAR TWO

## Environmental Debt

*The liabilities that exist before you take possession.*

- **BAL ratings** determine construction standards, insurance conditions, and refinancing eligibility. BAL-FZ carries the most significant restriction profile.
- **OSSF (onsite sewage) systems** aging systems create significant liability for incoming buyers. Condition is rarely disclosed in marketing materials.
- **Riparian buffers and waterway setbacks** restrict development within defined distances from waterways. Not apparent from site inspection.
- **Bore water and irrigation rights** require specific investigation on acreage properties where water access is central to intended use.

**PILLAR THREE**

## **Intrinsic Value**

*What the property is actually worth, not what it is listed for.*

- **Orientation and solar access** material effect on liveability, energy performance, and resale value in the Noosa and Sunshine Coast climate.

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- **Aerial and cadastral audit** reveals encroachments, access anomalies, and boundary discrepancies not apparent from a site inspection.

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- **Council development records** history of DAs, approvals, refusals, conditions. Reveals prior non-compliance, unapproved works, conditions attached to existing structures.

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- **Proximity development mapping** approved applications within a defined radius that affect value. In the public record. Never proactively disclosed.

REAL ACQUISITIONS. REAL OUTCOMES.

# What forensic investigation finds.

## CASE STUDY 01. NOOSAVILLE

### Water Damage → Staged Invasive Investigation → Vendor-Funded Remediation with Full Documentation

Standard inspection flagged significant water damage at the shower. No active termites. No visible structural damage. Most buyers would have walked away from the risk. The report was clean on termites.

But I knew termites had been active in the area and neighbouring properties had been treated. When a colony is disrupted by treatment, survivors displace, they move toward damp timber. A wet shower cavity on an adjacent property is exactly the kind of signal a displaced colony responds to.

**Staged invasive inspection.** First: cut-outs through the plaster revealed a dormant dead termite nest near the shower. Second: plasterboard removed progressively at sellers' expense to trace damage to its edge. Third: building inspector returned independently to verify the stopping point.

The damage did not extend into the roof or the next room. It stopped exactly where the biology said it should.

**Negotiation structure.** Walls stayed open throughout remediation. My team verified every damaged timber being replaced. All affected framing removed. Shower base, waterproofing, and fixtures replaced. Licensed trades, builder warranties, and all certificates provided. Contract stayed conditional until every item was in place. The agreed price held, no opportunistic renegotiation.

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**Remediation cost (~\$28,000): borne entirely by sellers. Clients settled with a new bathroom, zero termite liability, and a builder's warranty on every repair.**

**CASE STUDY 02. NOOSA HEADS**

**Quietly-Listed Apartment → Planning Research → \$300,000 Below Vendor Position**

A Noosa Heads apartment that never appeared on realestate.com or Domain. Quietly listed. Not marketed in the building. Other residents unaware it was for sale. The sale process was deliberately low profile.

Beautiful long views out to the north shore and across Laguna Bay. Holiday-let approved. Vendor position over \$3,000,000. If a negotiated sale didn't succeed, the fallback was auction.

Before I spoke about price, I ran the research. Council planning history. Court registers. Any development applications affecting the property or view corridor.

Found one. It wasn't easy to find. A development approval, already granted, for a building in the apartment's view corridor. The scale had been kept intentionally quiet. Elevation plans on the public record confirmed the development would materially affect a partial portion of the long view the apartment was priced to reflect. Neither the selling agent nor the vendor was aware.

I presented documented evidence before any price was on the table. A genuinely tough negotiation. The vendor needed time to absorb the implications of the approval, and how that finding would affect any broader pricing conversation once it became widely known.

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**Secured at approximately \$2,725,000. Around \$300,000 below the vendor's position. This was not a story of misrepresentation, the vendor and agent genuinely didn't know. The information was in the public record the entire time.**

## VENDEE ELITE PROPERTY ACQUISITION PROTOCOL

# Nine steps.

## Zero assumptions.

## PHASE 1. THE STRATEGIC SETUP

- 01 Personalised Acquisition Strategy**  
*Defining clinical parameters before search begins*
- 02 Lifestyle & Asset Alignment**  
*Ensuring the target asset aligns mathematically and emotionally*
- 03 Off-Market & Pre-Market ID**  
*Capturing the 30–40% already under contract before portals go live*

## PHASE 2. THE TACTICAL FILTER

- 04 Strategic Shortlisting**  
*Applying VEPAP filters to eliminate retail noise*
- 05 Market Analytics**  
*Deep-data synthesis against live micro-market trends*
- 06 Adversarial Negotiation**  
*Shifting the power dynamic away from the selling agent*

## PHASE 3. THE TECHNICAL EXECUTION

- 07 Technical Risk Audit**  
*Forensic deep-dive: planning overlays, structural integrity, environmental constraints*
- 08 Settlement Oversight**  
*Managing capital transition with clinical precision*
- 09 Post-Acquisition Integration**  
*Moving the asset into portfolio and Succession Vault*

This is not standard due diligence. **This is forensic acquisition protocol.**

YOUR NEXT STEP

# The question is not whether you can afford it. It is whether you can afford **not to.**

The risks that cost buyers the most are invisible until they are expensive. This index shows you what those risks look like, what they cost, and why standard due diligence misses them.

Your next step is an **Asset Acquisition Strategy Briefing** a no-obligation working session where we map your acquisition criteria, identify what the full market looks like (including what isn't publicly listed), and determine whether Vendee's engagement model is the right fit for your situation.

There is no pressure and no obligation. It is simply the most useful hour most buyers spend before they start seriously searching.

BOOK YOUR BRIEFING

[vendee.com.au/schedule-session/](https://vendee.com.au/schedule-session/)



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