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THE VENDEE ELITE PROPERTY ACQUISITION PROTOCOL

# VEPAP

Nine steps. Three phases. The methodology Vendee applies to every acquisition.

VEPAP is not a process; it is a discipline. Every property acquired through Vendee passes through the same nine steps in the same order. Every shortlisted property carries a written assessment. Every negotiation runs on a documented strategy. Every settlement is project-managed to completion.

The protocol was authored by Amanda Conroy and is the operating standard for Vendee Property Buyers. What follows is the public-facing description of each step.

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THREE PHASES

PHASE 1

## Strategic Setup

Mandate documented, alignment confirmed, off-market pipeline activated.

PHASE 2

## Tactical Filter

Shortlisting, market analytics, adversarial negotiation. Where representation work compounds buyer outcomes.

PHASE 3

## Technical Execution

Risk audit, settlement oversight, post-acquisition integration. The disciplines that protect the acquisition.

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— PHASE 1 · STRATEGIC SETUP

# 01

## Personalised Acquisition Strategy

*The Human Handshake*

Amanda establishes the acquisition mandate: budget, asset class, timeline, non-negotiables. No property searching commences until the mandate is documented and agreed in writing. This step prevents the most expensive mistake in property acquisition: searching without a clear definition of success.

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*Every property thereafter is judged against the mandate. The mandate is the contract between buyer and Vendee.*

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— PHASE 1 · STRATEGIC SETUP

# 02

## Lifestyle and Asset Alignment

*The Emotional Anchor*

The acquisition mandate is cross-referenced against the buyer's actual use case. Investment capital, owner-occupation, semi-retirement, and interstate relocation each produce different optimal acquisition targets. The mandate gets refined or, where required, redirected.

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*A clear-eyed view of what the property is actually for. Often this is where the brief sharpens.*

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— PHASE 1 · STRATEGIC SETUP

# 03

## Off-Market and Pre-Market Identification

*The Sovereign Advantage*

The mandate activates Vendee's off-market pipeline. Agency principals, private vendor networks, and known sellers not yet listed are contacted before any public market search is conducted. Approximately 30% of quality stock in this market never reaches public portals. Vendee operates inside that channel.

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*The portals show you the leftovers. Step 3 is the access to what moves before the listing flow.*

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— PHASE 2 · TACTICAL FILTER

# 04

## Strategic Shortlisting

### *The Curation*

Properties that reach the shortlist have passed initial mandate alignment. Amanda presents each one with a written property assessment, not a forwarded listing link. Comparable sales, planning context, and acquisition viability all assessed before the shortlist arrives.

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*Every property in the shortlist comes with the comparables, the planning context, and a defensible written assessment. Time spent on inspection becomes time well spent.*

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— PHASE 2 · TACTICAL FILTER

# 05

## Market Analytics

### *The Forensic Lens*

Each shortlisted property is assessed against verified comparable sales data, land value benchmarks, and forward-looking demand indicators. Recent sales evidence, council planning history, sale velocity in the immediate area, and rental yield potential where applicable. This is what determines whether a vendor's asking price is supportable.

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*Your offer reflects evidence, not emotion. You walk into negotiation with proof.*

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— PHASE 2 · TACTICAL FILTER

# 06

## Adversarial Negotiation

*The Vendor Cannot See What Vendee Sees*

Amanda negotiates as an adversary to the vendor's position. Price, settlement, inclusions, and special conditions all assessed and deployed strategically. The selling agent never receives information from the buyer directly. All communication channels through Vendee. A buyer's emotional state cannot be weaponised by an agent who cannot see it.

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*Step 6 is informational asymmetry, deployed in the buyer's favour.*

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— PHASE 3 · TECHNICAL EXECUTION

# 07

## Technical Risk Audit

*The Forensic Risk Index in Practice*

Independent building and pest inspection, title search, overlay review, flood and bushfire mapping, strata records, and specialist assessments as required. Body corporate disclosure analysis. Council planning archive review. No property proceeds to contract without a clean technical assessment. Where risks are identified, they are quantified and either negotiated out, structured around, or used as the basis for walking away.

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*The risks you face are the ones you've decided to accept. Not the ones you didn't see.*

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— PHASE 3 · TECHNICAL EXECUTION

# 08

## Settlement Oversight

### *The Final Discipline*

Finance tracking, conveyancer coordination, pre-settlement inspection, and final confirmation. Every condition tracked. Every deadline managed. Where remediation is part of the agreement, the contract stays conditional until every certificate is in place.

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*Most settlements fail in the 60 days between contract and keys, not at the offer. Step 8 is the project management of that window.*

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— PHASE 3 · TECHNICAL EXECUTION

# 09

## Post-Acquisition Integration

*The Long Relationship*

Property management referrals, trade connections, and strategic hold or exit guidance available to every client after settlement. Vendee remains a resource for property questions, market intelligence, and the next acquisition when the time comes.

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*Your acquisition is the start of integration. Not the end of a transaction.*