

Negotiating And Accepting An Offer



Property knowledge and excellence in service are the cornerstones of our business and we believe our relationship does not end with the sale of our property but is merely the beginning of a long term association based on our commitment to achieving the best results for you in all your property dealings.

Negotiating And Accepting An Offer

Your Colliers International agent will facilitate all aspects of the negotiation process. They will present all offers in writing, leaving you with the option to accept, or provide a counter offer. If the buyer does not accept your counter offer, they have the right to withdraw their original offer.

When deciding on an offer, you should also consider settlement date, suitability of deposit and whether terms/finance are arranged. Your Colliers International agent will be able to provide advice on such considerations.

Found A Buyer, What Now?

Private: Once you have reached an agreed selling price with the buyer, you need to sign the contract. The buyer pays a deposit, usually 10%, with the balance to be paid on settlement date.

Auction: With auctions, there is no cooling off period. The deposit is paid and the contract signed on the fall on the hammer.

After, the contract is unconditional, it is legally binding and the process of transfer can begin. A solicitor or conveyancer usually handles the transfer with stamp duty (if applicable) being paid by the buyer. On settlement day, the keys are handed over to the buyer and the property becomes their responsibility, thus it is important to note that until settlement day, you are responsible for insurance etc.

(The legal process varies in each State, so consult with your solicitor and your Colliers International agent).

After The Sale

With your property sold, Colliers International will supervise all legal and financial matters to ensure everything proceeds smoothly.

Our attention to detail and follow-up service provides you with support and feedback right through to settlement.

We are happy to assist you with locating another property, recommending movers and suggesting items to be organised for your new property - such as gas, electricity, post, telephone etc.

We remain at your service until every matter is finalised.



Our Knowledge is your Property