Bateman Battersby
LAWYERS

Step By Step Guide to Selling Residential Real Estate

A. AT AUCTION

B. PRIVATE TREATY (With Cooling Off Period)

C. PRIVATE TREATY (Without Cooling Off Period)

Contact Bateman Battersby to prepare your Contract for Sale AND apply for your ATO Tax Clearance Certificates and if applicable a Swimming Pool Compliance Certificate. *Please note* current legislation prohibits your property being marketed for sale unless a Contract for Sale has been prepared.

Sign contracts after successful Auction. Purchaser pays the full deposit.
(No Cooling off Period)
VENDOR AND PURCHASER LOCKED INTO SALE

Negotiate price with Purchaser and sign contract with your estate agent. Purchaser pays required initial .25% deposit and agent exchanges contracts.
VENDOR LOCKED INTO SALE
PURCHASER HAS COOLING OFF PERIOD

Negotiate price with Purchaser. Contract issued to Purchaser's legal representative.

Purchaser obtains inspection reports, finance approval and has their legal representative review and negotiate contract.

You sign contract with Bateman Battersby

Purchaser obtains inspection reports, finance approval and their legal representative reviews and negotiates any variations to contract.

Purchaser rescinds the contract before cooling off period expires and forfeits initial .25% deposit

OR

Purchaser pays balance of deposit before cooling off period expires.
PURCHASER LOCKED INTO SALE

Bateman Battersby exchanges Contracts and Purchaser pays the full deposit.
(Cooling off period waived by purchaser)
VENDOR AND PURCHASER LOCKED INTO SALE

Arrange Discharge of Mortgage (if any) AND respond to requisitions (if any) raised by Purchaser's legal representative

Arrange Settlement with Purchaser's legal representative and discharging mortgagee (if any) AND confirm distribution of sale proceeds

Purchaser arranges final inspection of property and Vendor hands keys to estate agent

SETTLEMENT

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