

# SELLING TO A DEVELOPER?

an insight into

# SUPERHERO LOTS

The NSW State Government is **rezoning** areas close to Transport hubs, and you may be sitting on a gold mine.

Developers are looking to maximise the developable areas of land and are persuading owners of adjoining blocks to sell up in one transaction by offering up to **three (3) times** the value of their property.

## Deed of Agreement:

To consolidate collective interest and ensure a smooth transaction; homeowners can opt to enter a Deed of Agreement in order to: -

- Balance the interests of all home owners (price, timing, obligations etc.);
- Set out minimum requirements for the key issues raised by participants;
- Divide expenses and liabilities; and
- Legally bind participants

# 01

Prior to  
*Selling*

## Selecting an Agent for Negotiation:

If you are not selling directly to a Developer you will need to consider appointing an agent to assist in the negotiation and marketing of your property.

Due to the magnitude of the deal, you will need to engage an expert with experience and a network of Developers in order to broker the best deal for you.

Negotiations are challenging, so ensure the playing field is as level as possible!

Select an agent who has experience negotiating multi-million dollar deals, not someone who is used to dealing with mums & dads. This is a commercial transaction!

# 02

Entering  
the **MARKET**

## Sale:

If the Contracts are conditional on rezoning or D.A., the settlement period can be quite lengthy.

Developer will often opt to enter an "Option to purchase" arrangement where a non-refundable option fee is paid and contracts are exchanged and the full deposit is paid following the relevant triggering event.

As the property is being sold with other properties, each Contract of Sale should have an inter-dependency clause making sales conditional upon the successful settlement of all participating home owners.

# 03

Completing  
the **SALE**

The home owners will need to seriously consider what their plans for the future are and how to maximise the windfall.

KREISSON can put **you** in touch with skilled professionals who can make the transaction run as smooth as possible.

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