COMMERCIAL CONVEYANCING ROADMAP – PRE-SALE

Property is listed for sale
(either with an agent or privately)

Prospective buyer found & an offer is made.

Speak with your trusted professionals - e.g., your accountant to determine capital gains implications, and your lawyer regarding things to consider in relation to the transaction so you can be best placed to protect your interest.

Contract of sale is prepared (either by your real estate agent, or your lawyer). This is where you should provide all documents associated with existing leases, service & other agreements in relation to the property.

Have your lawyer review the proposed contract and prepare any special conditions to ensure there are no faults or defects with the contract.

Once the terms have been agreed on, the buyer will sign the contract.

Seller signs the contract in agreement.

Contract is fully executed, Congratulations