

Buying a residential property in South Australia

HOW DOES IT WORK?

Making an offer is the starting point to purchasing a residential property and is governed by the rules and regulations of the Land and Business (Sale and Conveyancing) Act 1994. It can be a highly emotive time, especially when negotiations are conducted under competitive pressure, with time constraints. We are here to guide and assist you through this process. Please refer to the “TOOP+TOOP Negotiation Process” in this booklet. This is TOOP+TOOP’s recommended process but the Vendor can instruct us at any time regarding their preferred sale process.

LEGISLATION

TOOP+TOOP have a relationship created at law with the Vendor under a Sales Agency Agreement. We, as agent for the Vendor, must therefore act specifically in the Vendor’s best interest and in accordance with the law. However, we believe in working together with the Vendor and prospective purchaser, we can deliver the best outcome for both parties. At TOOP+TOOP, all our Sales Partners are qualified, experienced, continuously trained and are therefore able to best assist you to navigate through this contractual process. As TOOP+TOOP act in an agency relationship with the Vendor, we are merely the conduit of information between the buyer and the seller. A legal relationship is formed once a fully executed contract is completed. From the date of contract, the Vendor and Purchaser will have legal obligations to each other.

THE NEXT STEPS

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WHAT TO EXPECT

Your TOOP+TOOP Sales Partner will communicate your offer, along with any other offers, to the Vendor. If your offer is of interest to the Vendor, you will be required to complete a Contract of Sale Document.

HOUSE TO SELL?

Be sure to have one of our Sales Partners inspect your home as early as possible in your purchase process. It helps our Vendor to know that you have taken your offer seriously.

FINANCE

TOOP+TOOP has direct access to up-to-date finance advice through Funding Options. Use this resource to optimise your finance or to check your existing arrangements. Call Funding Options Managing Director Dom Cassisi on 0407 797 249.

INVESTORS

If you are an investor, please be sure to chat to Suzannah Toop on 0413 594 285 or one of her team to best optimise your rental return.