

# OSBORNES

— LAWYERS —

Eight ways Osbornes Lawyers  
adds value to your property sale



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## 1. Choosing an agent

One of the most important decisions you will make in selling your property is appointing a real estate agent.

There are lots of things to consider when selecting and appointing an agent. We can provide some useful tips about how to go about this and you should talk to us before you make a final decision about which agent you choose.

The selling agency agreement you sign is an important document. We can review the agreement before you commit to an agent and often we are able to negotiate better terms.

## 2. Selling by private treaty or at auction

Another critical decision to make is whether to sell by private treaty or at auction.

When selling at auction your prime goal is to have as many genuine bidders as possible. Auctions can be stressful for a seller. Osbornes helps throughout the process by giving you advice about how to go about setting the reserve, and what to expect on the auction day.

When selling by private treaty the contract must be commercially acceptable to the buyer. Usually it is critical that exchange occurs quickly after sale terms have been agreed.

The contract for sale can directly affect people's willingness to bid for a property. We can write a contract that doesn't turn off buyers, provides them with the essential information they need about the property and is not detrimental to you as a seller.

## 3. Undertaking vendor's due diligence

At Osbornes Lawyers we routinely undertake a vendor's due diligence. This means that before the selling process begins we ask the questions that we know a purchaser (or their lawyer) will ask, so that issues that are likely to arise can be identified from the outset. We can help you develop strategies for dealing with these issues rather than have them arise at a critical stage of the selling process and possibly affecting the sale.

Our vendor's due diligence covers these areas:

- Disputes
- Notices
- Legality of structures
- Capacity

## 4. Taxes

Tax laws are constantly changing. In the recent past there have been some major amendments to the law that directly affect most vendors in New South Wales.

At Osbornes Lawyers we have a clear understanding of how both federal and state tax law affects the conveyancing process. This includes CGT Withholding and Land Tax.

We discuss the tax position with you at the outset so you won't have any surprises, problems or delays when it is time to settle.

## 5. Extensive experience combined with a practical and sensible approach

During a conveyance transaction, sometimes issues will arise that cannot be avoided, even with the best foresight.

All our conveyancing staff has extensive experience that has been earned over many decades. We conduct every conveyancing transaction with knowledge that can only be gained over time.

We always provide practical and sensible advice with the aim of reaching a commercially reasonable solution. We endeavour to diffuse and not inflame. We apply our expert knowledge and vast experience in making sure your interests are the priority.

## 6. Keeping in touch

We keep you updated with any developments and advise you as to when and what you are required to do. You will be dealing with the same person in our firm on most occasions, and they will have an intimate knowledge of your transaction.

## 7. Simultaneous settlements

A simultaneous settlement is where you are settling your sale at the same time that you settle the purchase of another property. This can often be very stressful because you have to vacate one property and wait for the settlements of the sale and the purchase to occur before you move to your new property.

We are extremely competent at arranging simultaneous settlements. We will talk to you about the extra considerations to take into account to see your sale and purchase settle on time and without last minute hiccups.



## 8. Positive experience

Buying and selling property is for most people not something they do very often, and for many it is the most significant commercial transaction they undertake.

We strive to make the whole process a positive experience for you.

All our conveyancing clients are dealt with respect and courtesy, and everyone receives the same high professional standard of care.

## About Osbornes Lawyers

Osbornes Lawyers is a boutique law firm specialising in property and commercial law for businesses and individuals.

The team of senior lawyers has decades of experience negotiating commercial property transactions. We also cater to individuals who are buying and selling homes, or require personal advice for wills, probate and estate law.

Our firm culture is based on a small team of experts who give advice across a range of complex commercial and personal legal issues.

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