

# A BUYER'S GUIDE TO DEADLINE SALES

## How to Prepare, Submit, and Succeed

### WHAT IS A DEADLINE SALE?

A deadline sale is a property sales method where buyers are invited to submit their best offer by a specific date. There's no set asking price, which means you'll need to determine what the property is worth to you. The seller may choose to negotiate with one or more buyers or accept an offer outright. Deadline sales create a sense of urgency and encourage competitive offers, so it's essential to be well-prepared. This guide will help you submit an offer that stands out while minimising risks.

### GET YOUR FINANCES SORTED



### SPEAK WITH YOUR MORTGAGE ADVISER

- Share all the property documents (such as the LIM report and Title) with your adviser so they can vet the property for the bank.
- Let them know you'll need to submit a competitive offer and ask how much time they'll need to secure unconditional approval.
- If your bank has specific requirements or questions about the property, encourage your adviser to reach out to us directly for clarification.

**WHY IT MATTERS:** Sellers love unconditional offers, so having your finances ready gives you a huge advantage on deadline day.

### CHECK THE CONDITION OF THE PROPERTY

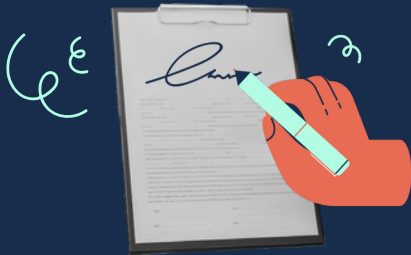


### DO YOUR DUE DILIGENCE

- Many vendors provide a building report to help with enquiries—review it thoroughly. Do you know someone who could inspect the property and advise you on its condition?
- You might even consider getting your own independent building report for peace of mind.

**WHY IT MATTERS:** A clean offer without a building condition clause is far more appealing to a vendor. Completing your checks before the deadline makes your offer stronger and reduces the risk of complications later.

## GET YOUR SOLICITOR INVOLVED EARLY



## HAVE THE KEY DOCUMENTS REVIEWED

- Your solicitor should look over the LIM, Title, and Sale and Purchase Agreement before you make an offer.
- If you're considering an unconditional offer, let them know so they can advise you appropriately.
- Keep in mind your solicitor is there to point out every potential risk with a property - that's their job.

## MAKE YOUR OFFER STAND OUT



## HOW MUCH SHOULD YOU OFFER?

- Research recent sales in the area for a sense of the market value
- Think about what your bank will lend and, more importantly, what you're prepared to pay.
- Ask yourself this question: \*If the owner accepts an offer that's just \$1,000 higher than mine, will I regret it?\*

TIP: You might only get one shot at the property, so make your offer count.

## CAN I SUBMIT AN OFFER BEFORE THE DEADLINE?



It's possible, but we recommend using the time before the deadline wisely. Focus on making your offer as clean and attractive as possible by following the steps above. A rushed offer with conditions may not be as competitive as a well-prepared unconditional one submitted closer to the deadline.

Deadline sales are competitive, but with the right preparation, you can give yourself the best chance to secure the home you want. Work closely with your mortgage adviser, building inspector, and solicitor to minimise risks and put your best foot forward. Remember, sellers are drawn to certainty, so a clean, unconditional offer will always make a strong impression. If you have any questions or need assistance, we're here to help.

CONTACT US

Good luck!

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