



What is negotiation in real estate?

#1. Organizing your offer

Regarding the vendor

Terms and conditions

#2. Set yourself up for real estate negotiation

Identify the benefits you want

Maintain a simple approach

Try not to give the figure first

Make the vendor aware of the advantages

Consider things from different perspectives

#3. Prepare a feasibility report before making a purchase

Checklist for real estate negotiation

Schematic structure

Profit potential

Rental income potential

#4. Important considerations before making an offer

The buyer's name

Name of the seller

The legal description of the subject property

Buying price

The deposit

The settlement date

Due diligence period

Settlement extension

Shared settlement costs

Seller warranties

#5. Tenders for your property

Formal real estate tenders

Informal real estate tenders

Calls for proposals

How do you get a tender?

#6. Securing the rights to development

Benefits of the development rights agreement

The property's worth

The duration of the contract

The rate of interest

The funding for development

#7. Obtaining an option

Benefits for the developer

Top property negotiation techniques



Summary