

Understanding the Property Offer Process

A **simple** guide to help you move forward with clarity and confidence

Buying a property is an exciting milestone, but the offer stage can feel confusing and stressful — especially for first-time buyers.

At **EduPath Finance Solutions**, we believe that understanding the process reduces stress and empowers you to make informed decisions. This guide outlines what happens when you make an offer, so you can move forward with confidence.

Step 1: Making an Offer

✓ **Make an Offer on the Property**

You can make an offer verbally or in writing.



What your offer usually includes:

- *Purchase Price* – The amount you are offering
- *Finance Condition* – Subject to loan approval
- *Building & Pest Inspection* – Protects you from hidden issues
- *Settlement Period* – e.g., 30, 45, or 60 days
- *Special Conditions* – Any additional terms



Tip

A written offer shows stronger commitment, especially in a competitive market.



Important

At this stage, the offer is NOT legally binding.

Step 2: Agent Presents the Offer

✓ The Sales Agent Presents Your Offer



What the agent must do:

- Present your offer to the seller
- Clearly explain the price and conditions
- Pass on all offers received (unless instructed otherwise)



Tip

You can start with a verbal offer, but it's best to follow up quickly in writing.

Step 3: Negotiation Stage

✓ Negotiation Between Buyer and Seller



What may happen:

- The seller may **accept, reject, or counteroffer**
- Price and conditions may be negotiated
- Multiple rounds of negotiation can occur

Example:

You offer \$700,000 → Seller counters \$730,000 → You agree at \$715,000



Tip

Stay flexible and focus on both price and conditions, not just the number.

Step 4: Agreement Reached

✓ Buyer and Seller Agree on Terms



What happens at this stage:

- Both parties agree on the price and conditions
- The agent prepares the contract of sale
- The contract is provided to the buyer for review



Tip

This is your opportunity to review all terms carefully before signing (**seek legal advice**)



Important

An agreement (even verbally) is not legally binding until contracts are signed and/or exchanged (depending on the state).

Step 5: Buyer Signs the Contract

✓ Buyer Signs – Formalising the Offer



What happens at this stage:

- The buyer signs the contract, making it a formal written offer
- The signed contract is submitted to the seller



Tip

Your solicitor can review the contract and explain any risks, conditions, or special clauses before you proceed.



Important

Only sign the contract after receiving advice from your solicitor or conveyancer.

Step 6: When the Contract Becomes Binding

✓ Contract Becomes Legally Binding



When does this happen?

- Timing varies depending on the state
- In some states (e.g. New South Wales), this occurs when contracts are formally exchanged
- In other states (e.g. Queensland), this occurs when the signed contract is communicated back to the buyer



What happens after it becomes binding:

- Both parties are legally committed to the transaction
- The buyer is required to pay a deposit (typically 5% or 10%, depending on negotiation)



Important

Once the contract is binding, there may be financial penalties if you withdraw.

A Final Word from EduPath Finance Solutions

Buying a home is more than a transaction - it's a **life decision**.

With the **right** advice and support, you can move forward with clarity, confidence, and peace of mind.

Disclaimer: The information provided is intended for educational purposes only. It does not constitute financial or legal advice. Please consider your individual circumstances and seek appropriate professional advice before making decisions.

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