



CPD COURSES

Castle Hill
Sales or Prop Mgmt
Fri 7th Mar

Castle Hill
Commercial & Retail
Sales & Leasing
Thu 13th Mar

Sydney
Sales or Prop Mgmt
Fri 14th Mar

Wagga Wagga
Sales & Prop Mgmt
Tue 18th Mar

Albury
Sales & Prop Mgmt
Wed 19th Mar

Mudgee
Stock & Station or
Sales & Prop Mgmt
Thu 27th Mar

Sydney
Business Broking
Wed 2nd Apr

Orange
Sales & Prop Mgmt
Fri 4th Apr

Buying off-the-plan

At many of our CPD courses, salespeople are continually raising the issue of buying properties off-the-plan, meaning that people are purchasing a property before the building has been constructed. Most times, these style of purchases occur in strata units, community title estates or retirement village homes. The most concerning issue for many purchasers is that they are not able to view and assess the finished product, prior to making a decision.

When purchasing property off-the-plan, the buyer usually pays a deposit to secure the property, with the balance payable upon settlement. The settlement date may be a long time in the future and many purchasers have difficulty in understanding the complete process for this style of purchase.

As an agent, you need to be sure to disclose all information to purchasers in relation to the building of the property, this includes providing all information in relation to the fixtures and fittings, proposed strata levies, amount of deposit and how it will be secured during the building process. The disclosure of this information falls within the legislative requirement for the disclosure of all material fact about a property.

NSW Fair Trading has published information on its website in relation to the purchase of off-the-plan property. If you are selling an off-the-plan development, it may be useful to adapt some of this information into a brochure for potential purchasers.

One of the major issues that a purchaser usually has with an off-the-plan purchase is understanding the contract for sale. You should always recommend to your purchaser that they have the contract checked and that they obtain legal advice in relation to their specific situation and the purchase of the property.



Stock & Station Agency Practices Course

for existing Real Estate, Strata and
Business Broking Licensees

Please register your interest in attending this course
to be held mid - late March. Ring **1300 88 48 10**



www.acop.edu.au

**CPD
2 HOUR
BREAKFAST
SEMINARS**

Full 12 points!!

**Parramatta
Strata**

Thu 6th Mar

Castle Hill

Sales/Prop Mgmt

Tue 11th Mar

Campbelltown

Sales/Prop Mgmt

Wed 12th Mar

Parramatta

Sales/Prop Mgmt

Fri 21st Mar

Newcastle

Sales/Prop Mgmt

Tue 25th Mar

Sydney

Sales/Prop Mgmt

Evening Course

Tue 25th Mar

Sydney

Strata

Thu 27th Mar

Dubbo

Stock & Station or

Sales/Prop Mgmt

Fri 28th Mar

Sydney

Sales/Prop Mgmt

Tue 1st Apr

Some of the questions that a purchaser may ask an agent include:

- Are there any penalties for withdrawing from the contract
- Can changes be made to the finishes
- Can changes be made to the type of inclusions such as stoves and dishwashers or floor and wall tiles
- Can the purchaser visit the site during construction
- If the building is finished early, is settlement brought forward
- If the building is delayed, what happens
- Is the deposit secure if the building doesn't proceed
- Can the property be on-sold during the construction period

If you don't know the answers to these types of questions, you should clarify with the developer and/or their solicitor to ensure that the information that you are passing on to the potential purchasers is accurate and reflects the contract.

Other issues that purchasers may raise when considering the purchase of an off-the-plan property is the insurance for the building. The builder is required to take out home warranty insurance for residential building work valued over \$20,000. The exception to this requirement is for the construction of new multi-storey buildings built after 31 December 2003. A multi-storey building is a building of more than three storeys (not including the car park) and containing two or more dwellings. Exemptions also apply to certain types of retirement villages.

All other residential building work that is not exempt must have home warranty insurance cover in place and a copy of the certificate of insurance must be attached to the contract of sale. The certificate is to show that the necessary insurance has been taken out by the builder.

The insurance is required to insure the buyer against:

- the risk of non-completion of the work, and
- breach of statutory warranties relating to the work.

However, a developer who sells a non multi-storey strata unit off the plan is exempt from attaching a certificate of insurance to the sale contract, but only if the building work has not yet commenced and the contract informs the buyer that:

- the developer selling the property does not need to give a certificate of home warranty insurance if the building work has not yet started
- the law requires there to be home warranty insurance in place for the building work before commencement of the work
- the developer is required to give the buyer the certificate of home warranty insurance within 14 days of the insurance being taken out
- the buyer can cancel the contract of sale if the home warranty insurance certificate is not provided within 14 days of the insurance being taken out.

CERTIFICATE OF REGISTRATION COURSES

Port Macquarie

(Dist Ed + 1 day workshop)

Tue 4th Mar

Parramatta

Mon 10th – Wed 12th Mar

Wagga Wagga

(Dist Ed + 1 day workshop)

Mon 17th Mar

Sydney

Mon 17th – Wed 19th Mar

Albury

(Dist Ed + 1 day workshop)

Thu 20th Mar

Sydney

(Dist Ed + 2 day workshop)

Sat 22nd – Sun 23rd Mar

Gosford

(Dist Ed + 1 day workshop)

Wed 26th Mar

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Wed 5th - Fri 7th Mar

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Wed 12th - Thu 13th Mar

Selling off-the-plan property is a specialised area of sales and an agent must ensure that they have extensive information about the property, the building and the developer if you hope to be successful in this type of sale. As well as the usual provision of information to potential purchasers, you will need to understand that the finished product may be different from the purchaser's expectations of the property. This is a difficult process to manage, and relies heavily on the provision of information that you give at the commencement of the sales process.

Personally, I am an off-the-plan convert and believe that off-the-plan purchases have great opportunities for both the agent and the purchaser. Undertake discussion with your developer (vendor) and ensure that they have given you **ALL** of the information that you need and make sure that the developer understands your process of disclosure to potential purchasers. So.....good luck if you are selling this type of product and always remember that disclosure of information to the purchaser is always the best option.

Til next time,

Wishing you every success in your business ventures,

Rosy Sullivan

News from the Office

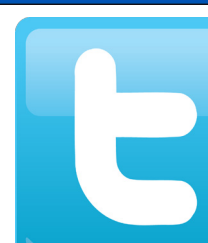
We would like to welcome our new staff member Dominique, who will be working in accounts and student administration – John is looking forward to having a new assistant.

All of the staff are excited about the addition of the new training program for the Diploma of Management qualification. This is being offered in 16 evening sessions and the students who have already enrolled to commence the program in late March are from a wide variety of industries which will create interesting and spirited discussions that will enhance their learning. If you are interested in joining this group, please contact us.

Rosemary spent a few days on the far north coast conducting real estate and strata CPD training in both Ballina and Tweed Heads. After running 3 full courses, she returned to more training in the office where she ran an evening CPD for those people who have limited time available in their work days.



Social Media



From the office continued.....

John (the old grey one) and George have just returned from another successful week in Melbourne where they offered both the estate agents licensing program and the agents representative training.

Rosy has been out on the road this week, travelling to Jindabyne to conduct training and then on to Canberra before returning to an extremely busy office. She noticed the dryness of the country on her travels and we all hope that the rain that we are experiencing in Sydney at the moment is reaching the country areas where it is dearly needed.



**Sir Lernalot is
arriving soon!**


Is it Time You Upgraded to Your Licence?

ACoP runs a Fast Track program which, in conjunction with Recognition of Prior Learning (RPL) assessment, will enable you to complete your Real Estate Licence qualification in 5 days with take home assessments.

We will also assist you with completion and submission of your licence application to NSW Fair Trading free of charge.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

 **Australian College
of Professionals**

The College trainers will be conducting
Certificate of Registration and CPD courses
in city and country areas of NSW in 2014.

Ring 1300 88 48 10 to book
or
visit our website - www.acop.edu.au

Customised and in-house CPD courses
are available.
We come to you!

Real Estate, Strata, Business Broking,
On-site Residential or Stock & Station.

In Sydney, courses are run at
Bankstown, Castle Hill, the CBD at St
Andrew's House, Hurstville, Liverpool,
Northern Beaches and Parramatta.

Locations marked on the map: Tweed Heads, Ballina, Tamworth, Coffs Harbour, Port Macquarie, Taree, Raymond Terrace, Newcastle, Gosford, Penrith, Sydney, Campbelltown, Wollongong, Waggga Wagga, Albury, Batemans Bay, Dubbo, Orange, Mudgee, Windsor, Blue Mountains, Bathurst.