

Rossburn - Deadline Sale Protocol

A Deadline Sale is effectively a simpler, more flexible version of a Tender. It gives you time to consider your offer, with less formality.

How it Works

We promote the property for several weeks and invite offers by a set date — the Deadline. After that, the vendor usually takes up to five working days to decide which offer is most attractive. During this time, offers stay open and can't be withdrawn.

Offers are made on The Law Association's Agreement for Sale and Purchase of Real Estate with the special terms and conditions relating to purchasing in the Rossburn subdivision added. There are conditions in respect of whole development included. We'll also provide key documents early, so you have time to arrange finance and do your checks before the Deadline.

The aim is for offers to be unconditional (from a Purchaser only point of view excluding the development related conditions) where possible. But you can still maintain or add conditions, like finance or the sale of another property, to suit you. You can also add additional clauses to cater for any special requirements for example, a KiwiSaver first home withdrawal.

What Matters Most to a Vendor

Price and conditions. A lower, unconditional offer (from a Purchaser only point of view) can be more appealing than a higher, conditional one — because it gives certainty.

Confidentiality

Unlike a Tender, offers can be delivered or emailed to us anytime before the Deadline. At Rossburn, we keep all offer details strictly confidential. Only Rossburn staff involved, the Vendor, and their advisors will see them. This is a core Rossburn standard.

Deposits

No deposit is needed with your offer. If your offer is accepted and goes unconditional, a deposit will be payable at that time, as agreed by all parties.

Early Offers

Yes, you can submit early. If we receive one, we'll let other known interested parties know so they also have a fair chance. They'll then have 24–48 hours, or as directed by the Vendor, to respond. It's smart to complete your due diligence early if you're thinking of making an early offer.

After the Deadline

In the week following, we may reach out to discuss changes to price or terms. Sometimes the Vendor decides right away. Our advice: put forward your best offer by the Deadline. It may be your only chance.

In Summary

- Keep it clean and simple — unconditional is best (from a Purchaser only point of view)
- Early offers are welcome — but make them strong
- Do your homework early
- The Vendor may choose to negotiate with one, several, or no one
- Be open with us — the clearer we are, the better we can help you