



Your Guide to Selling Through IPK

Creating the conditions
for a successful
property sale.



Offered through your
trusted real estate agency

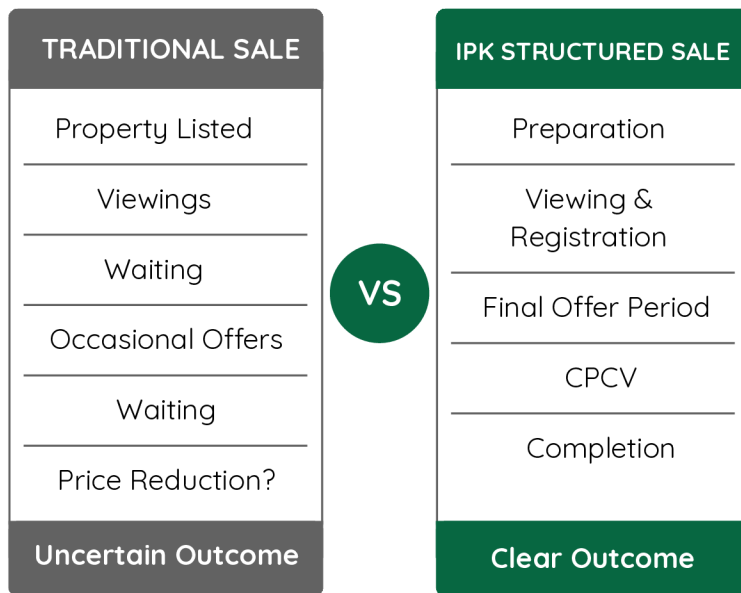




A better way to sell your property

IPK provides a structured sales process with a clear timetable, designed to create the conditions for buyer demand and seller expectations to converge.

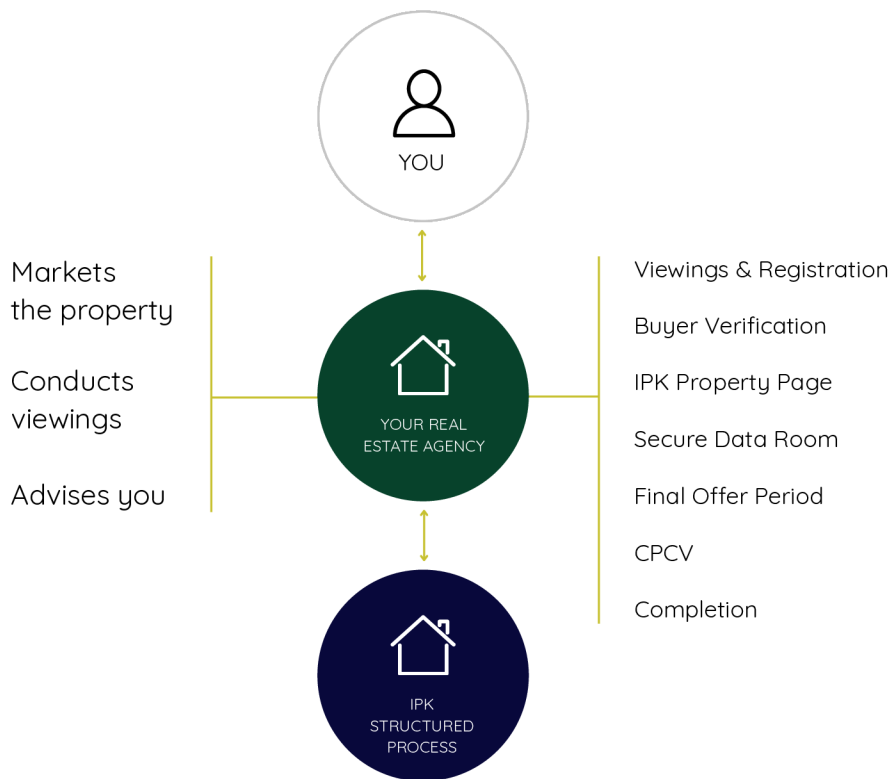
Instead of an open-ended journey, every stage is planned from the outset.





Your real estate agency remains at the centre.

Your agency brings buyers to the process. IPK structured environment in which qualified buyers participate.



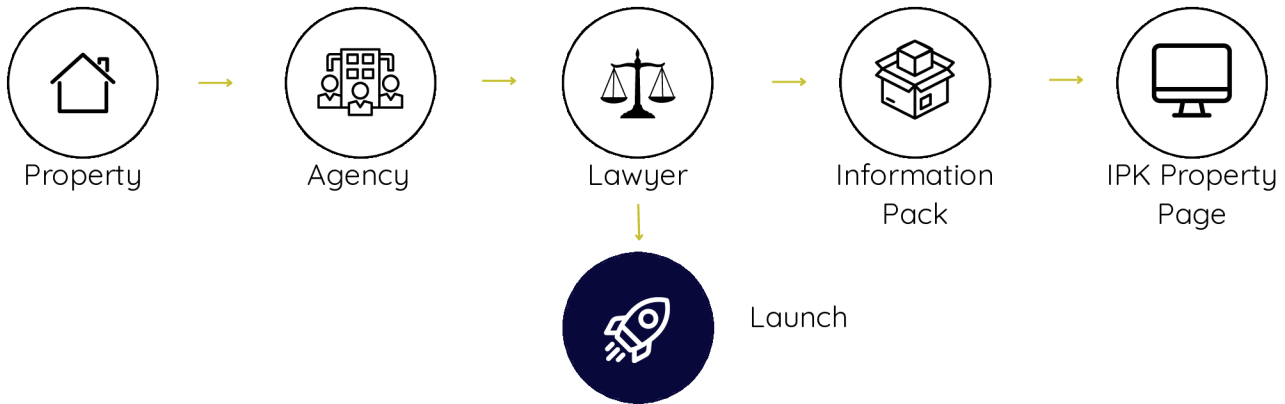


Preparing your property

One of the strengths of IPK is preparation.

Before your property is launched:

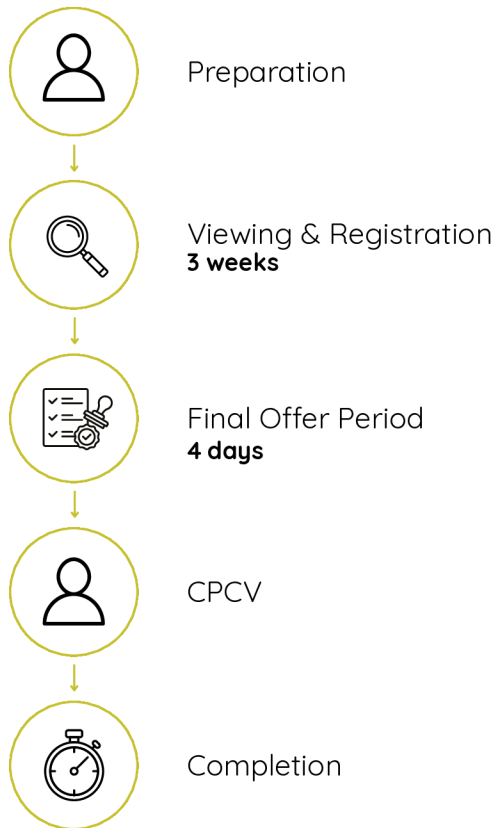
- ✓ Property information is assembled.
- ✓ Your lawyer prepares the legal documentation
- ✓ Marketing material is completed
- ✓ The campaign timetable is agreed
- ✓ The IPK Property Page is prepared





Your structured sale journey

Every participant knows the
timetable from the beginning.





Preparing your property for a successful sale

Great preparation leads to
stronger results.





Qualified buyers only

We ensure that only genuine qualified buyers participate.



Marketing by your agency



Buyer enquiry



Identity Verification



Registration



Approved to participate



Approved buyers follow
a clear path



IPK Property Page



Secure Data Room



Final Offer Period



Successful Buyer



Privacy and confidentiality

Your privacy is protected throughout the process.

Your personal information remains confidential and is only shared with the successful buyer as the transaction proceeds to CPCV



All Participants are bound by strict confidentiality throughout the process.



IPK Included as part of your agency's service

The IPK structured sale process is provided as part of the professional service offered by your participating real estate agency



The cost of the IPK service is not borne by the buyer or the seller.

There is no additional charge to the seller or the buyer to use the IPK process



Why owners choose IPK



Defined Timetable



Serious, qualified buyers



Transparency



Confidential process



Better outcomes

A clear process from start to finish.

Buyers complete due diligence before participating.

All offers are recorded and managed in a transparent environment.

Your information remains private until the appropriate stage.

Designed to create the conditions for the best possible result.



From a successful offer to completion

Once the confidential Reserve Price has been achieved,
the seller and the successful buyer proceed with confidence.



Your real estate agency and your lawyer continue
to support you throughout to completion



Three important prices

1 Starting Offer

The price from which participation begins.

2 Comparable Market Range

Prepared by your agency.
Provides buyers with market context which always includes your current advertised asking price.

3 Confidential Reserve Price

Known only to you and your advisors
Protects your minimum acceptable outcome.

COMPARABLE
MARKET RANGE



CONFIDENTIAL
RESERVE PRICE

STARTING OFFER



Frequently asked questions

- ? Can I choose my own real estate agency?**
Yes.
- ? Can I choose my own lawyer?**
Yes.
- ? Can buyers inspect the property?**
Yes, during the Viewing & Registration Period.

- ? Can buyers investigate the property before making an offer?**
Yes. Approved participants have access to the secure Data Room before the Final Offer Period.
- ? Can buyers participate if they are overseas?**
Yes. Approved participants can participate securely online from anywhere in the world.

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IPK combines the expertise of your trusted real estate agency with a structured sales process designed to create the conditions for a successful property sale.

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a successful property sale.