

### Flowchart of the Sales Process

**CONTRACT CONDITIONS SATISFIED**

**Yes**

**No**

Your Financier notified and settlement arranged

You vacate the property and deliver keys to agent on day of settlement

Buyer terminates the Contract and agent refunds deposit monies

You re-list the property for sale

**Settlement Effected**

**Yes**

**No**

Agent notified and deposit monies less commission paid to you

Your financier (if any) paid out and Release of Mortgage obtained

Any surplus monies paid into your bank account or sent to you by post

Advise you of your rights against the buyer