


SETTLEMENT FEES: SOME WARNINGS & SIMPLE EXPLANATIONS

When comparing quotes...

it is important to understand that while the 'settlement fee' is the fee to be negotiated and compared, statutory costs cannot be negotiated.

Our research has discovered...

that the 'Big 3 Discounters' in our industry only provide quotes for what they class as a 'standard settlement' and fall short of explaining some of their real fees. Only with research of their Product Disclosure Statements will you discover examples of **extra costs** to be charged similar to the following:

DESCRIPTION OF WORK	*BIG 3 DISCOUNTERS	
Lodge contract for OSR assessment	\$70.00	Included in fee
Pay Stamp Duty 7 days before settlement	\$275.00	Included in fee
Identify the client in the office	\$39.00	Included in fee
Bank the proceeds of your sale	\$15.00	Included in fee
Attend to rent adjustment	\$205.00	Included in fee
Assist parties to prepare an Offer & Acceptance	\$185.00	Included in fee
Longer than 20 minutes of consultation	\$385.00 per hour	Included in fee
Rebook & attend settlement up to 3 times	\$220.00 each time	Included in fee

*These are examples taken from a range of product disclosures

We warn our potential clients that cheap is not always best and, if it appears too good to be true...it usually is!

For further explanation do not hesitate to call us directly on (08) 9226 3033.

