

## **Understanding Negotiating Ranges**

**– now in common use in New Plymouth for over 10 years**

**Harcourts Negotiating range is just that – a *negotiating range*. It is not a price or a price indicator. What we are saying to you is that given an offer in the negotiating range – our seller *will negotiate*, and a sale figure acceptable to the seller can be settled on within the negotiating range.**

This is a serious offer to you from the seller to begin negotiations. However, unlike many *negotiable over, by negotiation, expressions of interest* or even a single asking price, we are indicating where we expect to be able to enter into meaningful negotiations. This saves you time and money, and steers you away from property that will be of no interest to you. No vendor knows exactly what figure they will accept until negotiations are complete. Factors like settlement date, deposit, terms & conditions on offer, movement in the market, interest rates and individual private circumstances effect the acceptable price day by day. Negotiating ranges reflect this reality better than any other selling method, other than auction.

Best for buyers and sellers alike – ***Negotiating Ranges***, the transparent and sincere indication we get from our selling vendors of where they will negotiate a firm price on any given day. Not a price where negotiation is down from, and the bottom is unspecified. Not a price we “*negotiate over*” to an unspecified greater number. A range where we guarantee a contract can be negotiated, depending on terms, conditions and factors affecting the parties, on any particular day.