

Khayalami Estate Stand Sale Process: From Initial Engagement to Title Deed Issuance.

1

Pre-Sale Preparation

- **Information Provision:** Supply the potential client with due diligence documents, marketing materials, project descriptions, and offering details.
- **Project Briefing:** Conduct a thorough explanation of the project scope, benefits, and development vision.
- **Digital Access:** Introduce the client to the Colours Dashboard for real-time updates on project progress, available stands, and site visuals.

2

Site Visit

- Facilitate a guided site visit for the client to inspect stands of interest and assess location suitability.

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Stand Selection & Reservation

- **Selection:** Client chooses their preferred stand.
- **Reservation:** The stand is reserved on Colours upon administrator approval.
Refer to the Colours Stand Reservation Flyer for procedural details.

4

Offer and Acceptance

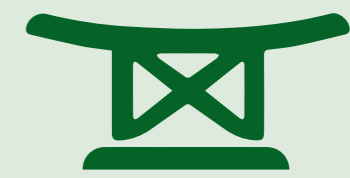
- **Expression of Interest:** Formal interest received from the buyer.
- **Offer Letter:** Issued with stand details, pricing, payment terms, and validity.
- **Acceptance:** Buyer signs and returns the offer letter, accompanied by proof of initial payment if applicable.

5

Agreement of Sale

- Drafting of the Agreement of Sale (AOS) precedes signing by both parties. Ensure all terms are clearly outlined and legally sound.





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6 Building Guidelines & Constitution

- Buyer signs acknowledgment of receipt for the Building Guidelines and Homeowner's Constitution, confirming compliance with estate standards.

7 Payment of Deposit

- Buyer pays the agreed deposit (lump sum or staggered).
- **Endowment Costs:** Council endowment fees are settled if applicable.

8 Stand Handover

- **Final Site Visit:** Buyer confirms stand boundaries and location.
- **Allocation Letter:** Issued to confirm stand number and position.
- **Possession:** Buyer may commence development subject to estate regulations.

9 Title Transfer Process

- **Clearance Certificates:** Secure rates clearance, ZIMRA tax clearance, and other required documents.
- **Conveyancer Engagement:** Project-appointed conveyancer manages the title transfer.
- **Deed Preparation:** Conveyancer drafts and submits deed documents to the Deeds Office.

10 Title Deed Issuance

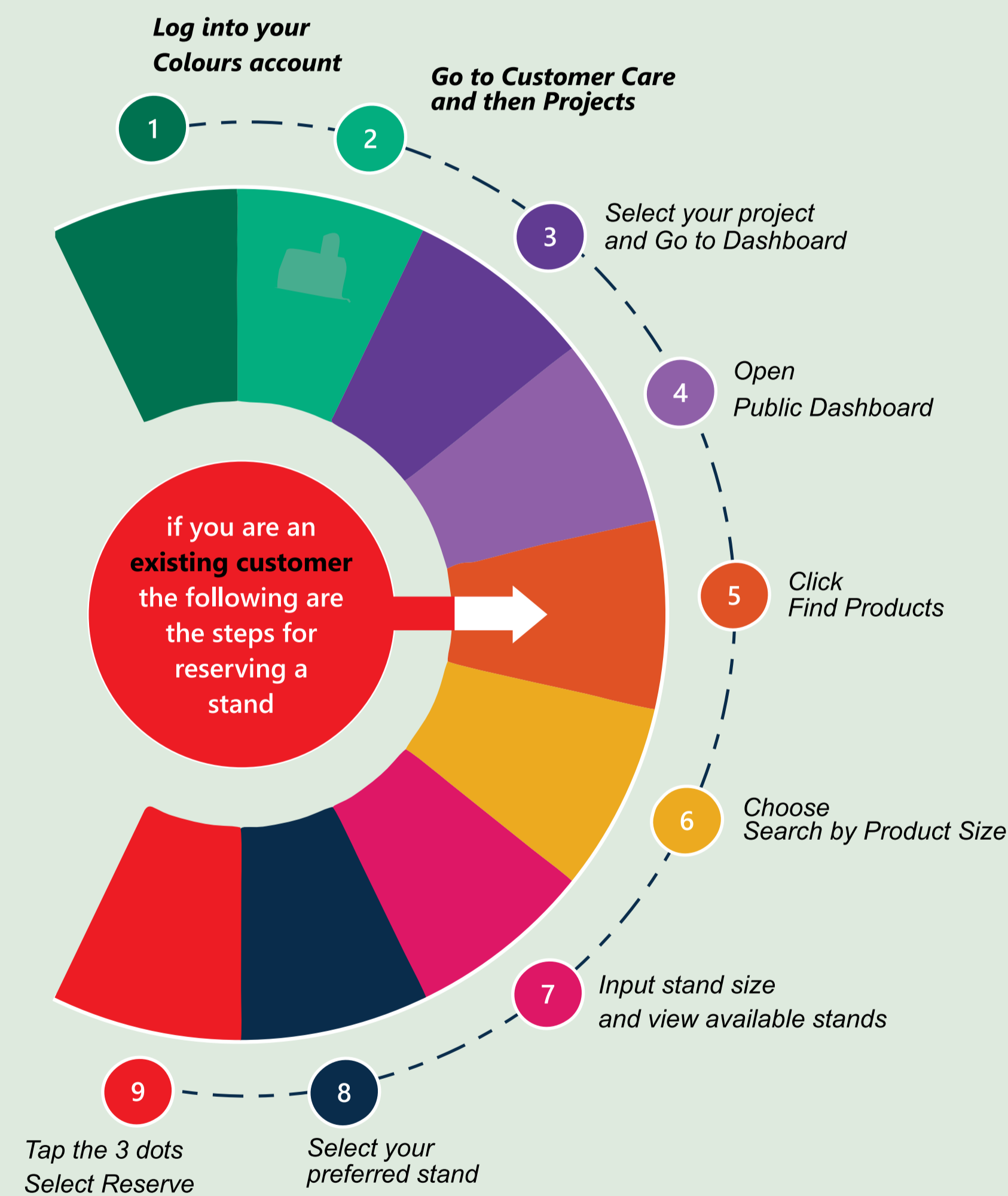
- **Processing:** Title deed is registered at the Deeds Office.
- **Collection:** Buyer collects the deed or receives it via courier.
- **Completion Confirmation:** Seller confirms transaction closure.



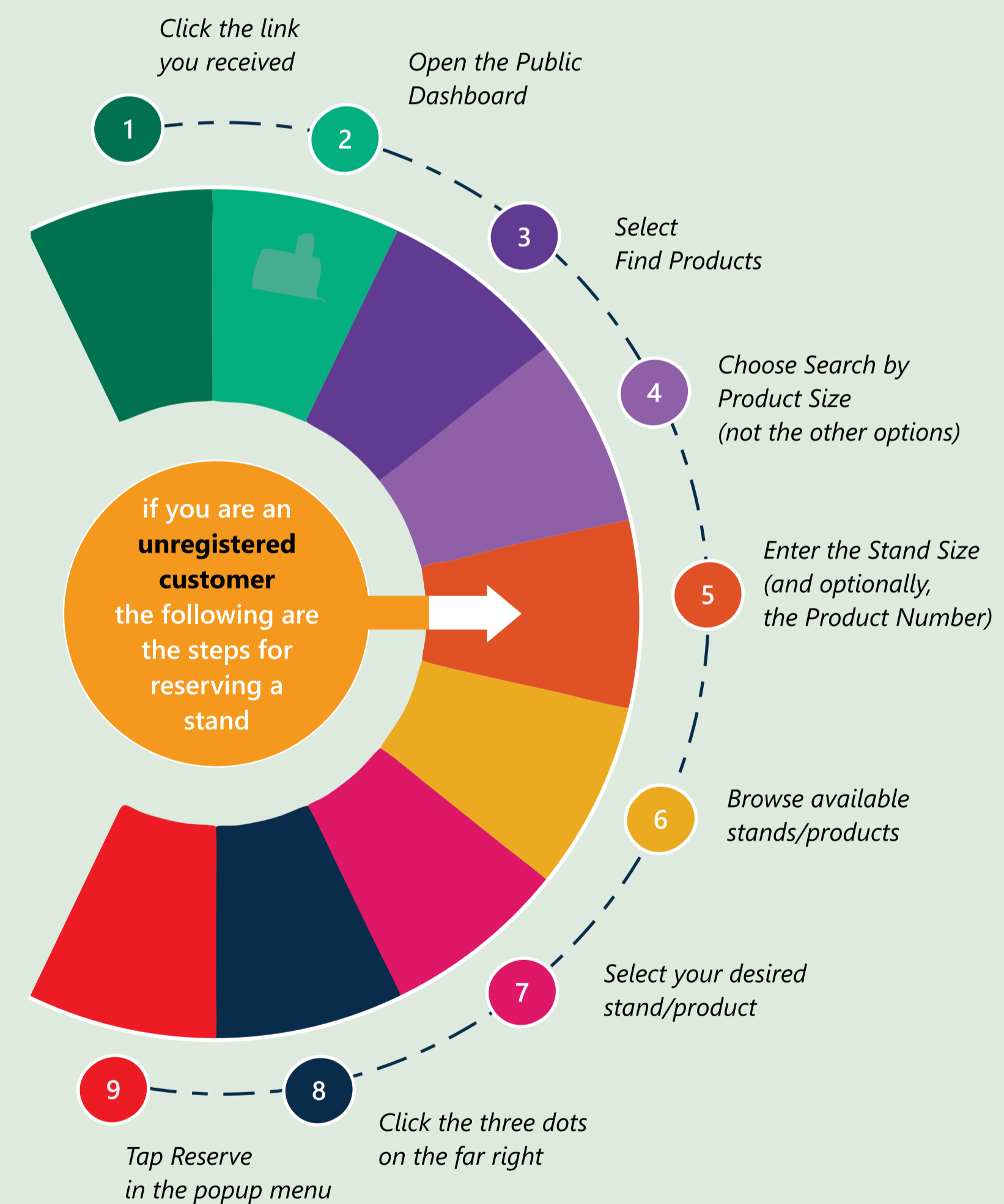
Colours Stand Reservation Info

Are you interested in reserving a stand in Colours?

For an Existing Customer



For an Unregistered Customer



For Staff Members



Contact Us For Support