



*'Businesses are our Business'*

## Listing your Business or Property for Sale and/or Rent Cambodia

### Asia Business Brokers Network

The Asia Business Brokers network began in 2014 and is now the largest commercial real estate network in Thailand and Cambodia, with agents operating in 10 Asian cities and with listings in 9 Asian countries.

We are specialists in selling and leasing businesses, business partnerships, commercial properties and land.



### Listing Process

Where-ever possible, we like to have a broker visit your premises to obtain listing data and take photos. Sometimes it is not possible for a broker to personally visit because of the location and sometimes owners prefer not to have a broker visit. In these instances, we collect your listing information via a questionnaire we send to you. You return the completed questionnaire with photos and supporting documents to us by email.

After our site visit or after you have returned the listing questionnaire (as the case may be), we produce a draft advertisement for you to review. When done (it takes about 1 week) we present the draft to you to confirm it is accurate. At this stage of the process, nothing is online – nothing goes online or is released to the public until you confirm the advertisement detail is correct, and when you do so, we commence marketing and advertising your listing.

### Listing Terms

All of our listings are NON-EXCLUSIVE, meaning that you and/or other brokers may also advertise your listing. We believe this gives you the best possible chance of selling/leasing your listing.

We do not charge any up-front fees and all advertising and marketing is at our discretion and at our expense. We use mainly online advertising and we often translate your listing advertisement into other relevant language/s.

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**[www.asianbusinessbrokers.com](http://www.asianbusinessbrokers.com)**

info@asianbusinessbrokers.com : +66 2 001 9847 Office Hours: Monday to Friday 10am-5pm (UTC+7)  
232/11 Soi Punnaewithi 8, Sukhumvit Soi 101 Road, Bang Chak, Pra Khanong, Bangkok 10260, Thailand

We can only list for you if you allow us to actively advertise, but please be assured that we do not release the name or exact location of your listing until such time as we have obtained the necessary non-disclosure agreements with potential buyers. We understand the confidential nature of selling businesses and commercial properties and we have processes in place to deal with this.

There is no fixed period of a listing because we claim no exclusivity of your listing. Your listing remains active and we continue advertising until you tell us to stop.

## Listing Features

- List and/or Sell with other Brokerages/Agencies
- Advertise and/or Sell Yourself
- Advertised in our website and many others world-wide
- Newsletter Advertising (Newly Listed & Price Reduced)
- Social Media Advertising world-wide (multiple platforms)
- Advertised in our Website (Feature and Sliding Banner)
- Newsletter Advertising (Feature Listing)
- Minimum Commission (Sale, Sale and Rent, and Rent)



USD 3,100

Because our listings are NON-EXCLUSIVE, there is NOTHING in our Agreement that compels you to pay us a commission if we do not identify and introduce you to a Buyer/Lessee.



## Commission

All of our work is undertaken on a commission-only basis. Nearly always, commission is paid upon successful settlement of your listing (after you have been paid in full), but if you agree to settle by progress payments and the time to settle exceeds 12 months, you pay commission (in full) at the time of the first progress payment. Importantly, you only pay commission where we identify and introduce you to the Buyer/Lessee. Our commission rates are as follows and they are not-negotiable:

## For Sale or For Sale and Rent

| Listing Price |               | Commission                                 |                                |               |
|---------------|---------------|--|--------------------------------|---------------|
| From          | To            | Sale and Rent (Lease) or Sale of Assets/IP | Partnership (Active or Silent) | Freehold Sale |
| Up to ...     | USD 31,000    | USD 3,100                                  | USD 3,100                      | USD 3,100     |
| USD 31,001    | USD 800,000   | 10%  | 10%                            | 7%            |
| USD 800,001   | USD 1,600,000 | 9%   | 9%                             | 6%            |
| USD 1,600,001 | And above ... | 8%   | 8%                             | 5%            |

## For Rent (No Asking Price)

One Months' Regular Rent

## We Require

Before we can accept a listing, Sellers need to sign a Listing Agreement and provide us with copies of all owners' ID documents. Before we can produce a draft for you to approve, we need to gather information and photos suitable for advertising. Our main requirements are:

- You are the authorized Seller and you are not acting as a real estate agent or broker
- The advertised price must INCLUDE commission, and the agreed commission is not to be divulged to potential buyers
- You are not to advertise or authorize other people to advertise at a lower price than you authorize us to advertise for.
- The advertised price of your listing cannot be reduced in the first 6 weeks after approval.
- You need to let us know promptly if anything about your listing changes which would make the advertisement misleading or inaccurate so we can change our advertising
- documents like lease contracts and licenses, financials, title deeds, list of included assets and the like are to be provided to us to conduct preliminary due diligence prior to advertising

## You Receive

- A synergistic effort to sell and/or lease your business or property from a leading network of specialist business brokers in Asia who are skilled at selling businesses and commercial real estate
- Confidence that we will market your listing to the people who will most likely be interested in buying it in a way that will enable them to reasonably commit to purchase
- Buyer contracts (non-disclosure and sale agreement) tailored to the requirement and approved by our lawyers to ensure a smooth and legal transaction
- Tried and true processes and procedures standardized (as far as possible) to ensure consistency and effectiveness when selling and/or leasing your business or property. This quality management approach we use allows for continuous improvement at a centralized level which significantly increases our chances of selling over that of our competitors

- Excellent listing exposure in multiple countries via multiple platforms. Our database is 20,000+ people expressly looking to buy businesses and/or commercial properties in Asia. Our social media advertising consists of posts and shares to our own groups and pages and channels of 400,000+ people, but also to extended networks reaching over 1 million people

## More Information

For more information or to commence the process of listing with Asia Business Brokers, please contact:

**English or Thai**

Parinee Insoongnoen (Palm)

+66 2 001 9847 or +66 999 520 149

[info@asianbusinessbrokers.com](mailto:info@asianbusinessbrokers.com)

LINE: @asiabizbrokers

