This dissertation aims to establish an in-depth understanding of the factors that could influence the likelihood of a successful collective sale. The huge windfalls from collective sale of properties have inspired many owners to pursue a collective sale of their development. Many explored and unveiled the redevelopment potential within their properties, but not all were successful in realising the premium from a collective sale.

As collective sale becomes a common mode of sale for properties with redevelopment potential, some guidelines should be established to assist property consultants, developers and owners to assess the likelihood of a collective sale in a particular development. The hypothesis of this study is that the likelihood of a collective sale of a development is dependent on its redevelopment potential, timing of sale, the number of unit types and owners, composition of owners, the financial gains from a collective sale, its location and neighbourhood characteristics, and its land area.

The Linear Probability Model was used to analyse the data, which comprise a sample size of 91 residential properties that include both apartments and landed properties. The term “landed properties” refers to detached, semi-detached and terrace houses. It was found that of the eleven factors identified, four were important in determining the likelihood of a collective sale in a development. They are the timing of sale, group size, unit type and the composition of owners.

The findings imply that group dynamics and human related factors are more important factors in determining the likelihood of a collective sale than other factors such as the
financial gains of the entire development, the location, neighbourhood characteristics and land area of the development.