

The Selling Process

The following information will help you gain a solid understanding of every important step for selling your home.

1. We will meet with you to discuss your wishes and needs for selling your home
2. We will provide you with a “Selling Appraisal” which will provide the estimated selling price and detail comparable properties that have sold in your area
3. We will discuss the options of selling by “Private Treaty” or “Auction”
4. Once you have accepted our appraisal, we will prepare an Agency Agreement
5. Signing the Agency Agreement will be the activation of our services
6. We will prepare a full detailed list of features and benefits of your home for marketing the property
7. We will provide you with any suggestions that may help you prepare your home for sale
8. We will book the professional photographer to take the photos and prepare a floor plan
9. We will contact your solicitor or conveyancer to prepare the sales contract
10. Your keys will be registered and tagged, or alternative access arranged
11. Copy writing will be done to suit both the online marketing and the signboard
12. Once the sales contract had been received from your solicitor, we will list your property for sale on realestate.com.au, domain.com.au and our website
13. We will send out a bulk email to our vast database of buyers
14. The signboard will be erected at your home
15. We will carry out regular Open Homes
16. We will deliver “Just Listed” brochures to local residents
17. We will provide feedback from all the inspections of your home
18. We will submit to you all offers received
19. We will work with you with all offers and negotiate the best possible outcome. We are working for you
20. We will await your decision of what price is acceptable to you
21. Once an acceptable offer is achieved, we send sales advices to both your and the buyer’s solicitors for them to arrange for the exchange of contracts
22. You will attend your solicitor’s office to discuss the contract and sign ready for exchange
23. Once the contracts are exchanged, we will attach a Sold sticker to the sign board
24. On settlement funds are transferred into your nominated bank account