

# 5 Steps to a Smooth Sale

## Your handy guide to putting your property up for sale

Selling your property doesn't have to be daunting! Check out our handy step-by-step checklist to guide you through a smooth sale.

### 1. Contact your lender/financial provider

- Discuss any fees, terms, and conditions included when discharging your home loan.
- Prepare your discharge paperwork, for lodgement during sale term.

### 2. Select the right agent to represent you

Your agent will represent you, to present your property to the market and negotiate on your behalf.

- Choose someone that feels right for you. Everyone's needs are different, but things like honesty, relatability, listening skills, and a great sales record are paramount.
- Your agent will guide you through:
  - Appraising your property - comparing relevant sales and listings
  - Choosing a sales method - auction or private sale
  - Setting a listings price - if you are listing by private sale
  - Preparing your property - advice on what outstanding maintenance/repairs could help and styling/staging recommendations for presentation
  - deciding on marketing techniques - digital marketing, mass marketing and signage.

### 3. Put your house on the market

- Consider open house dates and private inspections.
  - Offers will come through via your agent, and they will negotiate on your behalf
  - Official offers will be in writing, and once the offer is accepted - your property will go to contract and all the paperwork will be handed over to the solicitors

### 4. Find a solicitor

Your solicitor or conveyancer will take care of the legalities involved in the transfer of ownership of your property. Conveyancing costs can vary, so it's very useful to get quotes in advance!

### 5. Under Contract

- Once all conditions of the contract have been satisfied the contract will go unconditional.
- Prepare your house for handover - including organising keys for handover, rental agreements if applicable, moving house and organising property cleaning.
- Celebrate - you've just sold your property!