

Preparing to Sell – Sellers Tool Kit

The decision to sell your property can be exciting, but the process of selling property can be a stressful one.

We've put together some tips to help you prepare for what lies ahead so you can avoid undue stress.

Research & Decisions to Make:

- Be an informed seller – have you done research on what's selling in your area and for how much? How does the condition of your property compare to others that have sold?
- Will you sell at auction or private sale?
- Will you use an agent?
- What settlement terms would you prefer – 30 days or 45 days?
- A quick sale at top price is what we all want, but if you can't have both decide what's most important so your agent can get the best result for your situation.
- Know what's involved with settlement - select a solicitor who specialises in conveyancing.

Be Prepared:

- Get a copy of your title
- Find your rates notices
- Organise paperwork/approvals for completed renovations, a swimming pools etc. Tell your agent about these so they can better market your property.
- Make sure your home insurance is current
- Clean out clutter, tidy the yards gutters etc and give your property a good clean. First impressions can have a big impact on the final sale price.
- Complete any minor repairs. Ignoring these could give a buyer the impression that your house is not well maintained.
- If you decide to give your property a fresh coat of paint, pick neutral colours
- Make moving plans early to minimise stress in the final stages of settlement
- If the property is tenanted, make sure you know when the lease expires and inform your selling agent.
- Do you have any notices from the council or other authorities that could affect the sale? If so, inform your agent.

Give us a call on (07) 5535 3999 if you'd like help preparing to sell your Gold Coast home.