



URBAN HABITAT

R E A L E S T A T E

THE REAL ESTATE SALES PROCESS

Thinking about selling?

You need a market appraisal and styling advice, as well as someone to inform you about what will add value to your home.

Is it definitely time to sell your home?

- 1) Prepare your home for sale
- 2) Pick your trusted agent and list your home: choose your sale method here!
 - a) Traditional sale with a price, no price, or price range;
 - b) Non traditional sale with a fixed closing date
 - c) Auction

Steps prior to your home being introduced to the market

- 1) Marketing plan
- 2) Photographs and floor plan
- 3) Advertising
- 4) Signboard

YOU ARE NOW READY FOR HOME OPENS!



Managing buyers and offers

- 1) We will write and present EVERY offer to purchase your home, no matter what the price.
- 2) We will explain in detail to ensure your full understanding of all special conditions that are included in the contract, and guide you through your obligations.
- 3) Convey acceptance of an offer, a counter-offer or decline of an offer to the buyer/s.
- 4) If you haven't already done so, on acceptance of an offer you need to assign a settlement agent.

Closing the Deal - after acceptance of an offer

- 1) SMILE
- 2) Bank valuation
- 3) Buyer's finance approval = SOLD!!!
- 4) Building and pest inspections (Buyer's expense)
- 5) Structural inspection if required (Buyer's expense)

**All contract conditions have been met
PROCEED TO SETTLEMENT!!!**

**CONGRATULATIONS!!!
You have now completed the sales process!**

