

## PROCESS OF SELLING A PROPERTY

Selling your home can be a complex process, but with the right Property Partner, you will always feel at ease. Below is a step by step guide to help keep you on track.

### Step 1: Prior to listing

- Your Property Partner inspects your property and talks you through the process
- A formal market Appraisal will be presented
- Method of sale and marketing/advertising strategy discussed
- Ask about Club A and get your finance and conveyancing quotes

### Step 2: Listing your property

- Your Property Partner will provide styling advice
- A marketing/advertising strategy is agreed on and a budget agreement is signed
- Property listing details are completed
- Your Property Partner will help prepare your home for buyer inspections
- Access details are organised for inspections and open homes

### Step 3: Advertising & Promotion

- Agreed marketing/advertising campaign will be implemented including: Photos, floorplans, brochure, signage, internet and newspaper advertising
- Local marketing is executed including: letterbox drops, targeted database notification
- Notice for home opens and inspections is provided
- Details of all attendees are recorded and comments/feedback are provided

### Step 4: Negotiation of Sale & Accepting the offer

- Your Property Partner negotiates a sale price and conditions to your satisfaction
- Offer is accepted and signing between parties is formalised
- Your Property Partner assists with the purchaser's finance, sale of property, building inspections and other conditions where necessary
- Contract for sale becomes unconditional
- Copies of the offer are given to both parties solicitors/conveyancers

### Step 5: Settlement

- Settlement Period begins, when the under offer/sold sticker is placed on the signboard
- Your Property Partner accepts a deposit on your behalf which is held in the company's trust account
- Pre-Settlement inspection
- Transfer of keys and settlement day is arranged

### Step 6: Moving On

- We are with you all the way. Club A is there to take the hassle out of your move providing access to Australia's leading mortgage and finance providers, settlement services, insurance and financial planning
- Exclusive deals & discounts for Home Cleaning, Building & Pest Inspections, Removalists and a Home Health Check on your new property.