

Steps to take before your home goes on the market

1. Before your property goes on the market, what is the first thing you should do to start the process?

It's important to know how much you need to get for your home. Looking at properties on the internet in your area will give you some idea of what your property is worth. It is important to know what your property is being compared to by buyers. You don't want to be the highest price home in the area. That will only help the opposition when they compare.

You need to know what the bank will need to settle the property also know exactly what your payout figure would be to discharge any mortgage.

2. What are the steps that follow and how can you complete these effectively?

After making the home ready for sale choose 3 agents that you think you could work with effectively and have them come and appraise your home in writing with comparisons showing how they came to their appraised price.

Ask the agent what their advice is regarding the presentation. Ask if they think there is anything else you need to do to get it ready to present to the market they should tell you.

3. Regarding the presentation of your home, what should you do before it goes on the market?

The home must be in good order inside and out and anything that needs tidying up or painting should be done. Any repairs such as broken fly screens, fans, appliances such as oven lights and hotplates in the kitchen and anything in the garden such as reticulation must be in good working order before the property can be market. Such things can cause a lot of trouble and give the buyers reason to bring your price down. Little things blow up in buyers minds and give them reason to think what else is not in good order. Windows should be clean, gardens weeded and mulched. I suggest clutter to be cleared out of each room and pick a theme for the house to follow when presenting. Anything that is not in that theme should be remove. Old furniture in a new house just doesn't help the appeal so declutter.

4. What paperwork needs to be completed before your home goes on the market and what order do these need to be completed in?

An appointment to act (listing form) must be completed with all details of the property, the asking price, the term of the agreement and what is the agents selling fee.

If the property is a strata home you must complete a strata disclosure forms and disclose strata fees, strata managers details and all relevant details.

Disclose to the agent any alterations to the property which needed council approval such as extensions or granny flats, sheds and patios you will need to present the approvals to the agent. Any swimming pools or spas must be fenced appropriately and council approvals are needed.

5. Who do you consult before your home goes on the market and when in the process should this happen?

Your bank is your first consultation to make sure you can sell. Speak to anyone else who is listed on the title or mortgage to make sure they are happy to sell and they must sign the authorities as well.

6. What else do you need to consider or complete before your home goes on the market?

It's necessary to know where you will go when your home sells. It might only take a few days to get an offer and settlement could be within a few weeks if you have a cash buyer so you need a plan and know where you will go.

7. Do you have any additional comments?

Selling a home is a very emotional thing and can cause lots of stress and sometimes grief if you are attached to the home and are forced to sell for any reason. Take your time choosing an agent who is compassionate to your needs and that you feel at home with. Don't be bullied into signing an authority with an agent unless you are certain you can work together with that agent and make sure you have a clear idea of how long the listing will be with that agent. You really need an end date. It can always be extended if the job is to your satisfaction.

This will create some urgency with the agent to get on with the job.

8. Who can I attribute these comments to?
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