

# 10 STEPS TO SELLING YOUR HOME

## Selling your home like a professional

	Myself	Expert	Local Rep
<b>1. Start with a FREE registration at <a href="http://Propertyvisa.com.au">Propertyvisa.com.au</a></b>			
• Simple 4 step process	✓		
• Guides and frequently asked questions	✓		
<b>2. Set your sale price</b>			
• <b>Buy</b> a detailed property report for a higher level of confidence	✓		✓
• <b>Buy an independent professional valuation</b> from our certified partner	✓	✓	✓
<b>3. Select the services you need</b>			
<b>One stop shop</b> – all the services you need in one central location – see our services directory section for detail			✓
• Local representative support available	✓	✓	✓
• Photographers		✓	✓
• Conveyancers		✓	
• For Sale boards upgrade		✓	✓
• Interior Designers		✓	✓
• Lawyers		✓	
• Furniture Hire		✓	✓
• Landscapers & Gardeners	✓	✓	✓
• Valuers		✓	✓
• Accountants		✓	✓
<b>4. Prepare your home for sale</b>			
• Clean and unclutter your property	✓	✓	✓
• Do all minor maintenance (squeaks, leaks, globes etc)	✓	✓	✓
• See our <b>Sellers Guide</b> section	✓	✓	✓
<b>5. Photography</b>			
• Have professional photos taken for just \$150	✓		✓
• Upload up to 40 photos on the Premium package	✓		✓
<b>6. Set 'My Account' page</b>			
• Set your calendar online to tell buyers when you are available	✓		✓
• Update your contact detail	✓		✓
• Order additional services – (open house, baby sitting service, settlement agent and many more)	✓		✓

## 7. Viewings

- |   |   |   |
|---|---|---|
| • Be there to meet the potential buyers   | ✓ | ✓ |
| • Confirm appointments online – message system  | ✓ | ✓ |
| • Have printed brochures ready  | ✓ | ✓ |
| • Prepare answers to questions about rates, local parks, public transport, schools etc. | ✓ | ✓ |
| • Take contact details of all visitors to follow up                                     | ✓ | ✓ |
| • Always conduct inspections with a friend or partner                                   | ✓ | ✓ |

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## 8. Offers & acceptance

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|---|---|---|---|
| • See Sellers Guide for more detail                               | ✓ | ✓ | ✓ |
| • Only accept offers in writing – avoid verbal offers             | ✓ | ✓ | ✓ |
| • Reply in writing  | ✓ | ✓ | ✓ |
| • Dealing direct with buyers places you on a level playing field. | ✓ | ✓ | ✓ |

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## 9. Deposit + Settlement

- |  |   |   |   |
|--|---|---|---|
| • Buyer pays a 10% deposit to be held in your solicitor or conveyancer's trust account |   | ✓ | ✓ |
| • Consult with your buyer to select a suitable time in the final week                  | ✓ |   | ✓ |
| • Complete list of things to check on the Timeline for Sellers                         | ✓ |   | ✓ |
| • Select one of our legal partners, or your own, to execute settlement                 |   | ✓ | ✓ |

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## 10. Celebrate

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|---|---|
| • Congratulations, your home has been sold and you saved thousands of dollars | ✓ |
| • Tell all your friends and family about your experience with PropertyVisa    | ✓ |

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**For more information contact PropertyVisa on (08) 94 677 644 or find your local representative at [www.propertyvisa.com.au](http://www.propertyvisa.com.au)**