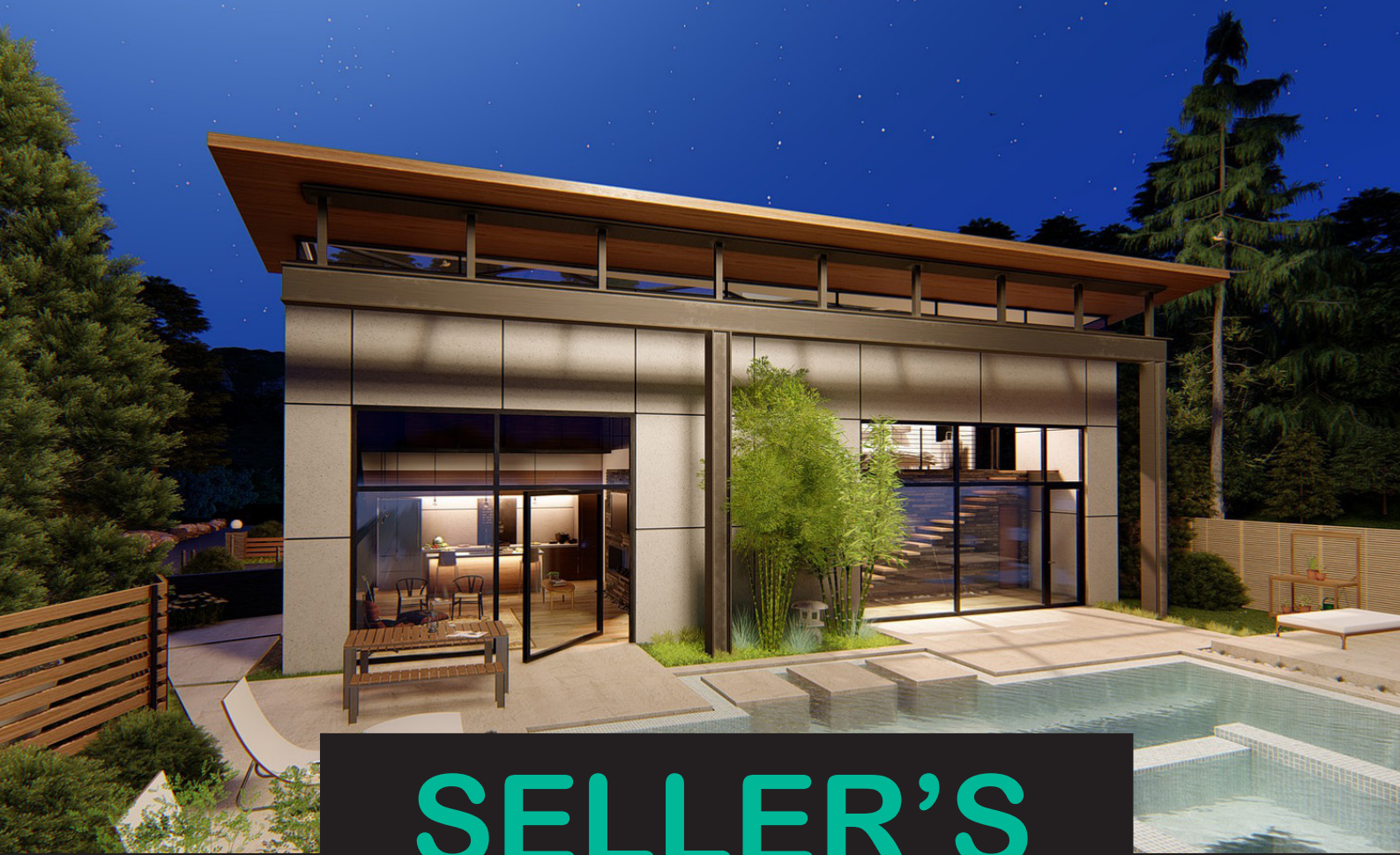




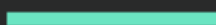
SELLER'S GUIDE

Your step by step guide to
selling your property
privately.

Be your own agent and save
an average of \$15,000!



MY HOME SOLD





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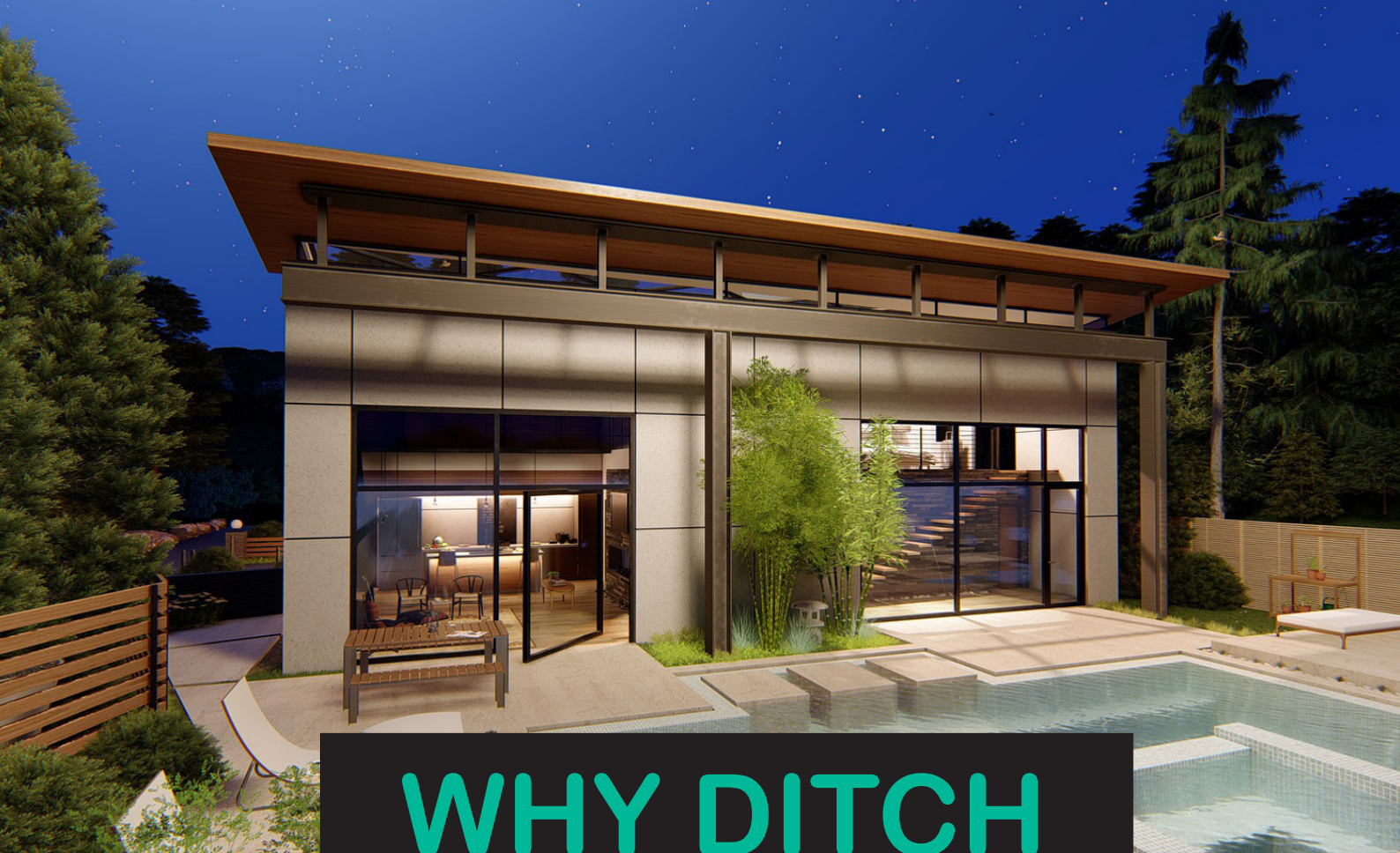
Property Valuation

Getting Your Home Ready To Sell

Advertising Your Home For Sale

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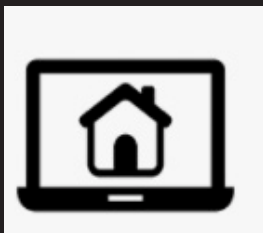
WHY DITCH THE AGENT?

Our service is FREE for a Seller!

You know your property best so why pay someone else to sell it for you?

Keep 100% of the profits and be your own agent.

We help to connect you (the private seller) with all the service providers needed to legally sell your property privately.





Private Sale vs Using An Agent

SERVICES	PRIVATE SALE	USING AN AGENT
TOTAL COST	\$ 3,650	\$ 17,750
Agent's Fees	\$ 0	\$ 15,000
Property Valuation	\$ 500	\$ 0
Pool Inspection Certificate	\$ 100	\$ 100
Building & Pest Inspection Certificate	\$ 350	\$ 350
Interior Cleaning	\$ 200	\$ 200
Exterior Cleaning	\$ 500	\$ 500
Photographer	\$ 400	\$ 400
Signage	\$ 300	\$ 300
Conveyancer	\$ 1,300	\$ 1,300

* Average prices. Actual prices to be confirmed on contact with service provider

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HOW IT WORKS

Simply select the services you require (the services listed below are all that's required to sell your property privately)



1. PROPERTY VALUATION



HAVING A GOOD IDEA OF THE VALUE OF YOUR HOME WILL HELP YOU ADVERTISE YOUR PROPERTY TO THE RIGHT BUYERS.



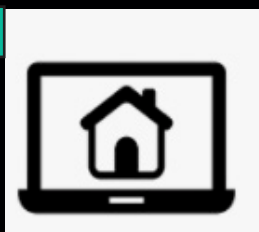
2. CLEAN & TIDY

CLEAN, PAINT & REPAIR. POTENTIAL BUYERS SHOULD LEAVE WITH THE BEST IMPRESSION OF YOUR HOME.

3. PROFESSIONAL PHOTOS



TAKE PROFESSIONAL PHOTOS OF YOUR HOME, 1ST IMPRESSIONS LAST.



4. ADVERTISING YOUR HOME

LIST YOUR HOME FOR FREE ON OUR DIRECTORY. FREE MARKETING ON GOOGLE & FACEBOOK.

5. COMPLIANCE CERTIFICATES



BOOK A POOL INSPECTION, BUILDING & PEST INSPECTION & OBTAIN A RATES CLEARANCE CERTIFICATE.



6. HOME INSPECTIONS

HAVE PROFESSIONAL SIGNAGE, BANNERS & BROCHURES MADE AND ORGANISE HOME INSPECTIONS.

7. NEGOTIATE WITH A BUYER



ONCE YOU'VE FOUND A BUYER & AGREED ON A PRICE, YOU NEED A CONVEYANCER TO ORGANISE THE CONTRACT.

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PROPERTY VALUATION

Learn about which factors play a role in adding value to your home on both the interior and the exterior of your home. When choosing a selling price for your home, keep in mind the minimum price that you are prepared to accept, and what costs you will need to incur as part of the sales transaction.

Other ways to decide on a selling price include:

- Comparative market analysis (Look at recent sales prices in your area)
- Researching similar properties on Private Property
- Property reports from companies specialising in property reports

If you want to be sure that your asking price is correct, why not consider a professional property valuation?

Having a good idea of the value of your home will help you advertise your property to the right buyers and puts you in a good position to negotiate when it's time to accept offers.

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GETTING YOUR HOME READY TO SELL

If you want potential buyers to leave with the best impression of your home, from both the exterior and the interior of the property, we suggest you do the following

- Keep the grass mowed and the sides trimmed.
- Rake up any leaves that have fallen from the trees.
- Make sure that the pool is well maintained.
- Pick up all the toys off the floor before a buyer comes to view the house
- Repair any leaking taps and toilets.
- Make sure that all your lights are in working order
- Make sure the walls and skirting boards are clean and are not cracked

or damaged.

- Cleaning
- Painting
- Renovating (only if you think it will add value to our home, you don't

want to over capitalise)

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ADVERTISING YOUR HOME FOR SALE

Now that your home is ready to sell, you need to attract buyers. With MyHomeSold, you get a free property listing which includes marketing on Google and Facebook. We also offer you suggestions for recommended signage businesses who will be able to provide you with customised real estate boards.

We also suggest hiring a professional photographer who specialises in taking real estate photos. Including a virtual tour video gives potential buyers a good feel for the flow and space of your home. You will also need a comprehensive description of your home's rooms, facilities, features, space and capacities

Organise open inspections

Hopefully your property listing has attracted interested buyers. You will need to organise times for people to come and view your home.

You should:

- * Reply to enquiries quickly.
- * Make sure the house is clean and tidy.
- * Decide whether you're having an open house for anyone or if you will set times for individual inspections.

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NEGOTIATE WITH A BUYER

Once you've found a buyer, they will offer you a price. There may be some negotiation involved. This entire process will be easier if you have a clear idea of your home's value and a firm minimum price in mind.

Get a conveyancer or solicitor to finalise the contract

Once you've found a buyer and agreed on a price you need a solicitor or conveyancer to organise the contract.

The conveyancer draws up the contract and makes sure everything is legal when settling the property and exchanging the title.

Nothing is legally binding until the contract is signed, and there is room for negotiation.

As this is probably the most crucial part of the process (the conveyancer usually holds the deposit and makes sure the contract and the sale itself is all legal), it's vital to get professional legal help.

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MOVING TIPS

Your decision to move should be influenced by a few factors, including:

- * Cost
- * Time
- * Distance
- * Timing
- * Volume

You must make sure, whatever you decide, that the timing is right concerning all other parties, i.e. the seller, the buyer of your current home, the removal company, and so on.

The volume and size of your belongings play an important role in deciding whether you use a removal company or borrow a friend's trailer.

Choosing a removalist

When deciding on a removalist service, make sure you:

- shop around and compare quotes
- check reviews they may have on their website or social media pages
- check if they're a member of the Australian Furniture Removers Association (AFRA).

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A No-Brainer?.....

**Save \$15,000 And Start
Selling Privately Today!**

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