



Selling Property... Have you done your homework?

Making the decision to sell your home or an investment property is only the first step to listing your property for sale. There are a number of things you can do to ensure you are prepared for when your property goes on the market.

The first thing to be aware of is that when you accept an offer from a purchaser that is not the end of the story. The old saying "buyer beware" holds true and will see a prudent purchaser undertake a series of checks on your property such as pest and building inspections. They may also obtain a surveyor's report and make enquiries as to Council approval of the buildings. In the case of rural property a septic report may also be ordered from Council. This all takes time and a purchaser will not be ready to exchange Contracts until all these checks are satisfactorily completed. In the event that one of the reports reveals a problem, then a purchaser may seek to negotiate for work to be carried out or may request a reduction in the price.

You can facilitate the exchange process by getting your property ready for sale. As a first step you might consider obtaining your own pest and building inspection reports. By doing so, an inspector can alert you to any potential problems. This will give you the chance to do repairs that might cause a re-negotiation or a withdrawal from the sale. You might also consider obtaining a surveyor's report and Council building certificate and attaching these to a Contract to avoid the purchaser having to make enquiries with Council about the property. In the case of rural property, a septic report can be applied for from Council and attached to the contract.

If you have undertaken renovations to your property, you should arrange a final inspection by Council (where applicable). If the renovation work includes changes to a bathroom, laundry or kitchen, you should arrange for Council to update the drainage plan as an up to date drainage plan must be attached to Contract for sale of land.

At Everingham Solomons we have the expertise and experience to assist you in relation to the sale of your property, because *Helping You is Our Business*.



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