

# WHAT TO EXPECT WHEN YOU'RE SELLING A PROPERTY



## GO TO MARKET

Showcase your home

- Find an Agent
- Get styling and prepare for open homes
- Order Building Report and Pest Inspections
- Ask us to prepare your Contract
  - We will provide you with a **Seller Due Diligence Advice** on your Contract, which identifies issues and risks to be resolved before sale.*
- Apply to the Bank to discharge your mortgage
- Collect moving boxes



## FIND A BUYER

The waiting game

- Receive and accept an offer
- The Agent tells us, and we send the Contract to the Buyer.**
- Come and see us to:**
  - Sign the Contract
  - Verify your ID
  - Prepare a Client Authorisation Form



## EXCHANGE

The point of no return

- The Buyer pays the Deposit to the Agent
- It's official!**
  - You have committed to the Contract until the end, which is called "completion" or "settlement".
- Maintain your building insurance



## PRE-SETTLEMENT

Leave it with us

- Tell your Bank the property has sold
- We then organise your Bank to settle.**
- Contact electricity and gas providers for final meter readings
- Start packing
- Arrange a removalist (or some willing friends!)



## SETTLEMENT DAY

It's yours

- Congratulations!**
- Your Bank is paid out
- Surplus funds are deposited to your bank account
- Agent pays you the Deposit, less their commission



## POST-SETTLEMENT

The first day of the rest of your life

- Confirm electricity and gas is disconnected
- Cancel your insurance
- Rates, land tax and water transfer automatically to the new owner

**!** If settlement is delayed because of you or your Bank, you may be liable to pay interest to the Buyer and you will continue to pay your mortgage until settlement.