

Selling Your Home

An Essential Guide



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Introduction

Our business was originally established in 1991, and has maintained its position on Waller Road, Regents Park. The trading name, Browns Plains Real Estate, best reflects our locality and our objective to provide a high quality professional service in the local area and surrounding suburbs.

We are extremely confident in our ability to provide you with outstanding service and support both during the initial process and through the duration of your business relationship with our office. Our team has accumulated a wealth of experience and knowledge and we are confident we can achieve great results for you.

We are proud of our local community and are very proactive in supporting local businesses and sporting organisations, sponsoring Browns Plains Little Athletics and Konga Fitness With Candi.

At Browns Plains Real Estate we believe that our clients and their interests come first!



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Choosing the Right Agent

Your biggest decision as a vendor is choosing the right agent the first time. At Browns Plains Real Estate we achieve your real estate goals through working in partnership with you.

We guarantee to:

- * Use comparable sales data of recently sold properties to assist in establishing a listing price for your home.
- * Provide you with information on how to present your home during the marketing period.
- * Expose your home to an extensive range of advertising medium.
- * Carry out inspections and provide regular feedback.
- * Provide copies of advertising and reports detailing internet "hits".

Price it Right

When establishing the saleability of your home it is vital that a sensible strategy is taken in setting a realistic sale price.

The key points to consider are:

- * Is your asking price achievable?
- * What is your time frame for achieving a sale?

A property attracts the greatest interest when it is just listed. Ensure that your property compares favourably with competitive homes that are already on the market.

Overpriced homes simply make other properties seem more appealing to potential purchasers.

Your appointed agent will know when the time is right to stand firm in negotiating the best price for you.



Listing with Us

At Browns Plains Real Estate our marketing strategies are continually reviewed. The following program has been specifically designed to target a large cross section of the buying public. We firmly believe that the implementation of marketing will create the greatest profile possible and therefore the greatest response from the buyers in the market place today.

Exposure is paramount when selling your property.....

You can't sell a secret!

Services we offer include:

- * Regular printed advertising in the Homes Pictorial magazine.
- * Listings on all major Real Estate websites
- * 45 day Feature Property listing on realestate.com.au
- * A3 Window displays.
- * Corflute sign at the property
- * Open homes

Many agents offer you "Free Advertising" but what do you really get? Our Sales Division is committed to delivering a quality and professional service. All properties listed for sale exclusively with Browns Plains Real Estate are marketed and advertised **FREE** of charge.



The only charge to you at the end of the day is the commission which is charged at 2½% of the sale price plus G.S.T.



Tips for a Successful Sale

Presentation of your home is key when trying to achieve the best possible price. Most buyers will drive past the property prior to an internal inspection so you want to make a good first impression.

To maintain your properties competitive position in the market we recommend:

Lawn Maintenance/Gardening

Ensure the front of your property is tended to regularly and that there are no unsightly weeds protruding in the gardens. The home will look more appealing and inviting.

Internal Presentation

Give the house a good once over, don't forget the inside and outside of windows to ensure substantial light comes through. Reduce the amount of clutter you have throughout the home, this will help the rooms to appear larger.

Maintenance

Complete all little maintenance jobs you may have been putting off, touch up any marked walls. Ensure all windows, doors and cupboards open and close easily.

Pets

Whenever possible, remove pets for inspections. Place air fresheners around the home and open windows to remove any pet odours.

Make Your Home Presentable



Keep your house looking good at all times, repair things that are broken, and replace things that are rundown.

Selling an Investment Property

Selling a tenanted property is an everyday common occurrence within real estate. Once you have made the decision to sell your property, make sure to ask your agent to advise the tenant straight away.

The agent needs to issue the tenant with a notice that you are intending to sell the premises. The agent also needs signed consent to take photographs of the property for advertisements and conduct inspections.

When there is a potential buyer/buyers that would like to have a look through the property, a time needs to be negotiated with the tenant. When there is an agreed upon time the agent is still required to give 24 hours written notice to the tenant before they can gain access to the property.

Leases

If there is a current lease with the tenant, this is with the property not the owner. If the property was to sell with a current lease, these lease dates are to stay in place unless an agreement can be reached between all parties.

If the tenants are on a



periodic lease and a contract goes on the property, a notice period of 30 days is to be given to the tenant.

Properties with a Pool

Different rules apply depending on whether the pool is a shared or non-shared pool. Spas that are capable of being filled with 300 millimetres or more of water, have a volume of 2,000 litres or more and a filtration system, are covered by the new laws.

A Pool Safety Certificate is now required at the time of settlement. We recommend that you book an inspection as soon as a contract goes on the property.

Some Tips for Compliancy:

- * Resuscitation signs must be installed and clearly visible to all those in or near the pool area.
- * Pool fences must be installed with a height of at least 1.2 metres.
- * All nearby tree branches must be trimmed to ensure that no climbing takes place to enter the pool area.
- * Pool gates must swing open away from the pool and be self-closing.
- * Any climbing objects such as equipment or plant pots must be at a minimum distance of 300mm from the fence.
- * Anything bordering the pool fence such as garden mulch must not be higher than the bottom rail of the pool fence.



Pool safety inspections are to be carried out by a pool safety inspector in order to have the safety certificate issued.

Moving House Checklist

Personal/Social

- * Childcare
- * Primary School
- * High School
- * Part Time Courses
- * Doctor
- * Dentist
- * Hospital
- * Baby Health Care
- * Health Fund/Medicare
- * Social Clubs
- * Children's Activities
- * Sporting Clubs
- * Vet
- * Dog Registration

Financial/Legal

- * Bank
- * Centrelink/Family Services
- * Public Library
- * Life Insurance Company
- * Property Insurance
- * Car Insurance
- * Hire Purchase Company
- * Car Registration
- * Driver's License
- * Electoral Office
- * Shares & Investments
- * Government Bonds
- * Credit Card Company

House Keeping

- * Newsagent/Paper Delivery
- * Electricity
- * Gas Company
- * Telephone/Mobile
- * Internet
- * Post Office
- * Magazine Subscriptions

