

THE SELLING ROAD MAP

What happens next?



This checklist of essential marketing and preparation-for-sale tasks and actions will help guide you through the whole process.



Patrick Leou

Principal

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SO, WHAT DOES HAPPEN NEXT?

1. Signing the agreement activates our service
2. We will then prepare a list of features and benefits of your property
3. We'll give you with a checklist to help you prepare your home for sale
4. We'll book a photography session
5. We'll advise your legal representative to prepare all necessary documentation
6. Your keys will be cut, tagged and registered
7. Our marketing department gets to work
8. All required marketing for our media release and on-going advertising will be booked
9. We send a text to our data base of buyers (coming soon message)
10. Signage arranged
11. A team visit is arranged at a time that suits you
12. We begin to receive buyer interest and qualify buyers to prepare for viewing
13. We target surrounding local residents to generate interest
14. We launch our media release promoting your property
15. We give you written updates regarding buyer feedback and any offers
16. We negotiate with buyers and document the best possible outcome
17. We seek your advice and authority during ALL negotiations
18. All documentation required is signed by both parties
19. We put a SOLD sticker on your sign
20. Your sale proceeds after agreed costs are paid to your nominated account

With a successful sale behind you, you're now free to move ahead to the next stage.

If we can assist by recommending a moving company, please let us know. The best companies are usually booked well ahead so it might be wise to book someone as soon as you can.

In today's competitive real estate industry the only indication we have that we are completely qualified to sell real estate is your satisfaction and testimonial. Any positive feedback you can give us to use in our marketing is genuinely appreciated.



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