



#19 Seventh Terrace, Centerville
Nassau, Bahamas
(242) 322-2564




Quick Seller's Guide: Selling Real Estate in The Bahamas

Why Use a Licensed Real Estate Sales Associate?

A professional sales associate is your partner and advocate in the selling process. They will:

- Assess the market value of your property
- Create a custom marketing strategy
- List and promote your property across multiple platforms
- Handle all inquiries, showings, and negotiations
- Help you comply with legal and tax requirements
- Guide you through the entire process—from listing to closing

 Your sales associate ensures that you get the best price in the shortest time, with minimal stress.



What You Need to Know Before Listing



Local vs International Sellers

- Non-Bahamian sellers may be subject to specific repatriation of funds rules.
- Bahamian property owners still need to verify clear title, taxes, and ownership documents.



Property Prep

- Tidy up and consider small upgrades—first impressions matter
 - Have recent appraisal or valuation on hand (recommended)
 - Ensure all legal documents are current (title, site plan, tax certificates)
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Questions Sellers Should Ask

- What is the current market value of my property?
- Are there any liens, encumbrances, or title issues?



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- What are the commission fees and who pays them?
 - How long does it typically take to sell a property like mine?
 - What are my closing costs, including taxes and legal fees?
 - Are there any tax implications for selling locally or from abroad?
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Steps in the Selling Process

1. Consultation with your real estate agent
 2. Property evaluation and agreement on listing price
 3. Marketing strategy and professional photos/videos
 4. Showings & negotiations with buyers
 5. Sales agreement signed and buyer's due diligence begins
 6. Closing coordinated with attorneys and government agencies
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Documents to Prepare

- Title Deed
 - Recent Appraisal or Valuation
 - Survey or Site Plan
 - Real Property Tax Certificate
 - Government-issued ID
 - Utility Bills (for closing purposes)
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Final Tips

- Be honest about any known issues with the property.
- Stay responsive during the sales process.
- Trust your agent—they know the local market and how to attract qualified buyers.