



SELLING MY HOME

Your expectation form Leadsprop as Your Agent?

- The best possible price for your property
- Selling your home in the shortest possible time
- Minimize the inconvenience for you, as the seller

Our expertise enables you to achieve successful selling with Leadsprop and will guide you in all aspects for a seamless selling process.

HOME SELLING TIPS!

Tip 1: Prepare your property for selling

Make your property look as stylish, spacious and eye-catching before we have potential buyers viewing your property.

A few suggestions to give attention to:

EXTERIOR

- Clean and tidy up garden, remove all rubble and clean pool
- Paint, wash and clean outside walls
- Maintain woodwork and gutters and repair if required
- A clean and inviting entrance to the property gives a great first impression
- Garage door to be in working order with a neat and tidy garage

INTERIOR

- Unnecessary clutter to be removed to enhance the impression of spaciousness
- Untidy or uncovered cupboards suggest inadequate storage space
- All lights and light fittings should be working, and globes replaced where necessary
- Spotless and gleaming stove, refrigerator, and sink
- Ensure curtains are clean and properly hung and replace cracked and broken windowpanes
- Tidy and check paintwork of all doors, polish handles and locks, oil hinges and tighten doorknobs
- Steam-cleaning will rejuvenate worn-out looking wall-to-wall carpets and a good polish enhances the natural beauty of a wooden floor.
- Clean and tidy bathrooms – if basins and bath tubs cannot be spring cleaned, re-enamelling is relatively inexpensive and will add value. Replace broken tiles, fix noisy or leaking toilets, repair all dripping taps and repair the grouting around the bath, basin and in the shower. Colourful accessories in the bathroom might make all the difference!
- Odours and pets can affect for potential buyers. Take special note and if necessary, put a few drops of vanilla essence on a saucer in a pre-heated oven – this will give a pleasant smell to your home!

Registered with the Property Practitioner Regulatory Authority (PPRA)



Every property has more than ONE price....

- ✓ What the seller thinks it's worth
- ✓ What the agent values it at
- ✓ What the buyer is prepared to pay
- ✓ The final settlement price

The easiest way to set a price for your property is to ask your estate agent for a written "Comparative Market Analysis" of similar properties sold recently in your area.

Tip 2: Pricing your home

- The price you would like to obtain for your property does not have an influence on the asking price
- What a valuer says your property is worth does not determine the price in the market
- The market value of your property is determined by what the willing and able buyer is PREPARED TO PAY for your property at that point in time

Risks of overpricing:

- Discourages offers
- Reduces agent efforts and enthusiasm
- Limits financing for prospective buyers
- If a property listing remains on the market for too long it is perceived to be a "problem" property

Tip 3: Agent Checklist

- Are you receiving quality service from your agent?
- Do you get weekly/daily updates?
- Has your agent provided you with comparisons in the marketplace?
- Does your agent present a professional image?
- Has your agent provided and explain to you a written marketing plan for your property?

Tip 4: The offer

- Decide on an acceptable price for your property upfront and therefore do not risk losing a valuable offer
- You are under no obligation to accept an offer that you are not comfortable with
- Ask your agent to assist you in determining the best price
- Once you have signed and accepted an Offer to Purchase, it then becomes a Contract of Sale with legal obligations.

Tip 5: The seller's responsibilities and costs

- Agent's commission is payable in terms of the mandate where an estate agent is responsible for concluding a sale of a property. There is no fixed commission rate in South Africa and must be negotiated between you and the estate agent
- Electrical Compliance Certificate and an Electric Fence Compliance Certificate must be obtained by the seller before the property is transferred
- Beetle Certificate (coastal regions) must be obtained by the seller before the property is transferred
- Bond cancellation: inform financial institution 3 months in advance of plan to sell property to avoid interest penalty. You will be required to pay a fee in respect of the cancellation of the bond

