



The Ultimate Guide To Selling Or Buying A Property

Everything you need to know
about selling your home

How much does it cost to sell your property in Australia?



When you sell your house, it's about more than just the sale price: you have to factor in agent's fees, commissions, maintenance, and more. Before you start your journey to selling your home, it's important you have all the costs in mind.

Agent's fees

There are typically two types: fixed fee, which is a fixed price regardless of how much you sell your house for, and commission, where you pay the agent a percentage of the final sale price. (See table on the next page).

Bonuses

It's becoming more common to pay agents a performance bonus for selling a home above the reserve price - on top of the commission or fixed fee. For example, if your home is expected to sell for \$1 million but ends up going for \$1.1 million, and you agreed on a 10% bonus for everything above the reserve price, the agent would get a \$10,000 bonus plus the commission.

Auctioneer fees

If you're selling via auction, you'll also need to factor in the cost for the auctioneer.

Legal/conveyancing fees

Transferring legal ownership of a property from one owner to another is required for every property sale. There are costs associated with hiring a professional conveyancer or solicitor to manage the transfer process.

Lender/settlement fees

If you're paying your home loan off in advance, your lender might charge you an early exit fee. Most home loans also come with settlement fees that lenders charge to handle administrative costs.

Maintenance fees

Showcasing your home's best features is key to securing the best price when you sell. Typical maintenance costs include cleaning, gardening, renovations, and repairs - you can even hire professional stylists if you choose. Marketing fees. Making your house look great when it goes on the market is essential to securing the best price. Marketing fees can either be included in your selling cost or at extra cost, depending on the agent, and will typically include professional photography, online listings, a floor plan, copywriting, and a board outside your house.

Contents (Our guide to selling a property)

How much does it cost to sell your property in Australia?	02
The cost of selling a house in Australia: state-by-state breakdown	04
Getting the value of your property	05
Avoid these common mistakes that could cost you thousands	06
How to choose your real estate agent	07
Commission vs Fixed Fee agents	08
Agent fees: Everything you need to know	09
Do I actually need a real estate agent to sell my house?	10
At the appraisal	12
What you should ask your agent	13
After the Appraisal	14
Styling your home: tips and tricks	16
Marketing your home: tips and tricks	17
After the sale: home settlement	18
How does selling a home affect my taxes?	19
Biggest mistakes made when selling property	20
Upside's checklist and timeline for selling your home	21

The cost of selling a house in Australia: state-by-state breakdown



The cost of selling a house can vary significantly depending on factors like the market value of your home, what repairs are needed, and how much voluntary marketing and maintenance you opt for. To give you a general idea of how much it costs to sell a house in your area, here's a chart comparing the cost of selling in each Australian state.

State/territory	Average commission	Marketing
NSW	2.46%	\$600 - \$10,000
VIC	2.05%	\$500 - \$8,000
QLD	2.80%	\$500 - \$8,000
ACT	2.18%	\$600 - \$10,000
SA	2.35%	\$400 - \$5,000
WA	2.66%	\$500 - \$6,000
NT	2.80%	\$1,000-\$10,000
TAS	2.96%	\$400 - \$4,000



Selling can be a pricey venture, especially if you don't know how much commission you may need to pay. By choosing an agent with a flat fee that includes marketing, such as New Vision Real Estate, you can accurately estimate the cost of selling your home - without any surprises.

Getting the value of your property

How much is your house truly worth? By having an idea of the value of your home, you can decide whether or not it's the right time to sell, and also go into negotiations with real estate agents and buyers feeling confident that you've done your homework. To estimate the value of your home:



Zero in on comparable homes in your area.

Since location and access to facilities all factor into a property's value, it's essential that you look at homes that are as close to yours as possible, have been sold within the last 6 months, and are alike in terms of features (such as number of bedrooms, land size). Tools like **Upside's free online property value estimate** can give you an idea of historical sales in your area.



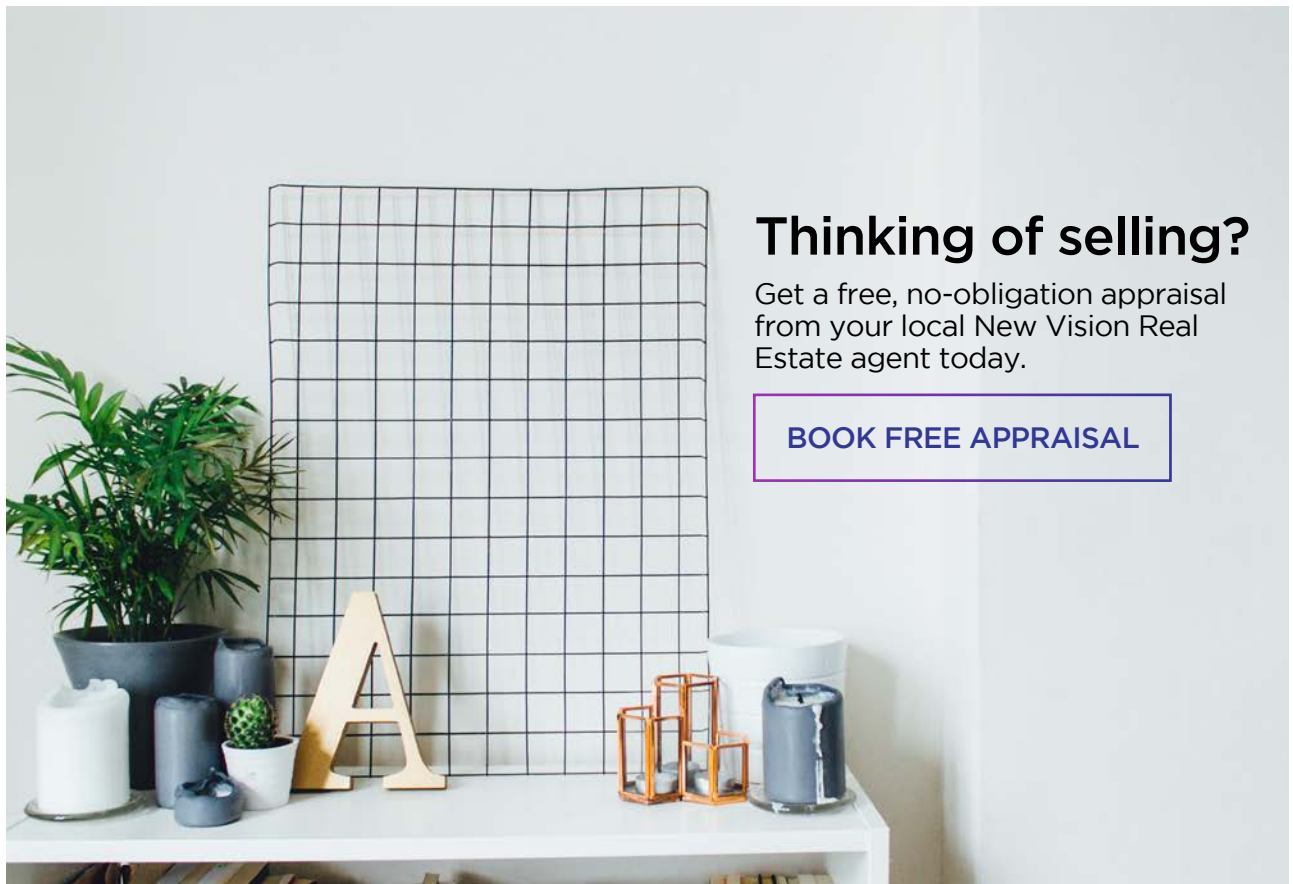
Keep on top of the market.

It's important to be aware of the market in your area and what sells well to buyers looking for property in your neighbourhood, which means continuously checking out the real estate listings, sale prices, and auctions in your area. You can also use tools, like the CoreLogic Home Value Index, which tracks monthly fluctuations throughout the country.



Seek expert advice.

Real estate agents offer valuations and appraisals to give you an idea of the value of your home, so it's a good idea to speak to a few agents to see how much your property is worth. Combine this, along with your research into local sales trends and the market, in order to have a good idea of how much your home could sell for.



Thinking of selling?

Get a free, no-obligation appraisal from your local New Vision Real Estate agent today.

[BOOK FREE APPRAISAL](#)

Avoid these common mistakes that could cost you thousands

Since most people aren't real estate experts, there are some common traps people fall into when trying to work out the value of their home, including:

- + Comparing dissimilar properties, or properties sold too long ago
- + Not being up-to-date with current market trends
- + Emotional attachment to the property making it seem more valuable
- + Comparing with properties currently on the market – remember, the market value is the only good indicator of value, not price guides of properties yet to be sold
- + Using unreliable sources of information, instead of trusted industry publications like CoreLogic



Getting an expert real estate agent's opinion is a good way to gain an understanding of the value of your home. An agent will also be able to interpret finer data points, such as how many days a property was on the market before selling, the median house price in your area and where your property sits in relation to it, as well as auction clearance rates, which gives a good indicator of how much demand there is for property in your area.

How to choose your real estate agent



When it comes to selling your home, your real estate agent is one of your greatest assets. Real estate agents provide expertise, knowledge, and skills that are vital in property sales and negotiations. They know how to work the market, what buyers are looking for in your area, and how to improve your chances of a greater profit. With so many agents out there, it can be hard to decide who you should work with to sell your home. It's good to do your research and speak to multiple agents to find the best fit for you.

Your agent should:

- + Be trustworthy - after all, they're helping you to maximise the profit of your home
- + Be transparent around the costs and fees to sell your home
- + Have local knowledge and expertise in your area
- + Have a proven track record of selling a home

Commission vs Fixed Fee agents

Real estate agents – they're all the same, right? They all charge fees, so what difference does it make if it's a commission or a fixed fee? Well, the difference between the types of fees for selling your property can be substantial. When it comes to the pointy end of real estate sales, they can make a big difference to the bottom line.



What's a real estate commission?

A real estate agent commission for selling a home or investment property is expressed as a percentage of the total sale. That means the more your house sells for, the more money the agent receives at the end. Given how much house prices rose over the last decade in Australia, real estate agents have received a substantial pay increase as a result of this fee structure.



What's a fixed real estate fee?

A fixed or flat fee agent will do all the work of a commission-based estate agent, but they'll only charge a set amount. The price is agreed on at the beginning, secured with a deposit, and the balance is payable following the sale of the house. This means that fixed fee real estate agents work in your best interest – not their own.



Many sellers choose agents from the most recognisable agencies, or perhaps who they bought the property through initially. The problem with this is that the agents from the biggest agency on the block aren't necessarily the ones who understand the market, know what buyers are looking for, or what the best tactics to sell your house are. Meet with several agents from different types of agencies to figure out what works best for you!

Agent fees: Everything you need to know



There are no consistent industry standards for fees across the real estate market. It varies by location and also by what's included by the estate agent and what's considered an extra. However, Sydney and Melbourne real estate fees tend to average around 2–2.5%, according to OpenAgent. This is a substantial chunk of the value of your home: if you're selling for \$1 million – only a little higher than the average house prices in both Melbourne and Sydney – your agent's commission would be somewhere around the price of a new car.



What's typically included in real estate fees?

Another aspect of your estate agent fees that isn't standard across agents is the fact that there are significantly different inclusions within real estate fees. It varies from agent to agent, but you will often have to pay out extra to include:

- + Styling and photography
- + Floor plan and marketing copy
- + Online advertising through domain.com.au and realestate.com.au
- + Signboard and flyers



How much extra is marketing and advertising?

If your chosen estate agent doesn't offer advertising and marketing as part of their budget, you may be looking at several thousand dollars on top of the fee – often up front – for advertising listings and other marketing.



Are there any other hidden costs?

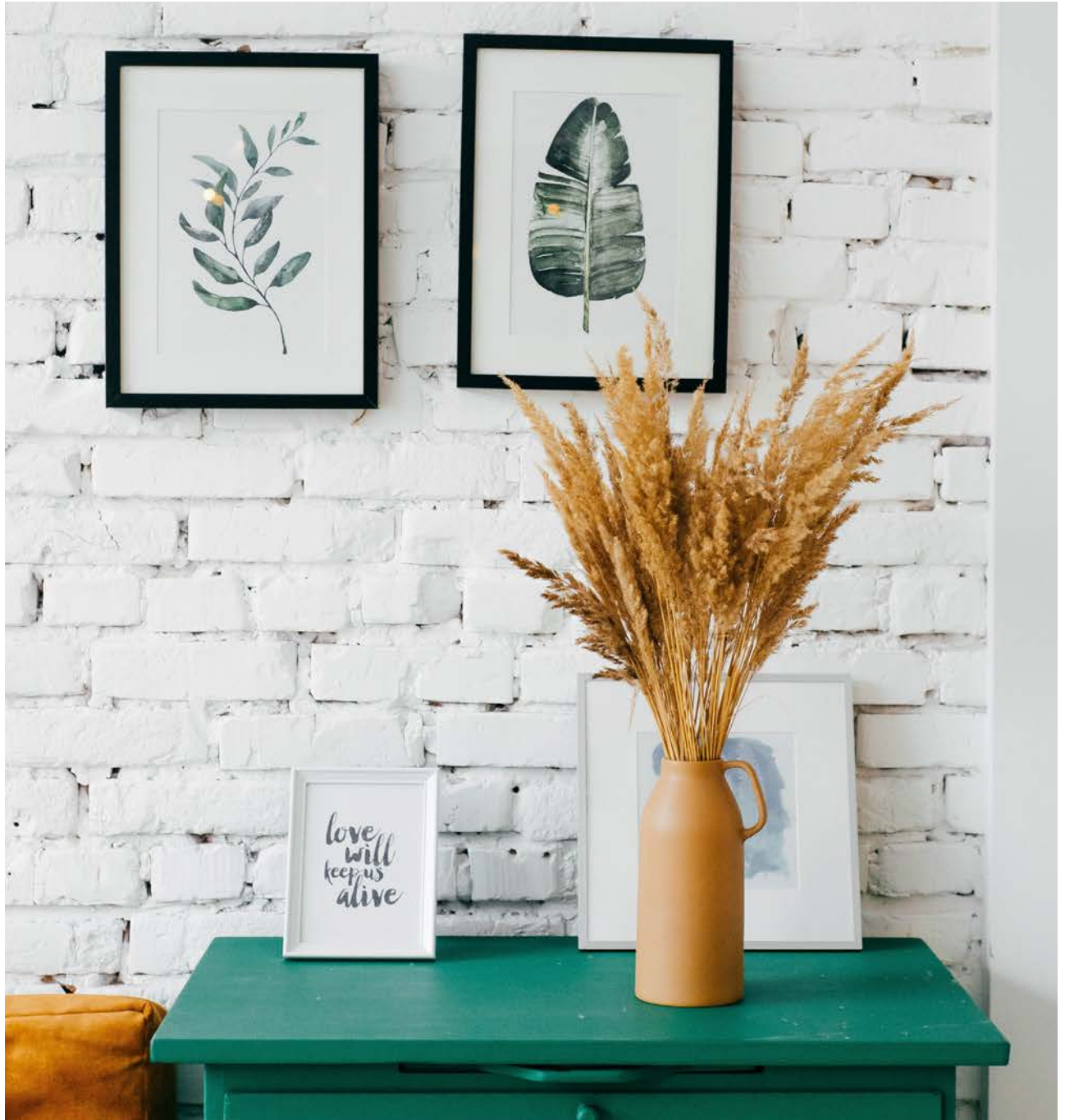
Be sure to read your contract carefully so you understand what fees you'll be paying and at what stage, some costs can be incurred upfront, some on contract exchange, and some at settlement. If it's not clear it's best to ask your agent to explain how it will work. GST also applies to all real estate transactions, so it's worth checking if it's included or on top of the quoted fee or commission percentage.

It's also important to take note of the length of time you give exclusive rights to one agent to sell your property. Beware of long exclusive periods – this should be no more than 90 days from your signed agreement. When reviewing an offer to work with an estate agent, make sure you ask what's included in their fees, and to look for an agent that offers these services as standard.



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Do I actually need a real estate agent to sell my house?



Everyone who's in the market to sell a house has one goal: to make the most profit out of it. This goal leads some sellers to decide to sell their property themselves, rather than hire a real estate agent.

You can see the logic: real estate agents can charge large commissions and fees that could leave you a few thousand dollars short. Considering Australia's average home price, the usual 2.2 percent standard real estate commission for an estate agent could cost you up to \$20,000 of the total price – and that's before taking out your solicitor's fees, stamp duty, and conveyancing fees.

Why choose a real estate agent?

The majority of people choose real estate agents because they provide expertise, knowledge, and skills that are vital in property sales and negotiations. They know how to work the market, what buyers are looking for in your area, and how to improve your chances of a greater profit. They know how to maximise your sale in a way that you might not be able to if you sell yourself.

Experience and expertise

To become a top-selling real estate agent you must have knowledge of the market, understand the psychology behind buyers' decisions, and be educated in the field. Agents know how to value a property and set the right price to compete in the ever-changing real estate market. If you want to be able to market your property to its best advantage – and to the right people – this is crucial. Selling without a real estate agent can save you the commission fee, but it often can result in the undervaluing of your house. That, alongside the costs involved in selling a property, can mean you end up losing a lot of money.

A good agent must also have sharp negotiation skills and confidence. The market can be a tough place to compete, so you will need someone with the determination and ability to fight for your property.

Access to potential buyer databases and marketing resources

How many people do you know who are in the market for a house? What marketing channels are the most efficient to get to potential buyers? How do you know who is serious and who is just browsing?

Real estate agents know the answer to these questions. They have access to a greater pool of potential buyers, and already have the marketing resources to get your property out there and sell it in a faster time frame at a higher price.

Working with a real estate agent is the best option for many, but the agents' commission can be a deterrent.

So, how do you get the best of both worlds?

Simple: a real estate agent that works with competitive commissions.

Choosing the right agent can have a huge impact on your entire selling experience, how many fees you have to pay, and the amount you sell your property for. Be sure to do your research and pick an agent that can offer you value for money and good service.

With New Vision Real Estate, you know exactly what you're paying for, and that's management of the entire sales process. To speak with one of our agents, book a professional, noobligation appraisal.

At the appraisal



How to prepare for your appraisal

One of the first steps to selling a house is finding out what your property is worth through a professional property appraisal. Accurately estimating the value of your home is especially important because it'll not only ensure you get the best deal when selling, but also that your named price is competitive enough to attract potential buyers. Here are some of the key steps we recommend you take to prepare:

Do some sprucing up.

Having a clean and neatly presented home on the day of the appraisal will help give your agent the best view of your home and all its attractive features. Aside from your normal tidying up efforts, taking extra steps like shampooing the carpet or washing the walls will help give your agent a look at your home in its best light, and see its maximum potential.

Brush up on curb appeal.

Have a stroll out the front of your house and look at your yard with fresh eyes. Are there a few stray weeds hanging around? Maybe there are some old kids' toys on the lawn? These are minor issues that are easily solved, but can have a big impact on your home's presentation. Houses with good curb appeal tend to receive better value estimates, so it's worth the extra effort.

Keep a list of repairs and renovations.

Any new or improved additions to your home like a renovated kitchen or bathroom, new gutters or roofing, new carpets and so on will all positively reflect on your home's appraisal. Be sure to tell your agent so your appraisal accurately reflects those improvements.

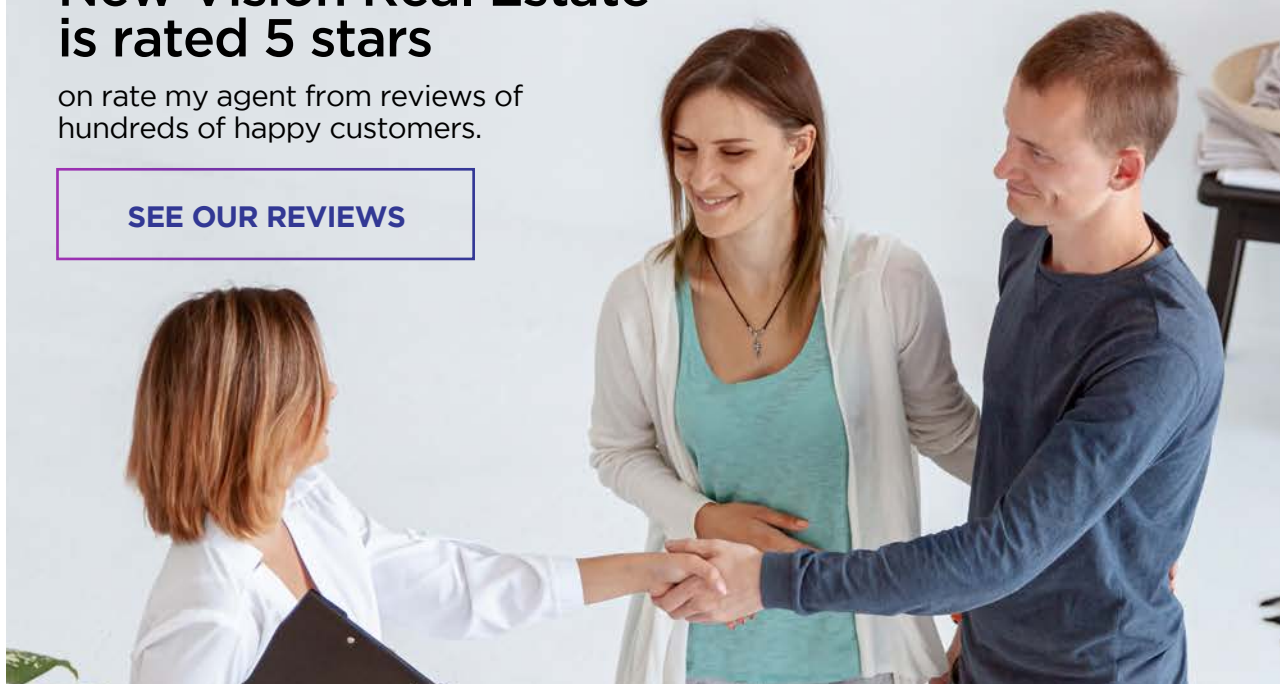
Double check the basics.

It's so easy to overlook that broken doorknob or rusted light fitting when you've seen it a million times before. Small improvements like a paint touchup or new bathroom fixtures won't set you back a lot of money but can make a difference to your home's appeal to buyers.

New Vision Real Estate is rated 5 stars

on rate my agent from reviews of hundreds of happy customers.

[SEE OUR REVIEWS](#)



What you should ask your agent

When you're meeting with your agent, here are 6 questions you should ask:

Do you have reviews from previous customers?

A successful agent will have reviews or references from previous customers.

What's included in your fees?

House inspections, photography, advertising and other services may not be included in their fees, so ensure that you know what these costs are and how much you should expect to pay for them.

Are there additional costs I should include in my budget?

If their fees don't cover some or all the expenses mentioned above, you'll probably have to make an extra investment.

Is there anything I can do to improve my home for sale?

Your real estate agent should know what buyers are looking for and give you some tips on how to improve your house in order to make it as attractive as possible.

How will you be advertising my property?

They should also know what methods work better for your home's target market.

How will you keep me up to date on the progress of the sale?

A good agent will be completely transparent and ensure that you are aware of every stage of your property sale campaign. They should have options for different methods of communication to suit you (face to face, calls, SMS, email) and some may even have an online platform so you can log in any time to check on buyer interest.



Websites like ratemyagent.com.au is an unbiased platform which can provide you with details on an agent's previous sales through verified reviews from vendors who have previously used their service.

After the Appraisal



Auction, private treaty or expression of interest, what is best?

There are a few ways to sell your home depending on your needs as a vendor, how quickly you want your property to sell, the market, location, and a host of other things you'll need to take into account with the help of your real estate agent.

When you're selling your home, there are three ways of selling - auction, private treaty, or expressions of interest - and each method has its own set of pros and cons.



Selling by auction

An auction is a publicly or privately held event organised by your real estate agent on a specific date. It's the final point after weeks of marketing and advertising, with potential buyers gathering to bid on your property until the highest offer is made. Before the auction begins, your real estate agent will help you set a reserve price – the minimum amount you are willing to accept for your home. This way, you are guaranteed a selling price that is equal to or greater than the amount you want.

Pros:

- + Bidding amongst potential buyers creates a sense of competition, and can mean that the selling price exceeds the expected value of the property.
- + Potential buyers could decide to make early offers if they're especially interested in the property.
- + You set the terms and the reserve price of the sale, which means the conditions are in your favour and you don't need to sell unless the property hits your predetermined price.

Cons:

- Some buyers are put off by the competitive nature of auctions and may steer clear.
- If your property is passed in, the price will be public which could lead to a drop in the perceived value of the property.
- Auctioneers are an additional cost which should be factored into your budget.



Selling by expressions of interest

The goal of a sale by expression of interest or sale by tender is to gather buyers' best offers by a specific date and time without disclosing the final price the seller is willing to sell for. Once you're ready to sell, your property will go on the market for a few weeks. Potential buyers will have the opportunity to take a look at your house, make sure their finances are in place to make an offer, and anything else that needs to be sorted out on their part before putting in an offer.

Pros:

- + The buyers will submit their best offers in writing from the start – there is no negotiating involved, which helps the process move on quicker.
- + Selling by expressions of interest provides the sense of urgency of an auction without the stress of public bidding.

Cons:

- Due to the blind nature of expressions of interest, people might put in lower offers if prospective buyers don't know the true value of the property, or if they are being conservative with their offers.



Selling by private treaty

The private treaty is perhaps the most balanced approach, avoiding the public display of the auction and the uncertainty of the tender process. With this method, you and your agent will decide the price you want for your house. Then, your real estate agent will individually negotiate with every potential buyer who has shown interest in your property. This is the most popular method of property sales in Australia.

Pros:

- + Unlike auctions and expressions of interest, selling by private treaty gives you better control over the sale and allows all parties to make more considered decisions.
- + Selling by private treaty is a more stress-free approach as you're not bidding people against one another or riding all your selling hopes on the day of auction.

Cons:

- Because there is less open competition, private treaties can often result in your home being sold at a lower value than had it gone to auction or been sold using expressions of interest.
- Selling by private treaty can also take longer as you're negotiating with one buyer at a time.



There is no hard and fast rule, and the best way to sell your property will depend on you and your home. If you're unsure, look at historical sales in the area to see how similar properties have been sold, and talk to your real estate agent about which option will help you get the most out of your sale.

Styling your home: tips and tricks



It's no secret that styling your property pays off: real estate agents believe it adds around 2.5% to the sale value of your home, and can also help your house sell faster.

From quick styling tips to extensive renovations, here are some updates you can make that could increase the sale price of your home:

Add a coat of paint: Paint can instantly brighten up a room, and cover up any wear and tear in your home - plus, if you do it yourself, all you'll need to invest in is the cost of the paint, brushes, and rollers.

Invest in some new plants: Indoor plants and flowers make your home feel fresh and modern. Add some smaller succulents or potted plants to benches and tabletops to give your property a homely feel, and invest in a couple of larger potted cacti or palm fronds in your entrance or hallway.

Upgrade your light fittings: Light is an important factor for selling a home, and if natural light is a bit lacking in yours, the next best thing is to make sure the artificial light sources are pulling their weight. A light fitting with multiple bulbs is the best way to brighten a room, and you can create a chic feature to lift the look of the room, even when the lights are off.

Re-grout the tiles: like kitchens, bathrooms are also expensive to renovate, but re-grouting does wonders for giving the whole room a lift. This is another candidate for a DIY, or else you can expect to pay around \$35 per square metre.

Make your backyard shine: There's no need to pour in thousands for landscaping - a few touches will renew your outdoor space. Invest in trimming and shaping hedges and trees, mow and weed the lawns so they look well maintained, and stain the deck so it looks brand new. You can also add in some extras: think outdoor archways and DIY stepping stones pathways.

Hang up mirrors: Mirrors are inexpensive to pick up, and instantly give a feeling of space to any room. Big mirrors are perfect behind a sofa or shelf in the living room, or behind the headboard in a bedroom.

Clean and declutter: Too much clutter can be overwhelming during an inspection - remove all the toys, memorabilia, and kitchen appliances that have accumulated over the years, and open up all the curtains and windows to bring in natural light. It's worth investing in giving your home a deep clean, including professional carpet cleaning, to get rid of any unwanted odour.

Marketing your home: tips and tricks



Once your property is styled and ready to go, now it's all about generating interest in your home. As with anything people buy, homes need to be marketed in order to reach the right buyers at the right moment. The better the marketing, the more interest and the more competition, which means there's the best chance possible at getting a good price when selling your home.

There are many ways to market a home, and your real estate agent should come to you with a strong marketing plan to reach prospective buyers. Whether you're marketing it yourself or working with an agent, here's a guide to successfully market your property:

Create a thorough marketing plan. Your agent should have a good grasp of what sells homes in your area: for example, whether people read the local papers or major newspapers. The marketing plan should include not only print advertising but also digital and physical marketing materials such as flyers, a pamphlet for your property, and signage.

Get great photographs. Fantastic photos are the cornerstone of any property marketing campaign. Making sure there's plenty of light, no clutter, and a sense of space is essential; in order to achieve this you may get a professional stager to arrange hired furniture in the space. Of course, if you have views, a great garden, a pool, period features or recently renovated kitchens or bathrooms, these should feature prominently.

Make use of your street frontage. Leveraging street traffic is a time-tested marketing method. Signboards can capture people who may not actively be in the market for a new home, but could be persuaded when the right home becomes available. For this reason, it's always worth putting up a signboard, even if you're in an apartment.

Do a flyer drop of the neighbourhood.

People who are already living in your area can be the perfect source of potential buyers. Creating a good flyer or brochure to distribute around letter boxes and to hand out at open for inspections is an important part of good advertising.

Cover the major online advertisers. Your real estate advertising will of course have its widest reach online, so ensure that your estate agent has created fantastic listings on realestate.com.au and domain.com.au to show off your property.

Make sure you have professional copywriting. Sometimes real estate agents will write the property description themselves, rather than hiring a professional. Copywriting can help garner interest, so ensure that your agent sticks to what they do best – selling houses – and hands over the copy creation to a professional writer.



Some agents, such as New Vision Real Estate, will include marketing as part of their real estate agent fee. This is much better value for money and gives you, as the seller, access to professional copywriting and photography services within one easily manageable rate.

After the sale: home settlement



What comes after you sell your home?

Settlement is the final step of the property sale process, where the property is legally transferred from one owner to another (in other words, when the buyer finally takes legal ownership of your home).

Normally, the settlement day is set in the contract of sale, and a typical settlement period for a property is around 30 to 90 days, although it can be longer or shorter. On settlement day, the buyer will conduct the final inspection of the property, and pay the balance of the sale price to you.

Before the settlement, the buyer's conveyancer will:

- + Check your sales contract for wording, and make sure that the settlement date is correct
- + Arrange with their lender to make sure they'll be there on settlement day to transfer funds
- + Make sure all the measurements and boundaries match the 'Certificate of Title'
- + Notify the council of any changes in ownership
- + Sort out your paperwork, which include land transfers, stamp duty, and so on
- + Arrange a final inspection of the property

On settlement day

On settlement day, your representatives will meet with the buyer's settlement agent and lender to sign and exchange documents, and arrange the payment for you. Mortgage settlement in Australia is also done on settlement day.

All parties will make sure all the title transfers are correctly registered, any existing mortgages are cancelled, make sure there are no outstanding debts or caveats that are held on the property, and check that everything in the sales contract has been fulfilled. The process is fairly quick and it's entirely up to you if you want to be there. After this, you'll hand over the keys to your home and ownership will officially be transferred.



Stamp duty is a tax paid on the purchase of any real estate. It's always paid for by the buyer.

How does selling a home affect my taxes?



The type of property you plan to sell will impact the taxes you can expect to pay. Here are some of the main taxes you'll need to think about when selling real estate:



Capital Gains Tax

Capital gains tax (CGT) is a tax that is applied to the profits you make when selling an asset such as a house. CGT is calculated by the profit made on the sale of your home minus the costs of buying and maintaining the home (the cost base). Any profits made on the sale of a property need to be included in your assessable income in the financial year that you sell it.



Stamp duty

Although stamp duty is paid by the buyer and not the seller, it's important to remember that it can have an impact on some buyers' willingness to buy your property. If you live in an area with high stamp duty rates or your property has a high value, you might find your property stays on the market longer than expected.



Land tax

When selling a property, you'll need to apply for a land tax clearance certificate in your state. This document will state whether there is any land tax owing on your property, and protects the buyer from any outstanding tax liability.



Typically, you don't need to pay CGT if you're selling the home you live in. If you're selling a second home or investment property purchased after 20 September 1985, however, you'll be liable for CGT if you made a profit selling the property.

How to prepare for a tax return when selling a house.

Tip: If you're selling the home you live in, keep in mind that you might not be able to take advantage of tax breaks from previous years, such as mortgage interest deductions, property taxes, and renovation loan interest.

If you're selling a rental or investment property, you should also make sure you've got everything organised ahead of tax time. Things to consider include:

- + Your CGT date – CGT is calculated from the date of exchange of contract, not the settlement date – make sure you get it right so you only pay what you need to.
- + Multiple property sales – if you plan to sell more than one property, selling those with a capital loss and capital gain in the same year can reduce your tax payable.
- + Your income tax withholding – check if you need to adjust or cancel your income tax withholding variation.

Biggest mistakes made when selling property

From choosing the right real estate agent to negotiating with buyers, there are plenty of factors that make up a successful sale. If you're planning to sell your home, save yourself time and maximise your sale value by avoiding these mistakes.

Mistake #1. Not taking the time to choose the right agent. Many sellers choose agents from the most recognisable agencies, or perhaps who they purchased the property through initially. The problem with this is that the agents from the biggest agency on the block aren't necessarily the ones who understand the market, what buyers are looking for, or what the best tactics to sell your house are. It pays to take time to find the right agent by reading reviews on websites like RateMyAgent.

Mistake #2. Hiring an agent who charges for expensive extras. While some agents will include services like advertising and staging in their fees, many others charge separately for them. In this case, the best option is to find a real estate agent who provides these services as part of their fee so that you're not in for any nasty surprises.

Mistake #3. Hiring an agent who charges a hefty commission. There is no real estate agent standard commission fee in Australia. They vary from agent to agent and can be very different in each state. The two kinds of commission fees are fixed rate, where the agent charges a certain percentage of the final selling price (this percentage is agreed upon from the start); and the tiered percentage commission, where the commission percentage grows as the final selling price increases. While most people expect that commissions are a non-negotiable part of real estate dealings, it's possible to pay a set amount of money regardless of the final selling price, if you hire an agent with a flat fee.

Mistake #4. Not trusting your agent. It's normal to be a little nervous when selling your home, but you must trust your agent's expertise and skills. It's always good to ask lots of questions and stay informed, but doubting and trying to take control of everything can end up doing more harm than good.

Mistake #5. Not doing simple cosmetic fixes to improve value. One big mistake you can make when selling your house is not paying attention to the little details. A broken light, chipped paint, a missing tile – these things can make all the difference on whether or not a potential buyer makes an offer. See these great quick tips for preparing your home for sale.

Mistake #6. Doing a costly refit of your kitchen or bathroom. Now, when fixing up the house, it's possible to take it too far. A complete remodelling of the kitchen or bathroom is often unnecessary and can sometimes just increase the cost, rather than the price of the house. It's best to take this on a case-by-case basis, though, and a knowledgeable estate agent will be able to help advise.

Mistake #7. Not doing your research on the value of your home. Trust your agent, but also inform yourself of the value of your home. Request the appropriate appraisals, research the market, look up similar listings and check out the sales history for your area. Knowing the value of your property will help give you a better idea of how much you can expect. You can check your suburb profile or get great insights tools like Buyer Advantage too. One of the quickest, easiest, and most informative ways to learn the potential value of your home is to claim your free property value estimate from New Vision Real Estate. This report takes less than a minute to request, and it will arm you with information such as comparable and historic sales data from your area so you can get a feel for where your home fits in.

Mistake #8. Appearing too eager. This is a common mistake when, for one reason or another, you need to sell the house quickly. Buyers can detect your urgency, and if they feel you're desperate to sell, they may take advantage of it and offer a lower price.



A good real estate agent can guide you through the selling process and help you avoid making mistakes that detract from the price of your sale, so it's always important to spend the time up front to find the right estate agent for you.

New Vision Real Estate's checklist and timeline for selling your home



Getting your house ready to sell is a busy and often stressful time, and there are a lot of moving pieces to manage. To help you make sure your T's are crossed and your I's are dotted, we've created this handy checklist for selling your property.

- ☐ **Make a list of necessary repairs and renovations.** Make a list of home-selling improvements in order of importance and cost so that you can start prioritising work that needs to be done.
- ☐ **Research comparable property values and your local market.** Before deciding on a sale price, it's important to know where you stand in the market and what's reasonable for your property.
- ☐ **Research property agents.** Choosing the right agent can have a huge impact on your sales process, so it's important to make sure you're comfortable with and confident in the agent you choose. Take a look at online reviews and property agents' websites to compare feedback, services offered, and fees or commissions that are charged.
- ☐ **Get a property appraisal.** Once you've done the necessary improvements to get your property up to scratch for sale, book in a property appraisal with your chosen agent. This will be more thorough and personalised than a property estimate, so it's a good starting point for choosing a sale price.
- ☐ **Decide on a sale price.** You want to decide on a sale price relatively close to listing your property so that it's indicative of the current state of the market.
- ☐ **Get your documentation in order.** Before you go to market, make sure you're up to date with any required certifications from your local council or other bodies.
- ☐ **Marketing and photography.** Work with your agent on a marketing plan to display your property in its best light when it goes to market. This should include professional photography and the right phrasing for your listing.
- ☐ **Be prepared to show your home.** You want as many potential buyers as possible to be able to see your home, so while it's on the market, make sure you're ready to show it at a moment's notice.
- ☐ **Decide on your settlement date.** Some buyers may want a longer-than-average settlement date while others might want to move in as soon as possible. Decide on what's possible for your situation, and be flexible if possible to broaden your prospective buyer pool.
- ☐ **Prepare to move!** Once the SOLD sticker goes up, it may only be a matter of days before you're relocating – so make sure you're packed and have a removalist organised for the big day.

Ready to sell your home?

- + With the right real estate agent,
- + The right sales and marketing strategy, and
- + The right styling,



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You can ensure your property sells quickly and for the maximum sale price. If you're looking for an agent with local knowledge and flat fees, New Vision Real Estate is here to help.

Contact New Vision Real Estate today to book in a free, no-obligation appraisal with our qualified local agents, and find out how we can help you achieve a successful sale for your property.

CONTACT New Vision Real Estate TODAY

