

# Your Checklist For Selling A House

## CONSIDERATION

### SELLING IS ON THE CARDS

	YES	NO
<input type="checkbox"/> Is the property market buoyant in your area?		
<input type="checkbox"/> Are there many properties up for sale in the neighbourhood?		
<input type="checkbox"/> Will you be purchasing a new home before selling?		

### PREPARING THE PROPERTY

	YES	NO
<input type="checkbox"/> Is the property free from clutter?		
<input type="checkbox"/> Is the fencing in good condition?		
<input type="checkbox"/> Is the house number clearly visible from the street?		
<input type="checkbox"/> Can you walk around each room easily?		
<input type="checkbox"/> Are there any odours that need removing i.e. pets, mildew?		
<input type="checkbox"/> Does the property need touch up painting work completed?		
<input type="checkbox"/> Will anything need to be repaired?		
<input type="checkbox"/> Are there overhanging trees that need to be removed?		
<input type="checkbox"/> Will you be getting the property professionally styled for inspections?		

### FINDING AN AGENT

	YES	NO
<input type="checkbox"/> Have you researched potential agents in the local area?		
<input type="checkbox"/> Have you found out commission rates?		
<input type="checkbox"/> Are there any differences between estimated sale values between agents?		
<input type="checkbox"/> What is each agent's advertising costs?		
<input type="checkbox"/> Do you know what happens if the property does not sell?		
<input type="checkbox"/> Is the agent available on weekends?		
<input type="checkbox"/> What kind of marketing will be completed on your behalf?		

> *continued*

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TYPE OF SALE	YES	NO
<input type="checkbox"/> Will you be going to auction to sell your property?		
<input type="checkbox"/> Will the sale be an open, exclusive or tender listing?		
<input type="checkbox"/> Has the agent provided you with current market trends?		

THE SALE PRICE	YES	NO
<input type="checkbox"/> Has the property been recently valued?		
<input type="checkbox"/> Will the agent provide you with a comparative market analysis ("CMI")?		
<input type="checkbox"/> Do you have a set price in mind?		
<input type="checkbox"/> Are you prepared to negotiate on the sale price?		

ITEMS OFTEN OVERLOOKED	YES	NO
<input type="checkbox"/> Do you have a local conveyancer?		
<input type="checkbox"/> Will you have any flexibility when it comes to a settlement date?		
<input type="checkbox"/> Do you have the time to attend all inspections and open homes?		
<input type="checkbox"/> Are there any pets that need to be outside or secured?		
<input type="checkbox"/> Is there enough lighting in the property?		
<input type="checkbox"/> Is the water pressure levels adequate?		
<input type="checkbox"/> Are there enough power points?		
<input type="checkbox"/> Is the hot water system reliable?		
<input type="checkbox"/> Does the property have air-conditioning?		
<input type="checkbox"/> Are there any signs of mould in the kitchen, bathroom or laundry cabinets?		
<input type="checkbox"/> Are there any water restrictions in place for the area?		

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