

10 steps to selling your home professionally



sell it yourself and save

Choose the level of support you want

 - talk to our friendly local customer support staff

Expert - a member of an affiliate professional network

1. Start with a FREE registration at Buy My Place

- Hints and tips guides
- Simple step by step process

2. Set your sale price

- **Free** recent sales data to help set your price
- **Buy** a more detailed report for a higher level of confidence
- **Buy an independent professional valuation** from our certified partner

3. Select the services you need

- **One stop shop** – all the services you need in one central location
- Full customer support available
- Photographers
- For Sale boards
- Interior Designers
- Lawyers
- Landscapers
- Conveyancers
- Valuers
- Furniture Hire
- Builder

4. Prepare your home for sale

- Clean and unclutter your property
- Minor maintenance (squeaks, leaks, globes etc)
- See a full list in our Knowledge Centre

5. Photography

- Take your own photos and advertise for just \$199
- Professional photography available for best results for just \$349

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For more information, contact Buy My Place Customer Support on 1300 289 697 or visit: www.buymyplace.com.au

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6. Create brochures

- Convert your advertisement into a printable PDF brochure
- Print as many brochures you need for your local area
- For professional results visit your local printing centre

7. Open for Inspection

- Have printed brochures ready
- Prepare answers to questions about rates, local parks, public transport, schools etc.
- Take contact details of all visitors to follow up
- Always conduct inspections with a friend or partner
- Give visitors space to view the property at their own pace, but be attentive to them

8. Negotiations

- Comprehensive negotiations guide for all sellers received after check-out
- Multiple, easy to follow strategies to help you feel comfortable
- Dealing direct with buyers places you on a level playing field. No games

9. Deposit + Settlement

- Buyer pays a 10% deposit to be held in your solicitor or conveyancer's trust account
- Consult with your buyer to select a suitable time in the final week
- Complete list of things to check is available in the Knowledge Centre
- Select one of our legal partners, or your own, to execute settlement

10. Celebrate

- Congratulations. You just sold your own property and saved thousands of dollars
- What will you do with the savings? New car, new furniture, holiday ...

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