

The Selling Process

A step by step guide to the sale of your home



Appraisal

- Salesperson inspects your property
- Agent talks you through the selling process
- A written appraisal is completed



Preparation

- Agency agreement is signed
- Your home is prepared for sale
- A contract for sale is requested from your solicitor
- Building inspection and building report completed
- Marketing strategy is finalised



Marketing

- Photo shoot
- Sign board or photo board is placed outside property
- Advertisement is posted live to Allhomes, Domain & Realestate.com.au



Exchange

- The contract is signed
- The buyer pays a deposit
- Contracts are exchanged by solicitors
- Property is marked as SOLD



Negotiations

- Once an offer is received negotiations commence
- Your agent will negotiate between you and any prospective buyers
- A price and terms are agreed upon



Exhibitions

- Property is opened for exhibition
- All feedback is collected and relayed to you



Settlement

- A pre-settlement inspection is arranged in the days approaching settlement
 - The sale is completed - funds are transferred by solicitors & agent and the matter is settled
- Congratulations!



Congratulations

Here at Philip Kouvelis Real Estate we love feedback, at the end of the selling process we will provide you with a quick survey so you can let us know about your experience