



Guidelines for Sellers

The following few steps would assist you when selling your property:

- *When considering selling your property, you should seek out a qualified valuator who can assess the value of the property for you to know what your property is worth, thus allowing you to make realistic plans thereafter based on what you can get for it.*
- *Check with your financial institution for the pay off balance on your mortgage or any other loan facilities that uses the property as security and inform them that you intend to sell the property.*
- *Consult with a trustworthy real estate agency who offers free advice. It would be in your best interest to use the services of a Realtor, as he/she can advise on the various steps, forms, financing, inspections, marketing, pricing, and negotiating. By choosing a Realtor to represent you, it would eliminate the problem of having to deal with dozens of people to view the property, at least your personal Realtor would protect your interest.*
- *Insure that all required repairs are done on the property before putting it out for sale and it is kept clean thereafter. Consult with your agent accordingly.*
- *Set out specific times of the day and week viewings can be accommodated, but you would be required to be flexible with this time to accommodate some purchasers.*
- *Allow the agent the space to conduct the viewing as he/she sees fit and do not tail the agent or client during a viewing.*
- *Request a list of the primary documents required for the sale and secure same for when a purchaser is confirmed.*
- *Plan for moving and clearing the house for when a buyer is secure.*