



Selling A Home—What Happens Next?

You've decided to sell your home—but what happens next?

The process of selling your home can be quite scary and confusing but don't let it be!

Your friendly sales consultant at Elders Albury/Wodonga is here to help you through the process and answer any questions you may have along the way.

The following is also a short guide to explain what you can expect throughout the entire sales process.

1. The first step is to sign an authority with your agent. As soon as this is complete the agent will arrange for photos to be taken & an inspection of your property by the sales team. We try and make this at the same time for less disruption for you. The whole team goes through the property to ensure that everyone is familiar with your property when speaking with different clients
2. Your next step is to arrange for a vendor statement if you are in VIC or a Contract of Sale in NSW. If there is a signed Vendor Statement in the office and an offer is made this enables us to prepare a Contract of Sale immediately and ensure the process moves along as quickly as possible. If your property is in NSW we will need a Contract of Sale before we are legally able to market the property
3. Once we have photos of your property it will be placed on the internet, in our office window & in the paper where requested. The marketing process is now in full swing and open homes will also be conducted
4. The next step is an offer from the purchaser and acceptance from you! Once this occurs we will prepare the Contract of Sale and forward to the purchasers solicitor. If in NSW a sales advice will be sent to the solicitors and a Contract of Sale prepared by the Vendor solicitor and sent to the purchasers solicitor.
5. The purchasers will now organise to have a pest and building inspection (if this was part of the offer conditions) and a valuation will also be completed in most cases if there is a finance clause.
6. Once all of these inspections have occurred, the purchasers finance is approved & contracts have been signed by both parties there will be an exchange of contracts. The property then becomes unconditional and the Contracts are binding for both parties.
7. The next and final step is settlement! Congratulations!