

INFORMATION WHEN LISTING FOR SALE

Our team pride ourselves in ensuring that all our clients are well informed before signing the dotted line. Here is a small list of what is required by you to list your property with us:

PERSONAL INFORMATION: we will require a copy of your:-

1. Drivers Licence
2. Property Rates Notice

ADVERTISING COSTS: It is no secret that the greater the exposure a property has to the market, the greater number of buyers who are aware of the listing. Our options include:

1. Listing with Town to Country does not include internet advertising - \$75 (window card, sales list and signage)
2. Internet advertising – We advertise on realestate.com and domain.com
Both of these high profile sites have different listing prices for a range of advertising. Talk to our team to discuss further! The minimum you will need to pay for advertising for these sites, which payment is required before your property is listed is \$330.00 incl gst.
3. Drone Photography - \$55

TITLE SEARCH COSTS: \$33 upon signing of form 6 and contract of sale.

COMPARATIVE MARKET ANALYSIS (CMA)

We will provide you with a CMA – a report that contains information on at least three properties of a similar nature and style to yours that have sold recently in your area. It's helpful in understanding your property's price potential.

BEWARE OF OVERPRICING

Setting a realistic price will generate greater buyer interest and achieve a faster sale than if the property is overpriced. The risk of setting an unrealistic price is a longer time on the market which can be off-putting to buyers. An agent has to market your property at a price you've agreed to, e.g. if your property is listed at \$409,000, the agent cannot market it as "\$360K-plus".

ADJUSTING YOUR PRICE

The seller can choose to change the listed price at any stage when marketing a property, but be sure to give this instruction to your agent in writing. An agent is unable to change any marketing without your written instructions.

Choosing an REIQ accredited agent ensures a seller's property is handled by a professional committed to adhering to best practice values and a high level of service.

PREPARE YOUR PROPERTY

It is important to spend a little time freshening up the look of your property, inside and out. The results may not only add to the sale price, but encourage more buyer interest.

What works:

- Clean, bright and airy residences
- Neutral colours
- Well-landscaped gardens
- Plenty of outdoor living space such as decks and covered patios
- Pleasant fragrance.

What doesn't:

- Dark, dingy residences
- Unpleasant smells, especially cigarette smoke and animal odours
- Filth and clutter

It's recommended that you:

- Clean out cupboards to give an impression of space
- Take away all unnecessary furniture to leave rooms uncluttered
- Fix all obvious faults
- Tidy up yards
- Steam clean and deodorise carpets professionally
- Paint over marked walls to brighten up a room quickly
- Replace brightly coloured curtains and wall colours with neutral tones.

What can you expect:

- We will ensure you are kept up to date with any interest in your property
- We will contact you to discuss options of marketing throughout the time your property is on the market.
- You will be treated professionally at all times
- You will be part of the listing process, and your input is appreciated and validated.
- Our staff are fully qualified and members of the REIQ
- Your listing and your details will be kept confidential
- You can trust our staff that they have your best interests in mind.

We are a small business, that is proud of putting YOU first.