



# Selling Checklist

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*Your greatest asset*

**Melcorp**  
Real Estate

Preparing to sell your property is a complicated and sometime stressful process. Melcorp have compiled a short checklist to of what you need to think about when preparing to sell, to assist you during this time.

## 1. Research how much your property is worth

By obtaining a property report like this one, you have taken the first steps to be aware of the current market value of your asset. In particular, looking at what price other properties in your area are selling for can give you a good understanding of what your property could be worth.

## 2. Choose an agent

Your real estate agent will be in charge of marketing, advertising and showing prospective purchasers though your property. They will also will complete all of the and completing the legal requirements for a sale. They should understand current real estate market and advise you how to get the best result possible.

## 4. Plan how to promote your property

You and your agent will work out a plan for promoting your property on to the market. This plan will include a marketing campaign designed to draw the greatest attention from potential buyers.

## 5. Determine your selling price

Discuss with your agent about the offers you are willing to consider. In addition to price, this could also include terms such as settlement conditions.

## 6. Appoint a legal representative

Appoint a legal representative to prepare a contract of sale for your property. This will include all of the details of the property for prospective purchasers.

## 7. Presenting your property in the best light

Make sure your property is looking at it's best. If it is tenanted, work with your property manager to ensure it is clean and tidy. It might even be worth booking in a professional clean. If you live in the property, remove any clutter, undertake any maintenance and repairs, open up curtains and blinds and consider some additional styling such as fresh cut flowers.

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