

## THE PROCESS – SELLING REAL ESTATE

### 1. **Speak to your Bank**

BEFORE you sell ensure you understand any fees and charges the bank may charge you to discharge your Mortgage. If you have a fixed interest loan you may be up for several thousand dollars for breaking the term.

### 2. **Appoint an Agent**

Speak to 2 or 3 Real Estate Agents; get their appraisal of your property's value a breakdown of their fees and charges before you make a commitment. Real Estate Agents are experts in their field and will be able to advise you on what small things you can do to maximize your sale price.

### 3. **Auction or Private Treaty**

Your Agent will help you to decide what method of sale is best for you. Remember, if you choose Auction, you must have the property advertised for a minimum of 6 weeks

### 4. **Speak to Adcock's**

As a Vendor you do not get a Cooling Off period; you are bound by the Contract immediately. If you want any changes made to the Contract, ensure they're done before you sign. If you want any Special Conditions included, Adcocks will draft them and supply them to your Agent.

### 5. **Sign the Contract**

Adcock's will then get a signed copy of the Contract, Form 1 and Searches to begin the Conveyancing process. It's important this is done immediately as it takes most banks a minimum of 3 weeks to arrange to discharge the mortgage.

### 6. **Sign, Sign and more Signing!**

You will have to sign all sorts of documents to finalise the Settlement. It's important you notify Adcock's if you will be away any time prior to Settlement.

### 7. **Book the removalist**

Settlements happen between 11am and 1pm on M-F in Adelaide. If using a removalist, you should plan to be out of the property by 11am. You will need to ensure your Agent has at least one set of keys to the property to give to the purchaser.

### 8. **Move out**

Pop open a bottle of bubbles and celebrate your next step.