

QUAY 1

INTERNATIONAL REALTY



Navigating Success

SELLER'S GUIDE.

We are here to help make
your selling experience
easy and hassle-free.

Here are some of our pointers for maximising
the return on your investment!

QUAY 1 INTERNATIONAL REALTY
+27 21 426 4848 | 153 KLOOF ST. IN GARDENS



CHOOSE A REAL ESTATE BROKERAGE THAT SUITS YOU

Choosing a real estate agency (brokerage) with an area specialist broker who is familiar with the in's and out's of your suburb's market characteristics and trends, is the first step to success. The insights and advice that a well trained specialist broker provides will put you in the inside lane when it comes to increasing your chances of a successful sale in the shortest period of time.

A successful brokerage with a solid track record will have the resources and infrastructure to showcase your property in the best possible light via the implementation of a strategically integrated marketing communications campaign targeted at qualified local, national and international purchasers

PRICING YOUR PROPERTY



WHAT IS THE BEST PRICE?

The value and price of a property can be a complex equation and is dependent on a number of factors. Being a very important consideration in the sale process, the listing price recommendation provided by a broker should take both your aspirations and goals into account, together with the current supply and demand in your area.

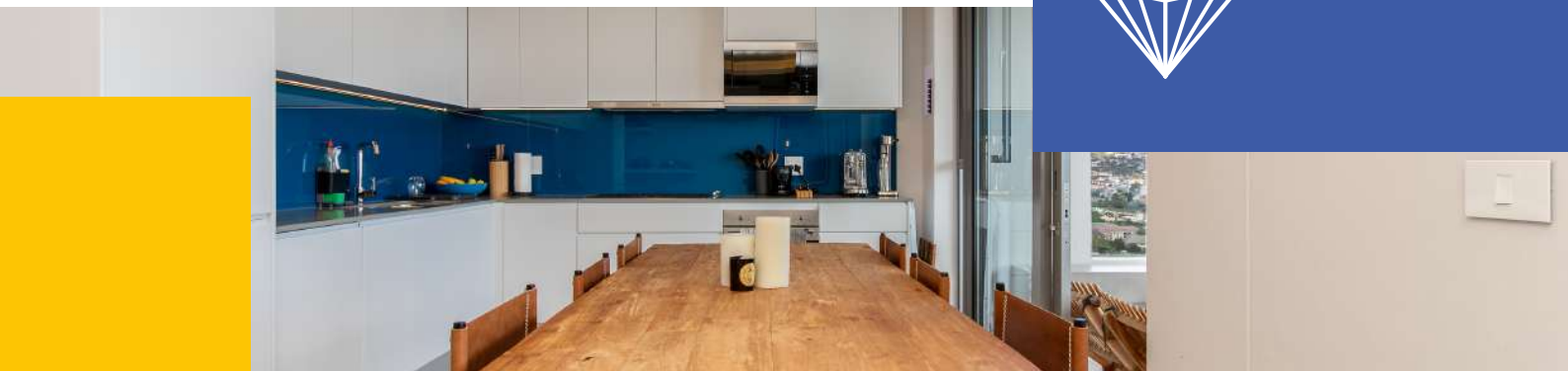
Other factors such as recent sales data and price trends, as well as, the local and macro economic conditions prevalent in the market at the time.



ENHANCE THE VALUE OF YOUR PROPERTY

In order to sell your house efficiently, your broker will ask you to point out any material defects present and, in certain cases, will recommend maintenance and repair work to be done.

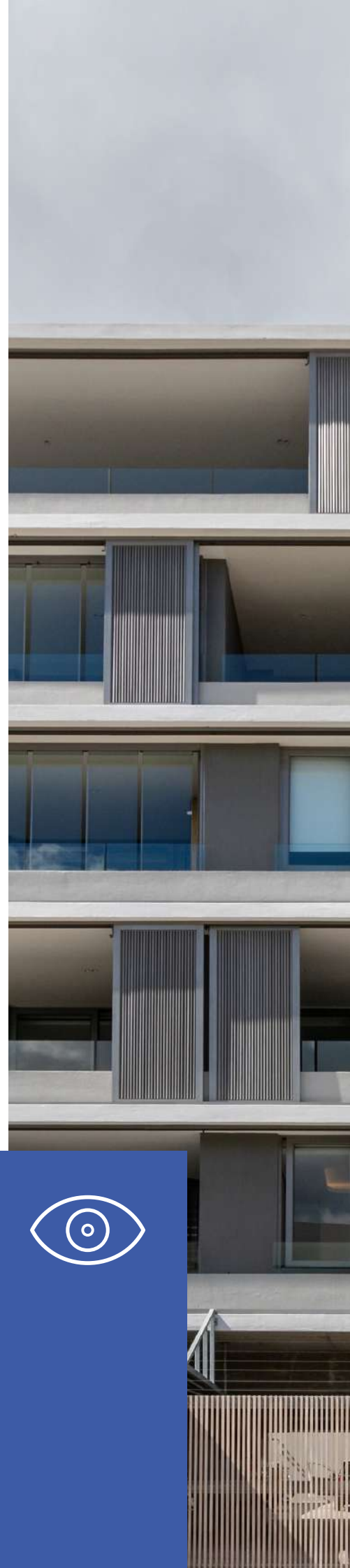
Often, smaller defects are not a serious cause for concern and purchasers are able to look beyond these. You can also use home-staging methods to enhance the potential of each room and help prospective buyers imagine themselves enjoying the space. Sometimes it doesn't take much to transform a place into a warm and welcoming abode!



MAKE IT EASY TO ARRANGE SHOWINGS

Sellers are asked to be flexible when listing their home on the market. While it is now possible to conduct virtual video tours to give prospective purchasers an idea and feel of a property, the best way to position your home above the rest is to make it available for a few viewings slots throughout the week.

If you are leaving town or when you go to work in the morning, do a quick tidy up before and leave your property ready to be visited. Don't take the risk of postponing viewings with prospective purchasers and avoid the buyer finding another property that they may fall in love with! Make it easy to show your property in order to facilitate its sale.



PAY CLOSE ATTENTION TO OFFERS



You may receive more than one offer to purchase your property, depending on the situation. It's important to review and consider all reasonable offers that seem appropriate. Don't be in a hurry to turn down an offer that may be lower than what you were hoping to get, your broker should be able to negotiate with the buyer to get them as close to your aspirational price as possible.

It is important to keep an open mind in order to get the best possible result that the market is currently offering. It is generally accepted that a cash offer, or a bonded offer with a decent deposit amount and minimal conditions attached, is considered favorable over offers that may come in at a higher price, however, are riddled with suspensive or special conditions. Your Quay 1 broker will assist with assessing the offers presented and navigating a successful result.

ONCE A SALE AGREEMENT IS CONCLUDED

Your purchaser may need to apply for a bond to help finance the purchase of your property. In this scenario, the bank's appraisers will ask to conduct their own inspections. You will also be required to furnish relevant certificates of compliance in accordance with the Offer to Purchase agreement prior to registration. These certificates can vary from the electrical compliance certificate, plumbing certificate, electrical fence system compliance certificate, gas certificate as well as a beetle certificate.



WHICH CERTIFICATES?

Your Quay 1 broker, in conjunction with our compliance partners, will be able to assist with the facilitation of the required certificates.



START THE CONVEYANCING PROCESS

AND ENJOY YOUR SALE!

The transfer of ownership of a property is conducted by a specialised legal practitioner known as a conveyancing attorney. The process starts once the seller accepts an offer to purchase and all conditions are met. It's the seller's prerogative to select a conveyancer to facilitate the transfer. The entire transfer process from start to registration at the Deeds Office can take anything from 4 weeks onwards, depending on the circumstance and complexity of the sale, however, the average period is around 3 to 4 months.

Once the transfer is registered at the Deeds Office, the buyer becomes the legal owner of the property and you have just concluded your sale!

CONTACT ME

(Click on the link)

Ready to start your real estate journey?

Contact Quay 1 International Realty
and we'll connect you with one of our area specialist
brokers to ensure that you achieve a top result when
selling your property!



Navigating Success

QUAY 1 INTERNATIONAL REALTY

+27 21 426 4848

navigatingsuccess@quay1.co.za

QUAY 1

INTERNATIONAL REALTY



Navigating Success