

# SELLER GUIDE



# Process of Selling

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# 1

## **Preliminary Discussion**

We will start off with a discussion to find out more about your wants and needs. We will then propose suitable routes for you to consider and help you find your dream home to live in or a suitable house to invest in.

# 2

## **Timeline & Financial Planning**

We will advise you on the timeline and financial calculations. Usually, clients will plan for a purchase if they were to sell their current place. We aim to provide you a smooth transition to your new place and advise you on the financials for your next home.

# 3

## **Marketing of Unit**

We will take some photos of your place and throw in our marketing tools that have shown to be effective for our Sellers. Rest assured with our knowledge and skill set, we are able to reach out to a wide target audience and bring you a pool of interested Buyers in a short time.

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## **Presentation of Unit**

We will facilitate viewings of your unit and with our knowledge and experience, we are able to bring out the best of your unit to potential Buyers. We will qualify Buyers before they come down for viewing. This will cut down on Buyers who are just 'shopping'.

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## **Price Negotiation**

Now that we have interested parties for our unit, we will go ahead and start on price negotiation for you. Rest assured, with our negotiation skills and expertise in the industry, we are generally able to secure a decent or sometimes an even higher price for our Sellers.

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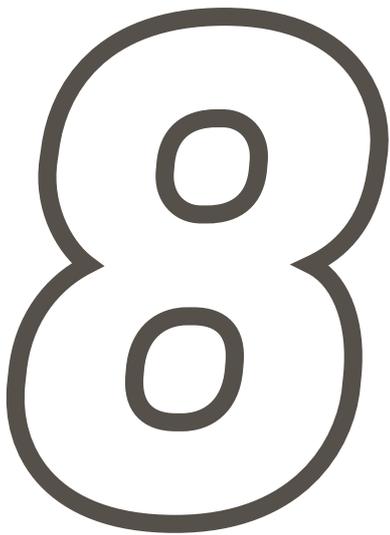
## **Option to Purchase**

When we finally secured a price that both sellers and buyers are happy with, we will receive an Offer To Purchase together with a cheque. The Sellers will then issue an Option To Purchase when the Offer To Purchase had been accepted and acknowledged.



## **Legal Completion**

Usually, a standard private sale will take approximately 14 weeks to legal completion. Sellers will have to vacate the place and handover to Buyers on the legal completion day. Unless there is a special arrangement for extension of stay.



## **Extension of Stay**

If Sellers request for an extension of stay, and Buyers agree to it, the Sellers have the right to continue to live in the premise for up to 3 months, rent free. However, Sellers have to reimburse the Buyers the non-owner occupied property tax rates for the duration that they stayed after legal completion.



## **Handover of keys**

Now that the extension of stay had completed, the Sellers have to handover the premise to the Buyers. Keys will be handed over as well.

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## Move Into Your New Home

Congratulations on your new home!



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