

**RIZE**  
RESIDENTIAL



# Selling Overview

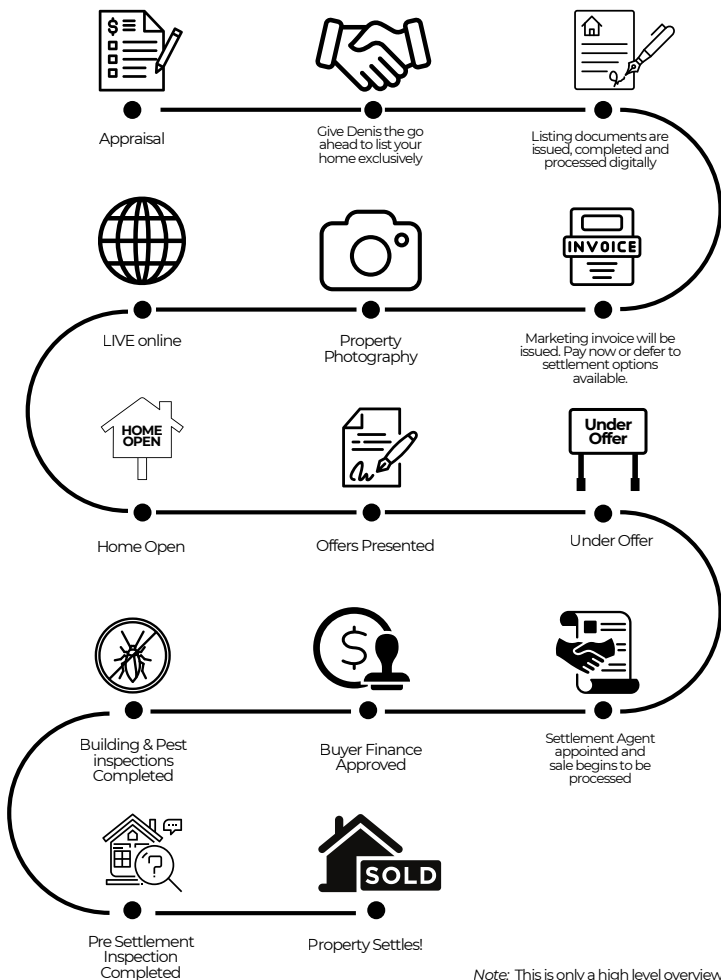
# WELCOME

Selling your home doesn't have to be complicated. This overview gives you a clear understanding of the key steps involved, from listing your property to hosting viewings, so you know exactly what to expect along the way.

*Denis Sanzier*



# SUCCESSFUL SELLING PROCESS



Note: This is only a high level overview of the sales process. For more detailed steps, please refer to your real estate agent.

# SELLING. STEP BY STEP

**1. Listing Agreement**  
We'll provide you with the listing agreement to sign via our online signing platform Realtair. Alternatively we can provide a hard copy, whichever is most convenient. Signing this agreement officially begins your selling journey with us!

**2. Legal & Compliance**  
We'll arrange the necessary legal documents, including the Certificate of Title and any relevant surveys through Landgate. You'll receive an electronic ID verification request, or you can complete this in person if you prefer.

**3. Marketing & Payments**  
You'll receive a marketing invoice via email from CampaignFlow, and you'll have the option to pay now or pay later at settlement.

**4. Seamless Communication**  
We'll set up a dedicated WhatsApp group for you and anyone else involved in the sale to keep everyone informed. Feel free to leave a question or ask for updates at any time during the selling process.



### **Photography**

5.

Once your marketing payment is processed, we'll coordinate with you (or your tenants if applicable) to schedule professional photography at a convenient time. You'll receive a presentation checklist to help prepare your home for the best possible results.

6.

### **Access & Security**

We'll collect a spare set of keys and any alarm codes if required (vacant homes). All visits are pre-scheduled – your time and privacy are always respected.

7.

### **Marketing Preparation**

We'll craft an engaging advertising write-up highlighting the key features of your home. A targeted "Coming Soon" campaign will be launched online to active buyers, a "For Sale" signboard installed, and your property will be promoted across our social media channels.

8.

### **Go Live Online**

Once we have received the photography (usually within a day or two) your property will be uploaded to multiple listing websites – officially putting your home on the market!

9.

### **Home Opens & Viewings**

We'll coordinate a VIP twilight viewing mid week (if applicable) and weekend home open (typically a Sunday). Private inspections can also be arranged during the week upon your approval.



### **Offer Presentation**

10.

When your property receives an offer, we'll present it to you clearly, walk you through the terms, compare it with any others, and guide you through the process.

### **Under Offer**

11.

Your property is under offer once you've accepted a buyer's contract. At this stage, you can't accept another offer unless the first contract falls through.

### **Settlement Agent Appointed**

12.

Once your property is under offer, you will need to appoint a Settlement Agent. We can help by providing quotes or recommendations, however the final decision on who you appoint is always yours.

### **Buyers Finance**

13.

If the offer is subject to finance, we'll keep you updated and let you know as soon as the buyers receive formal approval from their lender.

### **Inspections**

14.

If building and pest inspections are part of the contract, we'll organize a suitable time with you for the inspectors to access the property.



### **Final Inspection**

Once all inspections are complete and formal finance is approved, the buyers are entitled to a final inspection of the property. This usually takes place 5–7 days before settlement and allows them to check that gas, plumbing, and electrical components are in working order, and that the property is in the same condition as when they made their offer. We will also discuss key hand over arrangements in preparation of settlement day.

### **Settlement**

Settlement is handled by the appointed settlement agents, who manage the transfer of funds and legal documents. Once everything is complete we will receive written confirmation.

### **Key hand Over**

Once we receive written confirmation from the settlement agents, the property officially changes hands. We will be present to collect keys from you and hand them to the buyer/s either on settlement day or the following day, as agreed beforehand.



# SELLER'S RESOURCES



10 Ways to Improve Your  
Home's Saleability

Preparing Your Home for  
Professional Real Estate  
Photography

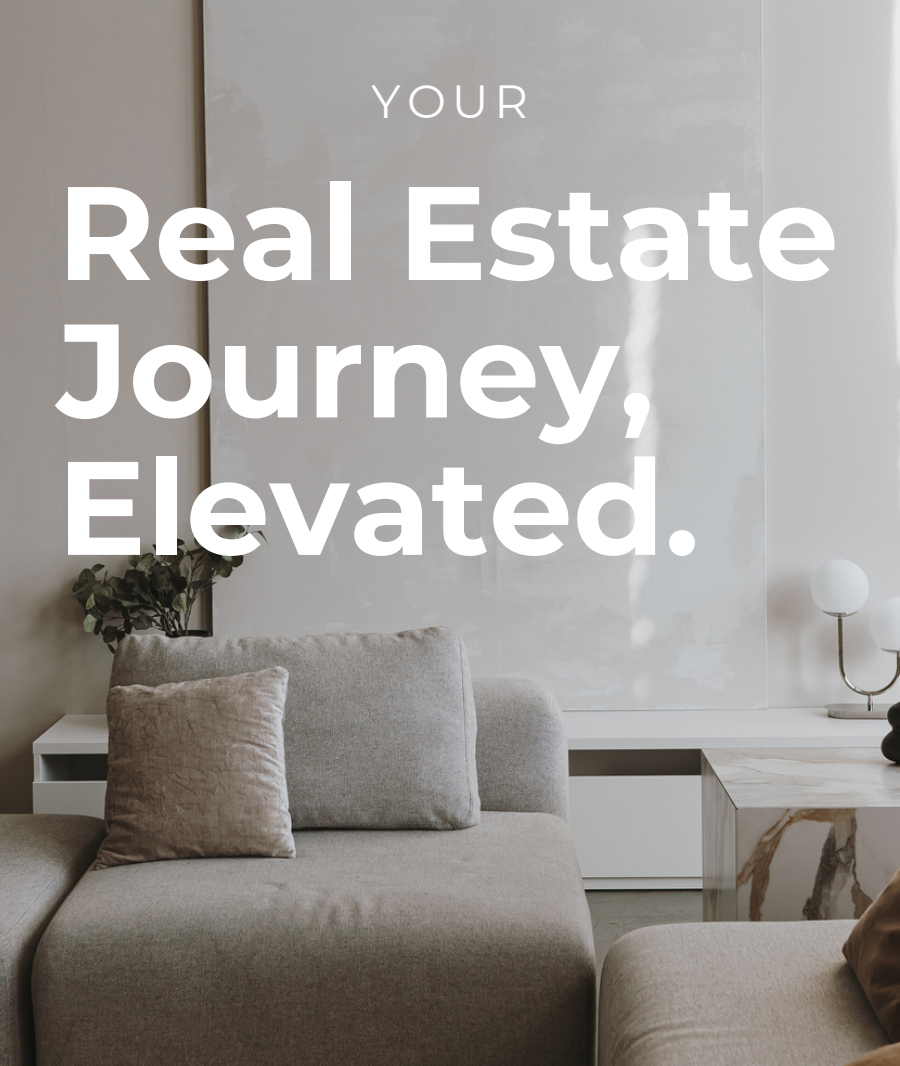


10 Most Common Questions  
About Selling Your Home

How to Prepare for a Home  
Open: A Complete Guide for  
Sellers



The Appraisal Process and  
What to Expect



YOUR

# Real Estate Journey, Elevated.



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