

Selling your home



Selling your property is a big decision, and choosing the right real estate agent can make all the difference. To help you navigate this process, we've put together a practical checklist. Use it to ensure you've considered all the important factors and costs as you plan your move.

Choosing the right agent

Follow this checklist of questions for your prospective sales agent:

- Can I see your sales history with a list of recent properties that have sold, including the prices?
- Have you got a report on recent sales in my area so I can compare the suggested value of my home?
- Will I have to pay for advertising and, if so, what will I get for my money?
- How do you recommend selling my home and why?
- How long do you think it will take to sell my home?

Consider all your costs

Along with your real estate agent's commission, there are some key costs to factor into your overall budget. Work through the following list to ensure you've accounted for everything and make notes along the way.

- Photography and home staging for inspections
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- Moving and storage costs
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- Essential repairs and upgrades
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- Legal fees
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- Settlement fees
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By working through this checklist, you're taking an important step toward a successful property sale.



Keen to learn more about what's involved in the move? Uncover further tools and resources in the Retirement Living Guide.



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