

Steps to selling your strata unit

You'll want to know the agent's commission and legal costs. We'll explain all of this clearly before we get started.

You list your unit with an agent and we prepare a draft Contract. The Contract includes title particulars of the unit, inclusions in the sale, special conditions, a current title search, common property search and plan and a Zoning Certificate from the Local Council. This is then issued to your agent.

Selling a unit can be exciting but you need to make sure you're fully protected to save money later on.

Remember there is no binding agreement until the Contracts are exchanged.

Once a purchaser is found and you have agreed upon the sale price, and any other relevant particulars, we issue the Contract to the purchaser's solicitors and have you sign your Contract. We await receipt of the purchaser's Contract to exchange.

Exchange takes place and the 10% deposit is paid which is held by your agent pending completion. You and the purchaser are now bound to the sale.

Make sure you are completely satisfied with the sale price before you sign.

This all takes place within the time allowed under the Contract.

After exchange, if you have a mortgage over the unit, we request a discharge of mortgage and loan pay out figure from your Bank. We forward you a Transfer to sign, to transfer the title of the unit to the purchaser and have you answer questions verifying the unit's title. We complete a Transfer of Interest form to be received by the Owners Corporation, transferring your interest in the unit.

We prepare settlement figures so that a date and time for settlement may be arranged and confirm with your Bank that they are ready to settle.

You are getting very close to selling your unit!

We'll keep you up to date with how your sale is going...

Settlement takes place and the balance of the settlement money is paid to your Bank and the title to the unit is transferred to the purchaser.

CONGRATULATIONS!!
You have sold your strata unit.

You can start celebrating!