

DEVELOPERS

If you have a site or a new build to sell, we can help!

Choosing an Agent

Consider your options when trying to sell properties of the plan. Ensure that the agent you choose has a proven track record of sales of this calibre. It's important to look at the timing of the sale versus the values reflected in the current marketplace. An agent with experience in selling these types of properties will best understand the value of the property as well as work towards your desired timeline.

When is the best time to sell?

The best time to sell comes down to when you are ready and in a position to; however, if you are planning your sale in advance, our favourite time of year is to be on the market selling in January with a little bit of off market campaigning prior throughout Nov/Dec. The reason why we like this is because: during the peak spring selling season lots of people will get sold and ultimately look to buy. What these people will find if there won't be much stock available to them as many other people will have also sold during this point, so having your home available off market

during this time can present a good opportunity for a buyer to show interest and secure your home for above market price.

Do I sell all the properties at once?

Having a selection of properties available can work in your favour. Having the most desired property advertised first can draw more attention from buyers and therefore allow you to refer those buyers to the other properties available. This will allow you the opportunity to sell the other properties off market if you wish and save on marketing, ensuring a smoother sale transaction.

Have you considered?

In terms of timing, you might also be looking to sell before the end of the financial year so any tax charges do not follow you into the next financial year. Make sure you speak to your accountant regarding tax implications and whether its beneficial to sell prior to end of financial year

Our advice and information is general in nature and does not take into account your specific circumstance. Please make sure you talk to your legal representative and carry out your own investigations.

