

## INVESTORS

The time has come to sell your rental property. It is most important in this scenario that the relationship with your tenant is maintained positively, and we are here to help. This will inevitably make the sales process run smoothly for you and ensure the tenant is accommodative in allowing access to the home.

### How do we approach the tenant?

We must approach them via a face to face meeting. It's important not to just send a letter to your tenant to advise that you are selling, as this can get them on the back foot and make the sales process difficult. The first initial conversation should be done face to face, where your agent would offer the tenant the first opportunity to purchase the property. In the event they don't want to or are not in a position to purchase, a specific marketing schedule will be provided to the tenant and advice/coordination around presenting the property will be given.

### What if the property is managed by another agent?

We've been fortunate enough to handle several situations where properties are managed by other agents. This process isn't difficult, however, it's important the tenant is addressed in the correct manner. It's important you understand the terms of the lease in place, whether the tenant is

currently in a fixed term lease or ongoing lease, as this will affect the tenant, the managing agent and of course you in terms of the timing and the success of your sale.

### How we help to sell investment properties

Leading into the campaign, our database has many buyers looking to invest who we will contact first to offer the sale to them before it hits the market. This can give you the opportunity to sell off market if you choose, before leading into a full sales campaign.

### 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

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*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.*

