

## SEA/TREE CHANGE

With many people given the flexibility to work from home, or maybe you're at a stage in your life you no longer need to stay within the main parts of the city, a sea or tree change is an exciting prospect and we would be delighted to assist you with the transition.

### **How do I meet with an agent if I have already made the move?**

If you are unable to organise access for an agent to view the home depending on where you are located, they may be able to have a face to face meeting with you halfway. Alternatively, our company is well versed in the use of Zoom, WhatsApp, and various other video conferencing tools which will allow a thorough conversation to be had even if you are not close by.

### **Should we sell the property vacant or with furniture?**

This will of course depend on your budget for marketing your home. If your home is empty because you have already moved, it might be worth considering styling the home to create that homely, furnished feel. Selling a home that has been professionally styled makes the home appear more attractive to buyers and can have a positive effect on the final sale price. At Saliba Estate Agents our moving team can assist with organising quotes based on your budget, and handle the process from assisting with access and ensuring the marketing timeline is met.

### **What's the sale process if we have already moved?**

If you have already made the move and are not within close proximity to the home you are

selling, our communication methods will ensure you are informed every step of the way. Our use of technology, calendar scheduling, direct feedback post inspection, weekly meetings and weekly written reports allow us to do all we can to keep the process running as smoothly as possible. As agents, we also carry a leaf blower and vacuum in our car to assist with a light clean before inspections take place, so you do not need to worry about that aspect of presentation if you are not living at the premises.

### **Do you offer Buyers Agent services?**

Whilst we do not advertise or receive any sort of financial benefit with assisting our clients with purchasing, if you do sell through us we can help you in this process. We will be able to negotiate on properties on your behalf which includes negotiations directly with the agent and bidding at auction on your behalf. We can also help with obtaining research and information on the next location you are moving to, even if out of area. We know agents in several different areas that can assist you, and we can also provide backend data information and statistics on a particular suburb. Based on your financial position, you may want to "try before you buy" and decide to rent a home when you first relocate instead of purchasing outright. This will give you a bit more flexibility and time to decide if a new area is right for you.

---

*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.*

