

SEPARATION

We're here to help you in this process – we understand this may be a trying time, and believe it's important to ensure we have taken into consideration all aspects that form your decision if you have chosen to go your separate ways.

Does one of you wish to buy the other person out?

Before looking to sell, this can be an option should you be in a position to qualify for the mortgage on your own. Your partner and you would need to agree on the price first of all. The bank will refinance the loan following a third party valuation allowing the transfer of ownership.

Do you both want to sell?

It's important to be on the same page when agreeing to sell your property. Whilst it may be difficult to agree on some things, as your agent and a neutral third party, we will be working you both in many cases, so it's always a good idea to ensure you are clear on the price you would be willing to accept, the settlement term, and what sort of share you both have in the property.

Should we sell the property vacant or with furniture?

This will of course depend on your budget for marketing your home. 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 if we are both at the property?

If you are both living at the property we can help. Our team will work inspections around your time schedule, provide you the right advice around getting the property ready whilst you are both living there, and what to expect during the sales campaign.

How will both parties be kept involved throughout the process?

Our communication methods will ensure we reach all parties involved. Our use of technology, calendar scheduling, direct feedback post inspection, weekly meetings and weekly written reports allows us to do all we can to keep the process running as smoothly as possible.

What if I don't want to do open homes?

This is where our off market strategy would suit best, allowing us to gain price feedback and sell prior to the full sales campaign if we choose to. During this process we can offer to show prospective purchaser's through your home privately to avoid large crowds visiting your home all at once. We also conduct video tours via WhatsApp as well as take property walk-throughs, allowing us a greater reach of potential buyers without conducting an open home.

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.

