

## *Ten things you must know when selling a house*

# THE SELLER'S TOP TEN

### **Have you:**

- ✓ **Taken into account the deposit the Buyer has already paid?**

This amount is not available to you until after settlement.

- ✓ **Allowed for early exit fees on your mortgage?**

Some banks will charge you a fee to pay out the mortgage earlier than originally negotiated.

- ✓ **Allowed for legal costs?**

You should obtain a quote for professional costs from your solicitor.

- ✓ **Allowed for agent commission?**

The agent will deduct the commission owing from the deposit held.  
If there is not enough deposit, your solicitor will draw a cheque to pay the balance from settlement funds.

- ✓ **Allowed for financial adjustments on rates and/or body corporate levies?**

Any outstanding rates or body corporate levies are paid by you, but have to be adjusted so that you only pay up to the settlement date.  
If you have not already paid the rates or body corporate levies, they must be paid at settlement from your sale funds, so inform your solicitor if you decide to pay anything prior to the settlement date.

- ✓ **Set aside money for moving costs?**

Some removalists want to be paid up front, others may be willing to take payment following the move but you will need to call to confirm the fee and payment options.

- ✓ **Booked a removalist**

- ✓ **Arranged leave from your job so you can move?**

This is something you should organise as early as possible.

- ✓ **Redirected your mail?**

If you are unable to update your address straight away with the bank, government and any other companies, then you should contact Australia Post to arrange for a temporary redirection of mail.

- ✓ **Organised your utilities to be connected or transferred?(gas, electricity, telephone)**

In some states, your solicitor would organise this for you, however in Queensland, you must organise this yourself.  
Arrange for the connection or transfer approximately two weeks prior to your settlement date and you can change this if any change to your settlement date is required.