

SALES PROCESS

SELLER

Sign agency agreement with agent to sell property



Engage a solicitor



Contract prepared for marketing



Market property



Seek offers

Accept offer

BUYER

Decide when to buy



Contact your bank/ mortgage broker to seek pre-approval on finance



Engage a solicitor



Start search



Make an offer

Offer accepted

Under Offer

Solicitor prepares contract with buyers details and purchase price, sends to buyers solicitor



Signs contract and mortgage discharge

Solicitor receives contract from sellers solicitor



Bank/Mortgage broker begin unconditional finance approval (order a bank valuation if lending more than 80% of purchase price)

Finance unconditionally approved



Sign contract, pay deposit, arrange pre-exchange inspection with agent

Ready for exchange of contracts

Ready for exchange of contracts

Sold!

Prepare to move

Bank prepare final settlement figures

Vacate property

Cancel insurance

Organise insurance

Connect utilities in your name

Pay stamp duty

Bank prepare final settlement figures

Arrange pre-settlement inspection with agent

Settlement day

Mortgage discharged

Mortgage established

Collect keys and move in!

Buying a property can be a daunting experience so it's important to have a reliable solicitor and mortgage broker to create a seamless process.

The friendly team at MO'R Mortgage Options in Turner will be able to assist you from pre-approval to settlement and can be contacted on:

6286 6501

info@mmo.com.au

