

# GUIDE TO SELLING A HOUSE



## DO I REALLY NEED A SOLICITOR?

Our home is usually our most important asset. Making a mistake or misunderstanding your legal obligations could have a significant impact on your finances and lifestyle.

A solicitor has the expertise and education that will help make sure your sale goes the way you intend.

Once an offer is made, it's likely that any buyer will want to negotiate terms and conditions before they agree to buy. When that happens it's also important you have someone advising you on what's in your best interests.

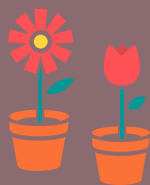
## BEFORE YOU SELL



The first thing that will need to be prepared is a contract for sale.

The contract for sale must include certain disclosure documents about the property. All sellers must also make certain promises about the property they're selling (known legally as 'warranties').

A solicitor will make sure that the contract for sale doesn't only meet the legal requirements, but can also make sure that the contract terms are tailored to be in your best interests.



## FINALISING THE SALE



When you sign the contract you will normally agree to a settlement date. This is usually 6 weeks after the date of exchange.

At settlement the buyer pays the seller everything they owe to 'settle' the purchase. Any amounts you owe to a mortgage, utility providers, etc, will be paid out of that amount.

You do not attend settlement. A solicitor arranges this on your behalf.

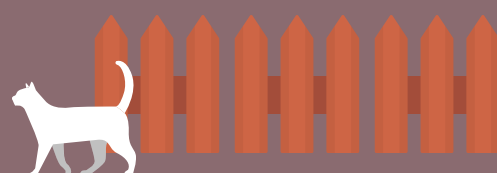


## EXCHANGING CONTRACTS



A contract to sell a property becomes binding when the seller and buyer sign their copy of the contract and 'exchange' them.

It usually follows that the buyer pays the deposit for the property (normally 10%). This deposit may be invested during the conveyancing process and interest it earns will be split at settlement.



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