

# HOME HOME

WITH SENIORS OWN REAL ESTATE



**SENIORS OWN**  
REAL ESTATE

## 'Home **2** Home' With Seniors Own Real Estate

Most people usually need to sell their existing home before they can buy another in a retirement village. If you are in a similar position then we can help to make the whole process a lot easier for you.

When you appoint Seniors Own Real Estate, or one of our Accredited Agents, we can coordinate the sale and settlement of your current property so that you can move straight into your new home.

### Here's how we do it

You first decide upon the new home you wish to purchase. We then arrange for an appraisal of your current home to determine its market value and agree on a realistic selling price that is acceptable to you.

Together we complete the necessary paperwork to secure your new home and to enable us to find a buyer for your existing property.

If your new home is being built, we will look for buyers who are prepared to wait to take possession until you move into your new home. These buyers could also be willing to settle early, allowing you to rent back or, alternatively, settle just prior to your move. Whatever the case, we'll endeavour to find a buyer that best suits your circumstances and will assist in making your '**Home 2 Home**' move much easier.



### Getting organised and ready to sell

Besides helping you to coordinate your sale and '**Home 2 Home**' move, we can also assist you in many other ways.

First impressions are very important, so in order to maximise the selling price of your current home, it is important that it presents well.



We can offer you advice on presentation and, if necessary, help you to arrange reliable people to do most of the things you may need to do in and around your home:

- Gardening and rubbish removal
- Window, carpet and house cleaning
- Painting
- Clearing gutters
- Any other minor maintenance work

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## **Introducing prospective purchasers and getting the best price**

We have had many years of experience in helping people move home and getting them the best price for the house they are selling.

We try hard to minimise any disruption and inconvenience to you and we are very conscious of your privacy and the security of your possessions.

We'll always give you as much notice as possible when arranging home inspections and a consultant will always accompany prospective buyers through your house.

We also work with other agents to ensure that you don't miss an opportunity to sell on the best possible terms and we will make certain that any contract is in your best interests.

## **Moving in**

If you'd like us to, we can help you organise a specialist removals firm to do your packing and even your unpacking at your new home. We can also recommend someone to do a final clean and tidy up of your old home.



# HOME HOME

If it was purchased during construction, chances are we will already have assisted you in personalising your new home. If needed, we can put you in touch with competent trades people to help you with things like air-conditioning, patios, window treatments, landscaping, picture hanging etc.

## **Seniors Own Helpful Forms**

Having made the decision to move, you might find it handy to have one of our many Helpful Forms. They include useful checklists for 'Preparing your home for sale', and 'Things to do when moving house'. These forms are available on request or you can obtain them by visiting our website at [www.seniorsown.com.au](http://www.seniorsown.com.au)



## **Our Accredited Agents**

We recognise that moving home can often be stressful which is why we only work with agents who share our philosophy and care about their clients as we do.

Our Accredited Agents and their staff are all specially trained to recognise and understand your needs and the strict requirements of the Retirement Villages Act.

We can confidently recommend their services to you.



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