

# IT PAYS TO BE UP FRONT

*When selling your property there are a few things that ensure a smooth process.*

## **PEST & BUILDING INSPECTIONS**

Whether your house is new or older, a Pest & Building inspection prior to marketing ensures there are no surprises. Often the Buyer for your property will be in contact in the first few weeks. They are the "A" Buyers that love your property and are the ones most likely to pay the full price or more! If they go to contract and carry out a Pest & Building inspection and there are issues that are news to you and the Buyer, you risk losing the best possible result for your sale.

We recommend having a Pest & Building Inspection prior to marketing, this will allow you to address any issues before you go to market.

## **BUILDING CERTIFICATION**

Nothing scares a Buyer more than non-approved buildings, improvements and renovations. It will become apparent in the Contract Due Diligence period if these items are not Council Approved which may cause delays or even terminate the sale.

## **ENCUMBRANCES**

Any easements or covenants will be identified in the searches conducted by the Buyer's lawyer, so these items should be listed up front by your Agent to potential Buyers. Initiating the disclosure of any encumbrances will instil confidence in the Buyer that there won't be any "surprises" during the contract period.

## **NEIGHBOURHOOD DISPUTES**

Any disputes relating to trees or fences should be disclosed to the Buyer. If there has been a dispute that has been lodged with QCAT, it will surface in the searches conducted by the Buyer's lawyer, so once again, no surprises ensure a smooth sale.

## **SMOKE ALARMS AND SAFETY SWITCHES**

All houses sold in Queensland should have Approved Safety Switches and Compliant Smoke Alarms. The Seller must declare in the contract whether these items are in place or not. So best to meet current standards and save any negative discourse during the contract period. If these items are not satisfied, it may create doubt as to the standard that the property is in.

## **SWIMMING POOL SAFETY CERTIFICATES**

Laws relating to pool safety and fencing have been strengthened in recent years to help reduce child drownings. If you have a swimming pool, it is best to have a current Safety Certificate in place.

Buyers are protected now by State regulations more than ever before. You will achieve the highest price and quickest possible sale by ensuring that there are no hiccups! For advice on any of your real estate questions, please call or call into our office to meet our experienced team.

*"Honesty is the first chapter in the book of wisdom."*  
Thomas Jefferson



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