



Have you considered selling your home yourself?

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Thinking of selling your own home? Have you considered selling your home yourself?

Many of you are looking for a real estate agent to sell your home. Right now, you're probably asking your mates for recommendations. Perhaps you've already hired one.

But here's a thought.

Do you really need one? Have you taken the time to weigh up the pros and cons of hiring an agent versus selling your home yourself? Because when you actually do the homework, the option of sale by owner is more

feasible than you think.

At Next Address, we're making this option very real, because we want you to have better choices. We've spent time on the ground observing the problems you face with real estate agents on a regular basis and we think we can offer you a solution.

So, if you're in the process of selling your own home and you're intrigued by the idea of sale by owner, read on. Because we believe you should consider all of your options before signing thousands of dollars away to a real estate agent.

Let's take a more detailed look at what a real estate agent actually does:

They provide an estimation of the value of a property.

Actually, real estate agents aren't qualified to give a formal valuation of your property, they can only offer an estimation based on past sales. And many real estate agents (not all) are guilty of bumping up the value of a property to win the contract of sale.

At Next Address, we only charge a fee of \$895 which gives you a comprehensive property profile, which is easily shared across all platforms, full-colour e-brochure, social media campaign and unlimited access to buyers across our network until your home sells. We provide tips on how to take photos of your home and access to some quick tools for touching them up to professional standards at an extremely reasonable price.

They connect home sellers with home buyers

It can be true, some real estate agents do keep a database of clients they contact about your property, but these buyers are already extremely accessible online. A recent real estate agent industry survey has, in fact, found 20% don't use and a further 27% of agents fail to use an effective buyer database system.

With the Next Address online service, we connect sellers with the right buyers. Our site never stops searching to find matches as every new profile is automatically measured against your property. On top of this, we can organise to have your property advertised on Domain giving you direct access to suited buyers. It is now estimated that more than 80% of buyers search for properties online before they contact a real estate agent.

They coordinate open houses and viewings

Open houses and viewings are an important part of selling a home. The thing is, agents generally have to stick to set viewing times to fit in all the other properties they are selling. And often, buyers are unable to make those time slots. They also fail to screen buyers.

With sale by owner, you have complete control and flexibility to book viewings and schedule open houses and should be at yours and your buyers' convenience. This way, you can make sure they get to see your property before a competing property.

negotiate a sale price

Some real estate agents are extremely skilful negotiations, it's true. However, with little formal training or qualifications, many are not. At Next Address, we believe you know your property better than anyone and have the insight to give buyers a picture of what it's like to live in it. You're 100% invested in the outcome of the sale and hold most of the passion to succeed.

You negotiate every day of your life; with friends, colleagues, buying a car etc. and we provide tips and resources on our site to make you 100% comfortable with the negotiation process. In fact with our '[Offer to Purchase](#)' document, all the emotion can be reduced and even eliminated from the transaction.

They prepare and submit the relevant real estate documents and paperwork.

There are 3 documents needed to complete a sale:

1. A Vendor's Statement (or Section 32)
2. Offer to Purchase
3. Contract of Sale

Each of these are prepared by a solicitor or conveyancer and not a real estate agent. At Next Address, we provide recommendations for conveyancers as well as [templates](#) for the required paperwork including the Contract of Sale.

What will it be for you, real estate agent of sale by owner?

It's about carefully considering all of the information to choose the right avenue for your individual situation.

- How much control do you want to have?
- How comfortable do you feel?
- What's your previous experience with agents?
- How important are low costs to you?

When you have all the information, you can make the right decisions. Visit Next Address to make sure you are 100% informed.

Next Address....together, we get you moving.

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<https://nextaddress.com.au/blog/which-is-better-real-estate-agent-or-for-sale-by-owner>