

We've built this guide as a resource for anyone looking to sell a home, with a special emphasis on the first-time home seller. It's filled with useful tips and advice that take the confusion out of the home-selling process.

At Chennai Dream Homes, we have worked to study every part of the home-selling process and figure out what can help you sell your home faster, for more money, with less risk. Here's our seven-point plan to get the best result.

## 1. Find Your Home's Worth



Get a feel for what your home could sell for; search online for nearby, recently sold homes similar to your home; or use a free Home Value Tool or Calculator online to estimate what your home is worth; or ask us on the phone based on our experience handling similar properties.

For example, if you plan to sell your 3 BHK villa which is located in ECR's posh Neelangarai or Injambakkam area, you must know the current price per sq.ft of that area, which is somewhere

around Rs. 7,500 - 11,500/sq-ft. Once you have updated yourself with the market trends, set a suitable sale price for your property.

Once you have a ballpark price, subtract an amount to cover agent fees or commissions, taxes, etc. and then see what's left to pay off your loan balance, if any. Can you sell for enough to profit?

## 2. Ask for Expert Help



1. Real estate experts will provide you with practical solutions and tips on how to start off with the home selling process
2. Property selling will be less time consuming with professional help
3. You will be assured of better results when you take help from an expert
4. Asking an Expert keeps you safe from legal hassles
5. Marketing and negotiating will become easier with expert help

### 3. Prepare your House for sale



Here are some tips to make your home stand out and make a good first impression on potential buyers:

- Ensure that the interiors and exteriors of your home is cleaned up
- Complete any minor repair works like tap leakages, broken windows, etc.
- Give your home a fresh look with repainting with a neutral color
- Move away your things before showing

the house to buyers/Dispose off any unnecessary furniture before selling your property

- Make your house comfortable to the buyers by giving an open view of the property

### 4. Market Your Home Online

### 5. Arrange for Home Tours/Inspections



This is one area in which the assistance of an agent is indispensable. Just by cooperating with your agent's schedule and handing them a key, you can escape the headaches of being physically present everytime buyers want to see your home.

Your agent will personally accompany all buyers and keep you informed of buyers' feedback and follow up with them to set up meetings with you.

### 6. Receive Offers and Prepare for Meetings



The following tips along with your agent, will help you handle negotiations from the buyer:

- Decide in advance how much to compromise with respect to the sale price
- Listen patiently to what the buyer has to say
- Make your points in a polite manner. Do not offend the buyer or the agent.
- If the buyer doesn't budge, then politely decline the offer.

It's also important to keep all your property's documents ready, as the first thing a serious buyer will want to do, is scrutinize the documents, Here is why:

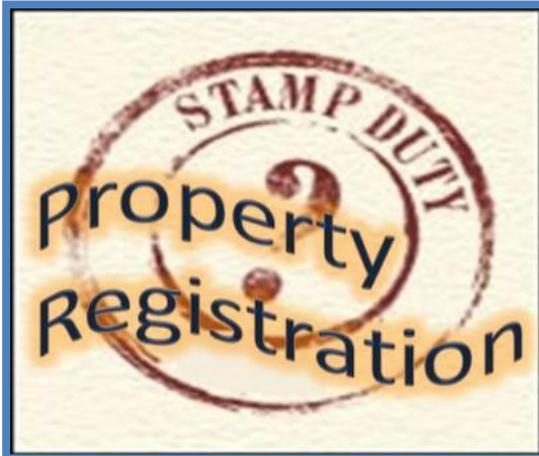


- Having documents ready will help win the trust of the buyer: If you don't have documents ready, then buyers may hesitate to go ahead or walk away from the deal.
- Delays in gathering documents related to the sale will only prolong the selling process : Keeping documents ready well in advance will avoid any last moment run-arounds by you or the agent. This is also the time to disclose any important information related to the sale of your property, and will increase possibility of a

hassle free sale. This includes:

- Informing the buyer about any pending loans taken on the property
- Letting the buyer know of any kind of legal issues, related to the property, well in advance
- Informing the buyer about any apartment related issues like delays in society formation, additional maintenance charges payable, etc.
- Letting the buyer know of any specific terms and conditions of sale, well before closing the deal.

## 7. Registration and Closing



Once you and the buyer have reached mutual acceptance, here are the steps to perform registration:

- You will have to sign a Sale Deed which officially states that the seller has sold his/her property to the buyer
  - A Sale Deed ensures both the parties (buyer and seller) conform to their obligations written in the deal.
  - It is necessary to get the Sale Deed registered after signing and completing other bank loan formalities if any, related to the sale.
  - Make sure you have received the payment in full, before or on registration day.

After the Registration and Transfer of your property, keep these tips in mind:

- Send a receipt of acknowledgement to the buyer for the payment received.
- Keep photo copies of all the documents pertaining to post-sales.
- Neatly maintain a file of payment related documents along with the details like the date/time of receiving the payment, mode of payment, etc.
- Don't forget to constantly keep in touch with your agent, as they will prove very useful in removing any bottlenecks.

*After the deal is concluded, do not abruptly end your communications with the buyer and your agent. You never know when you will need to contact them again!*

**Congratulations on reading the Home Selling Guide! Now you have all the information and tools to successfully sell your home in Chennai!**