



Home-to-Home package
Redefining real estate services for
mature aged clients and Veterans.


SeaChange
ESTATE AGENTS

@realty

Ready for the next stage in life's ongoing journey?

Home-to-home package

At SeaChange Estate Agents we know change has its challenges, therefore we have created this booklet to guide you along the journey. Downsizing and pursuing alternative lifestyle options may seem daunting at first but the start point, selling your property, does not need to be an uncomfortable process.

Advances in technology ensures the modern housing market is transparent and easier to navigate. With this package, **we project manage your sale and move** whilst providing full support and advice throughout from Home to Home.



Getting to Market



What we offer

When selecting the *Home-to-Home* package, we will sell your home as summarised in our *Keep it Simple* package; in addition, will make available several added options to ensure a seamless and stress-free home to home outcome. You the client remain in full control, however we offer **advice** on all aspects of your chosen path from helping to create a plan, the sale of your property and accomplishing the move into accommodation that best suits your chosen lifestyle.

And so the journey begins ...

To take advantage of *Home-to-Home* package we need to get you onboard. As such you are advised to read our *Keep it Simple* brochure. It outlines how we appraise your property and what it might be worth in the current market. We also cover the stages to a successful sale.



Becoming your chosen agent - Form 6

To kick the process off you need to appoint us as your agent by signing a Form 6. The Form 6 is a legal document that outlines the Queensland Government Properties Occupation Act 2014 regarding what an agent is obliged to disclose within the Terms and Conditions of that Appointment. We will talk you through this document and you are encouraged to seek legal advice before signing it.



What you get for your money

The listing

The *Keep It Simple* brochure covers the sale procedure; however, the *Home-to-Home* package is about choices and offers a much more comprehensive home to home plan. You can select the features and benefits within the package that best suits your circumstances.

Let's kick off

Financial Advice

We encourage you to seek professional financial advice to help start the process. We can arrange an 'at-cost' consultation with an accredited independent financial advisor. It's important that clients clearly understand their financial situation and what they can comfortably afford over the years to come.

Australians are generally reluctant to seek professional financial advice despite the increasingly complex financial landscape.

We can assure you, however, that the right financial advice can help the transition into retirement and will ensure you get the most out of your property sale, superannuation, investments and the age pension if available to you.

An independent financial advisor does not sell products or receive remuneration based on product recommendations. Instead, they work for you, the client, to help you establish what you can and cannot afford.

The initial consultation will cover finance essentials and show you how you might achieve a comfortable standard of living in the coming years.





*Needs and wants for
your new lifestyle*

A practical and affordable lifestyle plan

Once the decision to move has been made the journey begins.

Key to our service is help in creating a personalised and achievable lifestyle plan underpinned by the initial financial planning meeting. The plan will take into consideration the personal needs and wants of clients and how they see the journey unfold.

There are many accommodation choices available and consequently it can be a daunting assessment process. Ultimately, the decision will take into consideration many factors, not least the style of accommodation that you can afford and suits you best. We understand this space and will help you rationalize and map out a plan.



WHAT'S YOUR PLAN FOR RETIREMENT

Downsizing

Downsizing a home continues to be an increasingly popular trend, as it can be most rewarding to spend your time, energy, and money on things you care about, rather than putting it into a home that is too big and difficult to maintain. It is not an easy choice however, because the emotional and social attachment to where you live can be many. We will help you prioritise and advise on how best to sort items for sale, gifting or repurposing!

Engaging a conveyancer

Need a conveyancer? @realty Conveyancing has you covered. They are a one stop shop for all conveyancing needs to ensure your legal interests are covered throughout the process. Their on-time guarantee will ensure there are no delays in the settlement process. If however, your legal needs are more complicated, we can put you in touch with a trusted solicitor providing a full legal service – just ask.

Introduction to a mortgage broker

If you need to top-up finance or re-finance to complete your home purchase, we too can help you with this. Through the services of @realty Financing we ensure you receive the best advice and most competitive loan rates. Let's have a chat?

Advice regarding carpet/house/ window cleaners, handy man and gardeners/lawn mowers

We can arrange high quality residential house cleaning, window cleaning, handyman services and gardeners/mowing services at affordable rates. We use local, family run businesses that you can trust for all your pre-sale needs. We also provide oversight to ensure a job well done. A clean, tidy and well organised home is essential to a great outcome when it comes to Open for Inspection and private viewings. Don't risk skimping on a professional clean and potentially lose thousands of dollars when a modest investment will make your property stand out from the rest.





Starting the search for a new home

We will assist you with the often arduous task of finding and evaluating the many accommodation options now available. Referring to your lifestyle plan we will help with the research and evaluation of suitable accommodation solutions. Once a suitable home or resort style property has been identified, we will accompany you to Open for Inspections (OFI) or resort Open Days. We also provide advice/guidance with purchase negotiations and evaluating the Form 3 disclosure document provided for options such as Over 50's resorts and retirement villages.

OK, so you have sold your home, downsized, and found your new home, *what next?*

Removals

After downsizing, the pack up and move is possibly the most laborious of tasks; an activity that can create angst and emotion. Unpacking can be equally tedious; however, help is at hand as we can recommend and advise on engaging a reliable, good value removalist. We can put you in touch with three companies that take care of everything from entire pack up, move and unpack or any permutation that suits your needs and budget. Just to make sure all is going as planned we will drop in at pack up and unpack to make sure everything is in order. If not, we will advise you how to resolve any issues with the removal company.

If everyone is moving forward together, then success takes care of itself.

- Henry Ford

Utilities - disconnect/re-connect

If you arrange your home move yourself, you may spend an inordinate amount of time and effort arranging the disconnection of services at your current home and the new property. We can arrange for most services including electricity, gas, internet, telephone and Pay TV to be moved saving you time, effort and frustration.

Settling the purchase of a new home

Much of the complexity can be removed from settlement day if you choose to use digital contracts. On settlement day, you will receive the remaining outstanding amount of the purchase price from the buyer. You will also be required to pass the keys to the agent or solicitor to hand over to the new owners. You will be required to pay the rates up to (and including) the day of settlement. The buyer starts paying the next day

Settlement day is usually 4–6 weeks after the contract is finalise, but this can be whatever length of time you negotiate with the buyer.

We will ensure the settlement transacts on time and together with your solicitor react immediately to any unforeseen hitches – this is an exceedingly rare occurrence.

Moving in - Welcome

You may or may not be moving into your new home on settlement day. Whatever your choice, we will be at hand to ensure removalist finish off and move you in to your home as agreed with them. We will ensure all your furniture and chattels are unpacked and placed exactly where you want them. Too often removalist provide a hasty 'box to room' service and then expect you to unpack. This full service is sometimes considered unnecessary; however we strongly recommend that you pay the extra and relax during the move.

You have moved in and started to consider your new home. As an added extra we like to ensure a Welcome Essentials Larder Pack is made available to see you catered for the first few days with essentials. Our shout!

Finally

Selling may seem overwhelming but we at SeaChange Estate Agents are focused on helping you make informed decisions and reach your goals. Ultimately, you want to obtain the best price possible using an uncomplicated and considered approach as you move onto the next step of your journey.

*Remember, your successful sale is also our success story. Instead of chasing commission SeaChange Estate Agents is focused on what's right in front of us - **you, the client.***

Peter Simmonds - Principal of SeaChange Estate Agents



Peter Simmonds | 0438 892 373 |
petersimmonds@atrealty.com.au | www.seachangeestateagents.com.au