



Valuable property service guaranteed

Valuables Properties , D'Urbanvale, Durbanville, 7550 Tel: 021-9103525

WHY YOU WILL BENEFIT FROM A SOLE MANDATE WITH US

- GUARANTEED INDIVIDUAL ATTENTION
- GREATER EFFORT AND EXPENSE WITH REGARD TO ADVERTISING AND PROMOTION
- LESS INCONVENIENCE AND DISRUPTION
- AVOID DOUBLE CLAIM COMMISSION RISKS
- ELIMINATION OF PRESSURE FROM VARIOUS AGENTS COMPETING FOR A “ QUICK SALE “ BUT RATHER A PROFESSIONAL APPROACH THAT HAS YOUR BEST INTERESTS AT HEART
- PREVENTION OF OVER-EXPOSING YOUR PROPERTY BY UNCO-ORDINATED ADVERTISING, CONFLICTING PRICES, ETC.
- OUR WEBSITE EXPOSURE IS NOW AMONGST THE TOP PROPERTY AGENCIES. MORE AND MORE BUYERS ARE USING THE INTERNET.

TIPS FOR A QUICKER SALE

YOU MAY HAVE TO WAIT A LONG TIME FOR A GOOD OFFER IF YOU WANT TO SELL YOUR HOUSE WITHOUT PREPARING IT. THERE ARE MANY WAYS TO FIX YOUR HOUSE AT NO COST AT ALL, EXCEPT MAYBE A LITTLE TIME AND EFFORT

OUTDOORS

- FIRST IMPRESSIONS ARE LASTING! THE FRONT DOOR GREETES THE CLIENT. MAKE SURE IT IS CLEAN AND LOOKS GOOD AS NEW. KEEP THE LAWN AND EDGES TRIMMED AND THE GARDEN AND YARD FREE OF REFUSE.
- PUT A FLOWERING POT PLANT NEAR THE ENTRANCE AND KEEP IT WATERED AND TRIMMED
- CLEAN YOUR OUTDOOR FURNITURE, REMOVE ANY RUST
- STRAIGHTEN THE GUTTERS, THE TV AERIAL, THE FENCE, THE WASHING LINES ETC
- FIX DOORBELLS, TIGHTEN DOORKNOBS AND OIL HINGES
- REPAIR BROKEN WINDOWS AND SHUTTERS IF POSSIBLE

INDOORS

- CLEAN EVERYTHING. SHAMPOO CARPETS AND WASH WINDOWS
- NEAT WELL ARRANGED CUPBOARDS SHOW THAT SPACE IS AMPLE
- CREATE SPACE BY STORING SOME OF THE EXTRA FURNITURE
- POSITION THE FURNITURE SO THAT THE CLIENTS CAN MOVE FROM ROOM TO ROOM WITH EASE.
- FIX THAT TAP! DRIPPING WATER DISCOLOURS SINKS
- KEEP SHADES AND DRAPERIES OPEN TO ADMIT AS MUCH LIGHT AS POSSIBLE, BUT SCREEN UPAPPEALING VIEWS
- LET YOUR KITCHEN LOOK WARM AND WELCOMING, NOT A HECTIC WORKPLACE. KEEP THE SINK FREE FROM DIRTY DISHES AT ALL TIMES

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- KEEP COUNTER TOPS UNCLUTTERED BUT NOT EMPTY (AS IF UNUSED). ADORN THEM WITH YOUR MOST ATTRACTIVE CANISTERS
- REMOVE DIRT (DUST, FLIES, MOTHS) FROM LIGHT FITTINGS
- PLACE PLANTS IN STRATEGIC SPOTS IN ANY ROOM
- HAVE LIGHT IN THE WHOLE HOUSE, ESPECIALLY IN THOSE DARKER AREAS AND HALLWAYS
- HANG MIRRORS WHERE THEY WILL REFLECT OUTDOOR LIGHT AND MAKE ROOMS LOOK LARGER.

QUESTIONS OFTEN ASKED BY PROSPECTIVE SELLERS

- **HOW DO I DETERMINE THE BEST PRICE FOR MY PROPERTY?**
By using the Comparative Market Analysis prepared by a registered Estate Agent. This will show you properties similar to yours which have sold, their prices and also current listings, which are in competition with your property.
- **IS THERE ONE MAJOR FACTOR THAT DECIDES PRICE?**
Sold listings indicate the true current market value. They are what a buyer has been prepared to pay for the property and what a seller has been prepared to sell it for.
- **DOES TIME ON THE MARKET AFFECT SELLING PRICE?**
Most definitely! A sale in the first 4 weeks will be very close to the accurate and correct listing price. Statistics indicate that, usually, the longer a property takes to sell the lower the eventual selling price.
- **SHOULD I PRICE MY PROPERTY HIGH AND TEST THE MARKET?**
No. The first 4 weeks in the market are the most important when marketing. The buyers and the agents will immediately notice a new listing. If it is priced too high, they will dismiss it and possibly not be aware of a subsequent price reduction.
- **HOW CAN OVER-PRICING MY PROPERTY ACTUALLY BE A DISADVANTAGE**
The longer the property is on the market the more it becomes “ shop worn “, in the eyes of buyers and agents. The assumption arises that if no one wants it, there is possibly something the matter with it. Buyers also think that they are desperate and put in very low offers. If too much time has elapsed, you may feel desperate and accept a low offer.
- **WHAT IS “ AGENT-SHUNNING”?**
Buyers each have a price range within which they want, or can afford, to buy. Agents qualify buyers to establish this range, and then show them properties in that price range. If a property has a market value of R850 000, but is priced at R940 000, it will not be shown to those buyers who would buy at R890 000. It will be shown to those wanting to buy at R910 000 and higher, but the latter will not see comparative value in it and will therefore not buy it.
- **DOES THE COST OF MY IMPROVEMENTS EQUAL WHAT I CAN GET FOR THEM?**
An improvement enhancing your particular lifestyle does not necessarily add value equal to its cost to the property. However, anything which visually enhances, like a fresh coat of paint, will add value.
- **WHAT IF I NEED A CERTAIN AMOUNT OF MONEY TO BE ABLE TO SELL?**
Unfortunately a seller’s financial needs or wishes are not related to the market value of a property and are no interest to the buyer.
- **I HAVE SOME EXPENSIVE NON FIXTURES IN THE PROPERTY. SHOULD I INCLUDE THEM IN THE PRICE?**
Not usually. If, for example, the custom-made curtains or the dishwasher are included and the buyer does not want them, he will most probably deduct more than what they are worth from what he offers for the property.
- **SHOULD I INVEST ANY MONEY IN THE PROPERTY BEFORE I SELL?**
Yes! Paint it where necessary, its low cost investment for good return.
Fix it! Fix anything that needs it, e.g. a leaking tap. Buyers will exaggerate the cost of repairs.
Clean it. Buyer’s 1st impressions are extremely important. They expect a model property.
Remove it. If you possibly can. You are going to be moving anyway, so start packing before buyers see your home. Ideally remove and store away a quarter to half of everything from shelves and cupboards. Lots of space is important to buyers.
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- **DO I REALLY NEED TO KEEP THE PROPERTY CLEAN AND TIDY FOR THE DURATION IT IS ON THE MARKET?**
Yes! Buyers feel that they must see everything on the market in their price range, so they eliminate whatever they can. They are looking for an excuse to buy so they will quickly shorten the list from which they will choose. If you have tenants in the property, consider giving them reduced rental for the duration of the marketing period in exchange for keeping the property clean and tidy. It will pay in the long run.
- **ENSURE APPROVED BUILDING PLANS FOR ALL DEVELOPMENTS ON YOUR PROPERTY AND HAVE THE PLANS READILY AVAILABLE FOR INSPECTION**
- **WILL THE CURRENT HIGH CRIME WAVE HAVE AN ADVERSE EFFECT ON THE PROPERTY MARKET?**
Any property will sell in any market provided that it is properly priced and professionally marketed. The market may be slower, but the well-priced and presented properties will be the first to sell.
- **AND IF SOME AGENTS OFFER ME A LOWER COMMISSION?**
Like anything else in this world, you get the value you have paid for.

SELLER - KINDLY TAKE NOTE

- 1 Give notice on your bond to avoid the penalty (90 day penalty)
- 2 Budget for the rates and services (in advance) that is payable to the transferring attorneys (3 to 4 months in advance)
- 3 The inspections for certification (water, electrical, beetle, gas, electric fencing etc) is to be arranged after a successful sale is concluded and finalised asap to facilitate the transfer process .
See below
- 4 Remember to inform all your contacts / accounts / postage service with regard to your change of address for postage purposes
- 5 Arrange the transfer / cut -off of your telephone line and the start up at your new home
- 6 Follow up , after transfer, that you are refunded for rates and services paid in advance (any excess must be refunded)
- 7 Know your status / implications wrt Capital Gains Tax (CGT)

EXTRA COSTS WHEN YOU ARE SELLING YOUR PROPERTY

- BEETLE INSPECTION : between R500 –R600 (cash or on transfer, remember that there may be repair costs)
- ELECTRICAL CERTIFICATE : Between R600 to R900 (excluding repair costs if any)
- WATER CERTIFICATE : Between R500 to R650
- GAS CERTIFICATE (where applicable) : : Between R500 to R800
- ELECTRIC FENCE CERTIFICATE (Where applicable)
- FIRE DEPARTMENT “ LAPA “ CERTIFICATION (Where applicable if the lapa is in excess of 25m²)
- OUTSTANDING AMOUNT ON BOND : From bank statements
- MUNICIPAL RATES AND TAXES : To date of registration.
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PPRA

**PROPERTY PRACTITIONERS
REGULATORY AUTHORITY**

FIDELITY FUND CERTIFICATE

Issued under the provisions of the Property Practitioners Act 22 of 2019

Valid from date of issue to 31 December of the undermentioned year

2025

SMALLBONES LEONARD FERMOR

Holder

1 WEJLANDTZICHT, FALCON STREET, D URBANVALE, DURBANVILLE,

Address

2022 JAN 01

Date of Issue

2023220690

Certificate number

Principal Property
Practitioner

Industry