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PROPERTY-100
EXPERIENCE OUR REFRESHING APPROACH

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By partnering with Van Den Heever Attorneys, all prominent financial institutions and Bond Prime. Property-100 provides a strong organisation of professionals who are focused on the same objective:

"Quality service and unrivaled solutions to our clients"

Our goal is to sell your property for the best possible price within the shortest time frame. Our team strives to facilitate a smooth transition of the buying/selling process for our clients.

YOUR MARKET RELATED PROPERTY APPRAISAL

When selling your property, the market valuation understandably plays an important role in converting to a successful property sale.

- Personalised inspection of your property
- A detailed analysis of properties which recently sold and are for sale in your area
- Preparation of market reports, research and comparison to similar properties on the market

PERSONALISED AND CUSTOMISED MARKETING PLAN

We design a customised marketing plan tailored to your needs. This personal focus includes regular and advanced feedback on the effectiveness of our marketing activities. A selection of prospective buyers are targeted on our specialised service Customer Relations Management system(CRM).

Our marketing plan further includes show casing your property with a jointly agreed plan for viewing appointments, open hours or show days. We also offer advice and recommendations on aesthetic repairs and creating a welcoming atmosphere.

SUCCESSFUL CONTRACT COMPLETION AND COMPREHENSIVE AFTER SALES SERVICE

- We prepare, negotiate and sign the sales agreement and all required documents
- We assist with applying for financing
- We instruct and liaise with the transferring and bond attorneys
- We assist with the handover process of the property

We pride ourselves with having the highest level of service and will guide you through the whole process, from our initial meeting to registration of your property into the buyer's name.

Thank you for placing your trust in us and for recommending us to others.

PERSONALISED MARKETING STRATEGY

ADVANTAGES

- Trusted agents and agency
- Agents with solid knowledge of their business areas and communities
- Agent to liaise on your behalf between buyers, sellers, compliance providers, financial and legal parties involved in your marketing journey
- Advanced systems
- Accurate and speedy turnaround
- Personalised attention
- Assistance with clearance certificates
- In house legal advisors
- T&C's, costs for all parties and commissions agreed upon prior to going to market
- Assisting purchasers with bond applications with a wide range of financial institutions

PHASE 1

- Professional advice given on show house and preparation before listing property
- Photographs to be taken
- Preparation of property details
- Complete comparable market analysis to determine market related listing price
- Launch listing service on online portals
- 'For Sale' board to be placed outside property
- Dates agreed for show houses. Please note that Exclusive mandates will enjoy preference

PHASE 2

- Mail shot to be sent to qualified buyers on our database
- Cross-selling between our agents
- Design of show house invites and show house brochure
- Continued marketing and exposure during mandate period
- Arranging of suitable viewing times for both seller and prospective purchasers
- Continued feedback and updates to seller throughout the marketing term
- Offers to be presented in person, if possible

PHASE 3

- Signing of Agreement of Sale to purchase by seller and purchaser
- Transferring attorney instructed
- Handover to our professionals
- Weekly feedback

OUR DEDICATED PROFESSIONALS



IMPORTANCE OF CORRECT PRICING

With global economic pressures and local socio economic factors, it is imperative that your property be marketed at a market related asking price to not be over-looked by prospective purchasers. We recommend that the asking price be brought in line with interest from marketing platforms within a 3-week period of going live to market. This will ensure that your property does not become stale and prospective purchasers starting to speculate why it has not been sold and 'what could possibly be the reasons behind this'. This will inevitably shape a negative perception on the property and may result in the property being sold far below its actual worth.

TRANSFER PROCESS



1. OFFER TO PURCHASE (CONSTITUTES A CONTRACT AFTER ACCEPTANCE BY SELLER)

The agent receives an offer to purchase from a potential buyer and after the offer is accepted by the seller, it is a binding contract (deed of sale). The sale agreement (deed of sale) will contain "suspensive conditions" (e.g. Obtaining a bond) which must be fulfilled before the transfer process can begin.

2. SUSPENSIVE CONDITIONS WHEN GRANTING A BOND

Common suspensive conditions are the granting of a bond to the purchaser or if applicable, the agreement is subject to the sale of the purchaser's property. If it is a cash transaction, the guarantee / payment date is indicated in the deed of sale.

3. ACTIONS ONCE TRANSFERRING ATTORNEY RECEIVES THE DEED OF SALE

Request FICA documentation from the seller and purchaser, i.e. Identity documents, proof of residence (not older than 3 months), marriage certificates and SARS number on a SARS letterhead. Request the existing title deed and mortgage bond of the property from the current bondholder (the bank if the property is bonded), which means; requesting the cancellation figures on the bond from the current bondholder (the cancellation figure is the amount still owned by the current owner to the banker).

4. CLEARANCE CERTIFICATE ISSUED BY THE CITY COUNCIL AND TRANSFER DUTY ISSUED BY SARS

Request clearance figures from the city council (rates and taxes) which is needed to affect transfer of the property. Request Levy/ HOA contribution assessment from the managing agent (if applicable). Both clearance certificate and transfer dates need to be lodged to affect transfer

5. SIMULTANEOUS ACTIONS WITH THE TRANSFERRING ATTORNEYS: (WHERE A BOND IS APPLICABLE)

On bond approval, the bank will instruct the bond attorney to attend to the bond registration, who will in turn liaise with the transferring attorney. The transferring attorney will provide the bond attorney with a draft deed and request guarantees as per cancellation figures received from the bank (current bond holders).

6. DOCUMENTS TO BE SIGNED BY PARTIES

The transferring attorney will call upon seller and purchaser to sign the transfer documents and to pay transfer costs is payable on signature of the documents to enable the transferring attorney to pay the transfer duty and clearance certificate.

7. PURCHASER TO SIGN THE BOND DOCUMENTS

The bond attorney will call the purchaser to sign the bond documents. Bond costs are payable on signature to the bond attorney. These documents are sent to the bank for approval and the bond attorney cannot proceed with lodgment if they do not have proceeds from the bank.



8. APPROVED BUILDING PLANS OF THE PROPERTY

The bank under certain conditions might request approved building plans of the property. If the seller does not have the approved building plans, an architect has to be instructed to draw the plans and have them approved by the City Council.

9. PROCESS AFTER SIGNING OF DOCUMENTS

After signature of the transfer documents, the transferring attorney will pay transfer duty, rates and taxes and the managing agents of the body corporate/HOA to obtain the consent to transfer from these entities (if applicable).

10. TRANSFER DUTY RECEIPT AND CLEARANCE CERTIFICATES

Once the transfer duty receipt and clearance certificates have been received, arrangements are made with the attorneys involved to have all the documents lodged simultaneously in the deeds office.

11. PROCESS IN THE DEEDS OFFICE.

This process in the deeds normally takes 7-10 working days to affect registration.

