

STRATEGIC PLANNING

Selling A Property Frequently Asked Questions

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If a developer approaches me, will I be forced to sell my property?

- There is no requirement for you to sell your property unless it is subject to compulsory acquisition by the government, or it is part of a strata scheme and the strata renewal process has been successfully carried out.

What is the strata renewal process?

- The strata renewal process is the legal procedure whereby a strata scheme is collectively sold or redeveloped after the owners of at least 75% of the lots agree to do so.

What happens if I am a tenant and my landlord is looking to sell the property?

- The landlord has a right to sell their property however there are numerous rules and procedures which they will need to follow. [Fair Trading NSW](#) has more information on their webpage about ending a tenancy.

What is the process if I want to sell my property?

- [Fair Trading NSW](#) and [The Law Society of New South Wales](#) both have useful information detailing the process for selling your property.

How can I find an agent?

- [Fair Trading NSW](#) has a webpage on how to choose an agent.

How can I check my real estate agent's licence?

- If you are intending to use a real estate agent, you should first check that they have a valid licence. [Service NSW](#) allows you to check this online through their webpage.

What is 'conveyancing'?

- [Fair Trading NSW](#) has a webpage which covers who can do conveyancing work, what the conveying process is, and the costs involved.

What is an 'agency agreement'?

- An agency agreement is a legally binding contract which covers the relationship between the real estate agent, you and your property. For more information, please see [Fair Trading NSW's](#) webpage.

Is it possible to sell my property without an agent?

- You can sell your property without an agent however you should thoroughly research what you need to do at all stages of the sale process.

