



The good, the bad and the ugly about selling your house for removal

When it comes time to get rid of your unwanted house it can get confusing with all the options available to you and knowing what you are required to do. As with anything, there is good and bad sides to everything – you need to evaluate what is the best option for you.

There are 3 types of potential house buyers in the industry.

1. Private
2. Brokers
3. Licensed House Removalists

Here is ***the good, the bad and the ugly*** about them all.

Private House Buyers

In most cases a private buyer will be able to pay a higher price than either the broker or the house removalist. However, before selling your house privately ask your buyer the following questions:

- ❖ Have they got land already?
- ❖ Can they meet the removal schedule? Remember that it takes 12 to 16 weeks to have everything approved by council to take a house from the old site to the new site. This time includes 2 – 3 weeks to get Engineers plans and then submit them to council. 6 to 8 weeks minimum for council to process the application (we have one at the moment up to 17 weeks and still going) then 3-4 weeks for their removalist to get their permits and apply for escorts etc.
- ❖ Have they engaged a licensed house removalist? There are only a small number of house removalists with their own equipment, trucks, trailers etc. They are normally booked out for 3 to 6 months in advance.
- ❖ Does the buyer have public liability insurance? A minimum of \$10,000,000 is normally required; also check that the house removalist has insurance.

Brokers

Brokers are like real estate agents with the exception of a licence. They will often offer more than the house removalist but will only buy your house if they sell it first. They will take no responsibility if the house does not sell, then you will have to demolish the house at your own cost. If they do sell the house in some cases you will then have to deal directly with the people who purchase it and the contractors they employ.

(Always remember, in either of these options, it still comes back to a house removalist to move the house. If they have an option of moving one of their own houses over your house they will generally take that option.)



House Removalist

Basically, no house gets removed without a house removalist – unless it is demolished and in the back of a tip truck. In most cases, a house removalist will offer you a fair and competitive price for your house. Prices vary from house to house and are largely affected by timeframes, accessibility, house condition and presentation.

Below are some questions for you to ask your removalist.

- ❖ Check the house removalist is licensed and insured. (We are happy to provide you a copy of our Certificates of Currency for our Insurance Policies. Public Liability, Marine Insurance, Contract works and Work cover to name a few)
- ❖ If the house is not sold does your contract state that he will take it to his holding yard and is that a cost to you?
- ❖ Can he meet the removal date? Subject to weather. Always get clear timeframes written into the contract.
- ❖ If the house removalist can meet your requirements and you are happy dealing with him/her then you should enter a contract acceptable by both parties.
- ❖ Sometimes house removalists may enter into an agreement that will give you a higher price if the house goes from your site to the new site; with a stated lower price to reflect the extra costs for a double shift if it goes via the holding yard. *This is an excellent way to have a backup making sure your house is moved off the site to allow you to commence your new building works.*

Some additional things to think about:

Time Frame – the house removal industry is very much affected by the weather and road closures due to school holidays (especially in NSW)

Money - Sometimes it may be to your advantage to even **give** your house to the removalist to save the costs of full *demolition*.

Referrals - in many cases it is best to go with a company that has been recommended to you, whether it is for the removal, site clean or any other service you may need.

Whatever you decide to do, we are always happy to sit down and chat about how we can guide you through the process.