

Preparing for sale

Things you can do pre-sale to increase value and ease transition

- Ensure all file documentation is in place
- Bonds lodged and in place throughout
- All properties have keys
- Assignment Clauses on all management authorities
- Routine Inspections up to date
- Review and increase any owners on low fees
- Increase rents where required. This will have a positive effect on the capital value
- Introduce secondary incomes where possible. This will appeal to a buyer and aid with business value also
- Friends and family paying low fees need to be adjusted

Where the book is large

Adjust portfolios attached to property managers based on demography or even set up a satellite office. This means you will be able to sell the business as one or in parts more easily if required.