

A GUIDE TO LISTING YOUR RENT ROLL AND/OR REAL ESTATE BUSINESS

- Step 1. Determine what you are selling:
 - WIWO (walk-in-walk-out)
 - Rent roll only
 - Rent roll plus sales business

- Step 2. Contact Qld Rent Roll Brokers to discuss:
 - Current market conditions and Buyer demand
 - What information will be required to determine the market value of your rent roll or business

- Step 3. Contact your advisors for in-depth discussions about your plans:
 - Your solicitor
 - Your financier
 - Your accountant

- Step 4. Work with Qld Rent Roll Brokers to prepare the necessary documentation to present your rent roll or business to the market.

- Step 5. Prepare for Due Diligence:
 - Audit your rent roll files
 - Resolve any issues

- Step 6. Be prepared to answer any queries or questions that the Buyer will have about your business, including those that may come from the Buyer's accountant, solicitor and financier.