

A COMPLETE GUIDE TO AVOIDING DEMOLITION

How to Sell Your House for Removal



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Why Sell for Removal?



Demolition is a tremendous waste of resources. Typically, when a house is demolished very little is recycled and nearly all of it ends up as waste in land fill sites. We all have a responsibility to leave the planet in better shape than we found it.

When a house is removed from a development site and installed elsewhere to be used as a home again, nearly all the materials are recycled because the whole house is picked up as a whole or in large sections and transported to its new location relatively intact.

Not only is demolition wasteful and harmful to the environment, it can cost a lot of hard-earned money. An average house will cost between \$10,000 and \$20,000 to knock down and dispose of.

Recycling a whole house therefore goes a long way to reducing your environmental footprint, and you can save a lot of money in the process.

Many hundreds of houses are sold and removed in Australia every year. Experienced developers have been taking advantage of this for a long time and many choose to use professional removal house resellers like us to find buyers for houses they need removed from development sites.

Prices paid for houses for removal range from \$1000 to over \$200,000 so, with demolition costs saved on top of that; the total savings can be quite substantial.



How to Make a Start

First thing to check is whether the house has any demolition or removal controls on it. Heritage Listed homes have restrictions against demolition and relocation. Houses built prior to 1946 in Brisbane may be restricted to varying degrees from being demolished or relocated as well. Government websites have map overlays that depict the house sites affected by the various housing character, demolition and removal controls. We have access to these tools and can obtain this information for you free of charge.

Once you know whether the house can be removed or demolished then an assessment can be made to determine its viability and value for sale and removal.



Is the House Suitable?



Floor Construction

Check if the house is built on a timber or steel floor system. A lowset house built on top of a concrete slab will not be suitable. However, many homes are built lowset on a steel or timber floor or built highset with the upper part of the house on a platform floor. Only the part of the house built on a floor system can be lifted off the stumps or brickwork it is resting on and be transported.

Brickwork

Brickwork is used in construction to support floors as a foundation or load bearing wall, and sometimes to support roof structures or as external cladding. Brickwork is brittle so does not transport well at all. Therefore, brick work in most cases is demolished. If the cladding of a house is brick veneer (single skin of brick loosely attached to the external wall frames) the bricks can be removed, and the house transported providing the bricks are not supporting the roof of the house.

Asbestos

Most houses we come across do have some asbestos product in them. Small to medium amounts of asbestos can be removed at a reasonable cost. Houses with significant amounts of asbestos wall sheeting and/or roofing material may not be economically viable for removal due to the costs of removing it and reinstalling new replacement products.

Style or Type

The most popular type of homes sold for removal are older timber and tin style homes from the pre-war and post-war era. Later homes built up to around 1990 if in good condition and not built on a slab are usually quite suitable too.

General Condition

If the house requires significant repairs or renovations or is very run down, it may not be financially viable to restore to a useable state. Older homes with lots of character are more sought after and therefore generally more valuable, so condition is less of a concern, so long as the house can be restored.

We can assess houses in minutes with just a few photos or link to an online listing showing the home. In some cases, we need to visit the house before we can finalise an assessment, but this is free as well.



Setting a Price

We recommend starting with a price that is slightly above that which you will be happy to accept. When setting a price consider:

- How long the house can remain on site
- How long it might take to make a sale
- How long it will take to obtain approvals
- The number of potential buyers there are
- How your house compares to others
- The number of similar houses currently available
- The condition and presentation of your house
- The amount of work required to make it liveable

Our free assessment service takes in a competitive analysis of all these factors and gives you a price guide you can rely on.



Marketing

To sell anything, you need to reach a sizeable audience of people who are interested in buying what you have for sale. The problem is that there are very few advertising platforms that are optimised for selling houses for removal like there are for real estate and cars for example.

We market houses we sell FREE OF CHARGE for our Sellers using a range of methods including:



Online Trading Sites

- Gumtree
- Trading Post

Social Media Tools

- Facebook Marketplace
- Facebook Retargeting
- Instagram

Email Marketing

- New listings campaigns
- Newsletter campaigns
- Ongoing buyer educational campaigns

Referrals

- Real estate professionals
- Land sales

Using these methods when integrated with our **custom designed website** for lead generation and capture we reach tens of thousands of potential removal home buyers every month and multiple times during their journey from being interested to ready to buy.

The Sale Process

i. Qualifying Buyers

Any salesperson worth their salt will tell you that there is no point wasting time with potential buyers who are not qualified to buy. Qualified means having the financial and practical means to make the purchase and remove the house. Finance can be very tricky for buyers of removal homes.

Buyers also need a suitable site to move the house to, and a local council who are willing to allow a house to be moved in. They also need a qualified contractor to carry out the removal. Without all these things in place and managed carefully, the sale and ultimately removal of the house will not happen.

Things that Need to be Asked & Confirmed:

- Do they have the money required?
- Do they need finance?
- Do they have a house site?
- Is their site suitable?
- Will their local council allow it?
- Do they have a qualified and reliable house relocation contractor?
- Do they understand what is required to make it all happen?
- What is their time frame?



ii. Inspections

So now that there are qualified buyers wanting to see your house the sales inspections need to be arranged. With our sales system the Buyers will have already seen the photos and floor plans we produced at no cost to the Seller. The Buyers then need to be conducted through the house without distraction and have any questions answered on the spot. They will need to know things like where the house will be separated if required for transport, and what is included in the sale for instance.

Our sales team come prepared to answer any questions and work to eliminate any potential barriers to the buyer deciding. Inspections are also required after a sale is made for secondary visits, consultants, draftsmen, engineers and so on.

We conduct all inspections at no charge.



The Sale Process

iii. Negotiations

OK, so now it's time to negotiate the deal with a potential buyer and close the sale. Not only will you want to get the best price, but the terms of the sale need to contain everything important to complete the sale and have the house removed.

Our sales team are experts in this and provide the means to get the best price on the best terms while considering all the various factors that come into play.

iv. Agreements

It is important to have the terms of sale determined early so potential buyers can be made aware of them. Agreements should be in writing and allow for things including but not limited to

- GST implications if applicable
- Important milestones and time frames
- The parties responsible for required actions
- Unforeseen circumstances
- Government regulations

The agreements we use have been developed and refined over decades specifically for house relocation transactions.



Approvals



Removal / Demolition approval

Sellers need to obtain approval from the local authority. This applies when intending to either demolish a house or have it removed and is the same approval. This is usually easy to obtain but if not done in time can delay a project.

Buyers council approvals

Buyers need council approval to allow the house to be sited on their land. Plans and engineering documents, among others need to be submitted to council and then approved.

It's important to allow enough time for this to happen. Buyers will avoid buying houses without enough time to obtain council approval.

Transportation approvals

Transportation approvals also need to be obtained by the Buyers contractor from Local and State road authorities where applicable. This is done following council approval.

TIPS:

- Ask us about the time frames applicable in your area
- Get started early
- Be informed

Please Note – We advise our sellers and buyers alike on required approvals and offer approval facilitation services.

Disconnections

Services must be fully disconnected once the house been vacated, and before contractors can begin working on removal or demolition. Services should be cancelled, but they also need to have any physical connections removed which is often called abolishment and normally carried out by the owner of the service infrastructure who may be different from the service provider.

These may include:

- Removal of attached power lines and meters
- Incoming water line cut and capped
- Sewer and wastewater drains capped
- Removal of cable TV lines
- Removal of telephone and internet cables
- Gas lines capped and meters removed

Note – disconnection / abolishment of physical connections is the landowner’s responsibility, whereas cancellation of service providers is the occupant’s responsibility and needs to be carried out first.

We provide our sellers with checklists to assist with this process.



Payment and Transfer

Payment and transfer of ownership is normally carried out once the following things have been completed:

- Seller approvals**
- Buyer approvals**
- House vacated**
- Services disconnected**

Its important to remember that it is not a property transaction so does not require special considerations applicable to land or real estate transactions.

Transfer of ownership in this context simply means passing the right to ownership in the house (not including the land) to another person or party, in the same manner as the sale of other second-hand goods. Ownership generally transfers upon receipt of payment.



After Removal

Once the house has been removed there are likely to be things such as concrete driveways, paths, garden edging, vegetation, fencing, and other items not removed with or part of the house itself. These items may need to be cleaned up so the site can be left safe and ready for whatever you plan to do with it. This is the site owner's responsibility.



Process Flow Chart

Removal House Sales, Approvals and Relocation Process



About Drake

The Drake family business has been removing, recycling and reselling homes for nearly 50 years. Our experience and knowledge in this specialised area is second to none.

We maximise the price you can achieve for your house, simplify the process, and carry out the work required to get your house sold and removed without charging you to do so. In fact, we carry all the marketing costs ourselves, even if the house fails to sell, and we do not charge commissions. All this as well as assisting you to do the things you will need to do.

All we ask for is the opportunity to do our best to have your house recycled rather than demolished.



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