



## **TIPS IN PREPARING YOUR PROPERTY “FOR SALE”**

If you were selling a car, you'd make sure it was spruced and tidy, to give you the best chance of getting the best price, right? Similarly, when you want to sell your home, be prepared for your normal living pattern to be disrupted only for a while - your home needs to be transformed into a showpiece, purely to attract the best buyers. A tiny effort is all you need, for your home to be sold quickly, and at a price to your liking. The following suggestions have proved invaluable to home owners; and, are worthy of special consideration. Style your home for sale – in today's market it is imperative your property stands out from the crowd. If your property is vacant it is well worth the cost to “dress” your home using hire furniture and accessories. Visit display homes for inspiration or best of all call in the professionals. Call us – we have alliances with many Perth based decorators and furniture hire organisations.

**Review your competition** - Visit home opens in your area, if you want your home to stand out from the crowd, then you need to know what the competition is offering. We do this to help your shoot stand out before we arrive!

**First Impressions Are Lasting Impressions** - The entrance greets the prospective buyer. Therefore, it helps, if the area is neat, clean and welcoming. Make prospective buyers inclined to want to enter.

**Cleanliness is Paramount** - Doors, windows/sills, woodwork, as well as all areas in full view, need to be clean and tidy. If need be, have carpets and curtains professionally cleaned. Its money well spent.

**Tidiness** - Prospective buyers tend to look inside closets and cupboards. Neat, well ordered shelves show that space in your home is ample. Avoid cluttered kitchens or bathrooms, as these rooms can clinch a sale. Clean out a cluttered garage, or bedroom closet - this may be a good time to throw out unwanted junk, in preparation for the move to a new home!

**Minor Flaws** - Dripping taps, loose door knobs, sticking doors and windows etc. detract from the value of a home that is up for sale.

**Odours and Vapours** - Buyers have sensitive noses and will pick up lingering smells that you don't notice any more, namely, pets, tobacco, etc. So avoid leaving used ashtrays around and keep your pet's food, bedding and toilet areas clean.

**Neat Yard Areas** - Even if you are not the green thumb type, your home will present better if the grounds are neat and clean, shrubs trimmed and lawns edged. This extends to the nature strip.

**Decorate, For A Quick Sale** - Shabby walls, door frames, gutters etc., reduce appeal. Why try to tell the prospective buyer how your home could look, when you can show him/her by touching up these areas yourself. No doubt, the teenager of the house loves wall posters; but chances are that a prospective buyer may not. Pack away early, and remove any traces from walls.

**Home Opens** - Spring clean your property prior to your first open day – and ensure your property is cleaned again before each open day.

**Be prepared to show the Property at ALL Times** - The prospect you turn away may be your buyer.