

## HOW TO PREPARE YOUR PROPERTY FOR SALE

First impressions count! Presenting your property in an attractive way can improve the value of your home and therefore increase your selling price. Follow these hints and tips to ensure your property is presented at its best:

- A fresh coat of paint can make the world of difference and is relatively affordable. Remember to use neutral colours which will appeal to the majority of people.
- Also consider painting the front door as this is the first thing potential buyers will see. If painting is out of the question, at least give it a good clean and make sure you don't forget the front door mat.
- Have carpets professionally cleaned if possible. Otherwise, spot clean any stains.
- Dirty windows look awful! Ensure your windows are clean and sparkling and don't forget to also clean the flyscreens.
- Bathrooms and kitchen are often the most influential rooms so make sure they're fresh, clean and tidy.
- Polish/dust furniture.
- Clean away any cobwebs.
- Fix dripping taps, broken tiles, loose knobs, cracked window panes, sticking doors and the squeaky gate.
- Ensure you clean and tidy paths and patios and rake leaves.
- Mow lawns, weed the garden, prune trees and shrubs and clear gutters.
- Remove toys and clutter in the yard (including bins).
- Clean the pool if you have one.
- Don't forget the garage. Does it need a coat of paint or a major clean out?

### Inspection day...

- To make the home feel comfortable, turn on heat or light a fire if it is a cold day. Alternatively, turn on air conditioning or let a cool breeze blow through a window on a hot day.
- Let plenty of light into your home. Open curtains and switch on lights if it's a dull day.
- Turn off televisions and radios and keep pets and children out of the way for inspections so as not to distract potential buyers.
- De-clutter rooms, removing bulky furniture if necessary, take down family photos and put away knick-knacks.
- Make all the beds and replace the bathroom towels with dry fresh ones.
- The smell of coffee brewing or baking in the oven creates a welcoming feeling so consider putting on a pot.
- Be available to answer questions viewers may have but give them space to explore the house at the same time.