

HOW TO PREPARE YOUR PROPERTY FOR SALE

FALLING IN LOVE

The emotional appeal required to stir the spirit of the buyers is most likely generated by a well presented property. Buyers say, "We loved the home and that's why we bought it." So it's crucial you present your property at its finest. The effort you put into the presentation of your property, can be the difference between a standard price and getting a great price. Attention to detail is of the utmost and anything that increases the emotional feeling of comfort is something we all love.

DETAIL YOUR PROPERTY

Keep your lawn and hedges trimmed and manicured and the flower beds cultivated.

Remove leaves and cobwebs from the paths, verandas and guttering.

Clean or paint the walls, skirting and around light switches. Shampoo marks from the carpets.

A thorough house cleaning will give your home that well-kept look.

Polish floors and be sure the windows are sparkling.

Clear the bench tops and don't leave dishes in the sink.

Remove clutter from all spaces. Neat orderly rooms look larger. Tidy up bedrooms for a spacious appearance.

Storage is an important selling feature. Remove all unnecessary articles that have accumulated in cupboards.

The time for a clean-up or 'garage sale' is before you sell, not afterwards.

FIX FAULTS

Identify faults and fix them, including leaky taps, screens that won't close, squeaky doors.

Replace blown light globes, replace broken tiles and re-grout tiles if necessary.

PREPARE FOR INSPECTIONS

Open windows to remove any bad or strong odours such as animal, cigarette and food odours.

Pack children's toys away.

Welcome buyers with a warm home in winter and a cool home in summer.

Check and double check your bathroom. Bright and clean bathrooms sell many houses.

Let the light in by opening curtains and blinds and turning on lights if need be.

Display fresh flowers, a bowl of fruit and jars of cookies to ensure your house/apartment feels like a home.

Vacuum the pool and remove the pool equipment.

An open log fire in winter can be a big selling feature

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PETS

Although we are pet lovers, some buyers may not like your pets. Keep pets outside during inspections.

DURING INSPECTIONS

Buyers feel more relaxed when the owner is not in the same room and genuine buyers take time to savour the best rooms.

Buyers tend to discuss the features of the home with the agent and sometimes require a second or third inspection.

STYLING

Our expert team can be called upon to advise on current interior trends, create colour schemes and arrange rental furniture and accessories. For vacant properties, we recommend the hire of decorator furniture and artworks for the period of sale. In other cases a few necessary pieces can be hired to maximise the appeal of your property. We also offer a garden stylist.

INCLUSIONS AND EXCLUSIONS

To avoid confusion, remove or replace prior to marketing, any item not included in the sale. Make a note of all the inclusions. That is, everything that will be included in the purchase price and remaining at the property after completion. Standard items include light fittings, floor coverings, curtain and blinds etc. Discuss these with your agent.

CONTRACT

The Contract For Sale is prepared by your solicitor or conveyancer with all the essential terms and conditions. In NSW the law stipulates that a contract for the property be available prior to the property being offered for sale.

COMPLIANCE

A certificate of compliance should be obtained from the Local Council if you have recently undertaken minor or major building works. Chase up copies of rates notices and relevant insurances policies.

BUILDING REPORT

Obtain a building report and pest inspection report. This allows you to have necessary repair work done prior to sale.

LEASING

If there is a current lease, check the expiry date and termination requirements and advise your agent and solicitor.



**BIRCH LANG
& COMPANY**