

DRESS FOR *Success*

The most common question we get asked is, what work should be done to the property before sale? Here are some simple, inexpensive tips to maximise the presentation of your home, and its sale price.

STREET APPEAL

- Keep lawns mowed, paths edged, hedges trimmed
- A few well positioned flowering pot-plants can create a welcoming appearance
- Wash down the front and clean windows
- Paint/ wash fences, gates and screens
- Ensure your pets are secured so they won't pose a threat or annoy visitors

IT'S THE LITTLE THINGS THAT COUNT

Attend to any small maintenance jobs such as sticking doors and windows, dripping taps, squeaking hinges, loose door handles, blown light bulbs or faulty switches

CREATING SPACE

- Ensure your kitchen is spotless; the working areas are uncluttered and tidy cupboards and pantries
- Make sure wardrobes are tidy and organized
- Mirrors in small spaces make the room appear larger
- Less is best
- De-clutter & de-personalise – remove excess and bulky furniture and take down family photos. Buyers want to visualise themselves in the home

APPEAL TO THE SENSES

- Turn on all the lights
- Use odor neutralisers to dispel cigarette or animal smells
- Light a scented candle, brew coffee or bake bread before an open inspection
- Place freshly cut flowers in the dining or living areas
- Bathrooms should be gleaming
- Interesting knick-knacks, books, or artwork, in feature areas encourage visitors to linger
- Turn the radio or TV off in favor of a restful CD
- Make sure the temperature inside is comfortable – have the air-conditioner on during a hot day, or the heater on accordingly

