

TIPS ON PREPARING A HOUSE FOR SALE

To assist in selling your property we have prepared the following to help achieve the best possible outcome for you. These are our suggested points, they may not be suitable for your property but are to be taken as a general rule.

*First impressions can be lasting impressions to potential Buyers, when they inspect a well-presented property it leads to the property being **SOLD MORE QUICKLY and at a more FAVOURABLE PRICE.***

So Remember to.....

- **KEEP THE GARDENS NEAT & TIDY** – Lawns mowed, gardens weeded and unnecessary objects out of sight.
- **REMOVE UNNECESSARY CLUTTER-** objects lying on the ground can be hazardous, de-cluttering of rooms can make the rooms expand and feel bigger.
- **TRY TO MAKE SURE THE HOUSE IS CLEAN** – unmade beds, dirty ashtrays etc.. *Do not leave a sparkling impression.
- **DO NOT FOLLOW THE AGENT** and the prospective Purchaser through their tour of the house, as the agent will know which features to point out, that will suit the prospective buyer.
- **TRY TO KEEP PETS OUT OF THE WAY** – you may love your pets but maybe the prospective buyer doesn't, try to keep them out of the way and out of the house. As some people are afraid and others are even allergic to pets.
- For Your Security **DO NOT ALLOW PEOPLE ACCESS TO YOUR HOME** unless an agent is present or unless a specified appointment has been made, even if they have an agents card.
- **SWIMMING POOL/SPA-** Should your property have an external pool or spa, then the requirements of the Building Regulations 1994 (Victoria) and the Municipal Authority should be met.
- **FIX FAULTS-** Obvious faults will encourage buyers to look for more faults. Minor faults ie. Doorknobs, peeling paint affect the overall perception of your property.
- **REMOVE OBSTRUCTIONS-** If you have a view or a special aspect to your home make sure it is visible, so prune back any hedges that may be obstructing the view.
- **USE OTHER SENSES-** Smell- try having the home smell fresh, with a bowl of pot-pourri, baking a cake or fresh coffee. Beware dog owners and smokers, you may not smell anything, but sensitive noses

pick up everything. Sound- try soft background music, for a pleasant feel.

- **DO NOT FORCE A CONVERSION** – the buyer is there to buy your home not for a social visit and we do not want a personal confrontation to impede in a sale
- Above all **DO NOT DISCUSS THE PRICE, TERMS, POSSESSION** and other particulars of the sale with the Prospective Purchaser. Leave this up to the experts who won't let emotion get in the way of a sale, whose skills will enable them to negotiate the best possible price.

The object of these points is to make the Potential Buyer FEEL AT HOME, so if its cold outside turn the heater on and keep inside warm. Being comfortable in a Property is a good start to someone potentially purchasing the home.

We Thank You For taking The Time To Read This information and Hope You have Gained Valuable Knowledge From It. If We Are To Market Your Property, Rest Assured That Our Service To You Is Our **No. 1 Priority.**

North Geelong Real Estate, *Geelong's Northern Suburbs Specialists* and the Agents,
"On Your Side!"