

Tips on how to present your home



First impressions are very important to potential buyers. You can increase the value of your house by thousands just by doing a few things that will present your house to it's full potential. The following Tips are a guideline to follow which is cheap, simple and easy, that will give your home a new shine and most important appeal to potential buyers. If you do not have time to clean the property yourself it would be wise to invest in professionals to do it for you. It will be well worth the investment:-

Gardens, Fences and Paths

- Mow the lawn
- Prune Hedges and cut down overgrown shrubs and trees
- Weed the garden and cover with fresh mulch
- Plant new trees if necessary (take into consideration climate)
- Whipper snip pathways and around the garden and house
- Gernie pathways and driveways
- Any dirt pathways can be renewed by filling with large stepping pavers or stones.
- Rake leaves and clear garbage from the yard
- If you have a pool make sure it is clean and the water is sparkling
- Clean or repaint your fence, fix any gaps
- Clean, paint or replace the letterbox

Outside of the Property

- Clean or Paint the outside of your property
- Remove unsightly marks
- Clean out gutters and roof.
- Tidy any verandas or entrances of shoes and clutter
- Large Potted Plants look appealing in any entrance
- Put down a welcome mat
- Clean or Paint windows and doors

Inside of the Property

- De-clutter – take away small photo frames and knick knacks.
- If needed, invest in a storage shed for a month to store away your access belongings that are cluttering up the house. Only keep the bare minimum that you use on a daily basis.
- Open all windows, blinds and curtains to let in natural light
- Clean the carpets professionally / Polish wooden floors
- Clean, Clean, Clean – door frames and sliding tracks, security screens, clean windows and walls, floors, fans, curtains, blinds, shutters, inside and outside of cupboards, behind and under furniture, air conditioners and the filters
- Clean bathrooms thoroughly, remove all mould, dirt and soap scum. Clean bathroom sinks and tops. Clean mirrors and toilets.
- Leave larger ornaments like lamps and large vases on coffee and side tables put small things out of sight.
- Only leave basic furniture
- Clean out the garage make sure you can fit the vehicles it is supposed to house in them and store any clutter from the garage in the hired storage space. Invest in some shelving and put garage contents on the shelving neatly.

Maintenance

- All leaking taps and toilets should be fixed
- Locks may need replacing
- Pool issues such as filters and cracks ect should be addressed
- Drainage problems should be fixed
- Fix cracked walls or pavements
- Fix hinges on cupboard doors
- Replace any worn fly screen on security doors and windows
- Fire places, heaters and air conditioners should be in full working condition



Open Home

- Do one last sweep of the house and make sure everything is clean and there is nothing lying around such as toys, papers or magazines.
- Open all curtains, shutters and blinds, to let in as much natural light as possible
- Keep the front door open and greet all potential buyers with a smile
- Hand out your flyers which will give them a run down of the basics of the house
- Make sure the aroma in the house is inviting. Achieve this by simply brewing coffee and offer a cup to your potential buyers.
- If it is Winter make sure you have the heating on or the fire place going and in Summer have the Air conditioner on.
- Make sure you are available for questions. You may get questions such as what schools are in the area, shopping, public transport, recreational facilities and parks.
- Be very attentive to feedback, write down comments and assess your notes after the open house. This information can give you a valuable insight in how your property and pricing compares to similar properties previously viewed by the potential buyers.

