

Eight Tips to Prepare Your Home for Sale

Make the Entrance Appealing - From the gate to the front door. Most buyers will drive past a property before inspecting it and if it doesn't have good street appeal they won't even bother turning up for the first open house. As they say, 'You never get a second chance to make a first impression!'

De-clutter & Clean- Create the illusion that you live in the perfect house. Get rid of all the nic nacs and surplus furniture as they make your property feel smaller than it really is as well as making it harder for buyers to imagine themselves living in your house.

Clean every surface, wall, cupboard and window. Make your house shine so that buyers aren't already calculating how much work and extra money they have to invest in your property to bring it up to scratch. Tiny details such as new door handles on kitchen cupboards can completely transform a dated kitchen into a more modern one.

Dress the Rooms to Impress - If your bedspreads are tired and old, replace them with new clean and freshly ironed ones. Nothing can bring the mood of a room down more than the decor. A few dollars can completely change the ambience.

Carpet or Floorboards? - If the carpet is old, worn and smells from 30 years of wear, tear and spills, steam clean them or even better check to see if there are floorboards underneath. This then gives the new owners the option of relaying carpet or enjoying the newly polished floorboards. New carpet will completely transform your old tired looking house into new.

Pets - Remove them on inspection days. Fido might be the most placid dog in the world when you are around but when visitors come walking through your house things can change. Don't let pets distract potential buyers from seeing the entire property and remember to remove litter trays.

Let There Be Light - Pull back curtains, open windows and blinds and in particularly dark rooms turn on some subtle lighting either a lamp or use dimmers. As long as it isn't blinding, buyers won't notice that the light is on in the middle of the day as they are more interested in inspecting the space.

Don't Sell A House Empty - Unless it is a complete knock down and rebuild. Pay for a stylist to furnish your house to give buyers the impression of how the spaces can be used. Often empty rooms look much smaller than they are and buyers over estimate how big their furniture is. Even if you are short of cash don't sell your house empty! Beg, borrow or steal furniture from family and friends and you will be highly rewarded.

Would You Buy Your Own House? - Check everything is perfect on inspection day. Have the bins been emptied, cleaned and hidden away? Is the front nature strip mowed and clear of rubbish? Is there a number on your house or letterbox? Has all the junk mail been collected? Are your cupboards tidy? (buyers are sticky beaks) Is the laundry and clothes line clear of washing? Don't make potential buyers think about the realities of everyday life, create the illusion that in your house life is a dream!

