

Selling your home?

Here are the TOP 10 TIPS to assist you in getting the best result when selling your property:

It's true, first impressions last. It has been said that it only takes a prospective buyer 90 seconds to make a decision to enter a home open or keep driving.

Put yourself in the shoes of a buyer, if the gardens and front of the house are not appealing, why would you want to take a look inside?. Small details will make your property stand out!

1. Outside

Ensure the front and back lawn and gardens are lush and green. If your neighbour's lawn is untidy, mow it. Buyers will always look at the properties next door.

If you have a pool it must be crystal clean. Set the scene and buyers will visualize how they can entertain their family and friends and make it their home

2. De-clutter

Remove any items that make rooms/benches look small, including furniture. Remember, buyers have to be able to imagine themselves living in your home. Re-arrange furniture to enhance the rooms and keep in mind - less is best!

3. Clean and fresh:

Clean the carpets and polish the floors. Clean everything and everywhere including light fittings and windows. Remove all cobwebs; they are not a good look.

4. Paint:

Neutral colours are best. You may like 4 different coloured walls; however this may be too overwhelming for a buyer. You will be amazed at what a fresh coat of paint will do.

5. Repairs

Leaking taps, squeaky doors, loose door knobs– fix them all. A buyer will notice everything!

6. Bathroom

It MUST sparkle! Ensure it looks fresh and store away your personal items during the home opens.

7. Kitchen

The kitchen is one of the most important parts of a home. Keep bench tops free of clutter. A stylish kettle and toaster can stay if they enhance the kitchen's appeal. The cupboards and pantry should give the impression of ample storage so discard anything you no longer use. Clean ALL kitchen appliances.

8. Pets

Pets should be removed when your home is open for inspection to eliminate buyers becoming distracted. Remove pet food and open the windows to eliminate pet odours.

9. Presentation for home open:

Fresh flowers will make your home smell great. Have all curtains open to allow the sunlight in. A bowl of lollies in the kitchen will assist buyers in remembering your home.

10. Real Estate Agent:

Attend other home opens before listing your property for sale to get an idea of how real estate agents talk to prospective buyers. Once you have prepared your home, it is then in the hands of the agent to sell it for you. Your agent should be passionate about property and people and be an exceptional negotiator. Your friends and family may be able to recommend a top agent to you.

Good luck and remember, if you put the effort in you will reap the rewards!

Chantal Ricupero is a successful sales executive and buyer's agent who is well known for her strong negotiating skills and attention to detail.

She guarantees she will achieve the highest price possible when selling your property and uses a number of strategies to achieve this.

With years of experience and genuine interest in her clients and each outcome, Chantal is someone you should have on your side.

For a free copy of 'Property Lingo Explained' contact Chantal on 0411 664 184 or email chantal@welshrealestate.com.au

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