

PREPARING YOUR PROPERTY FOR A SALE

1. THE DRIVE BY

View your home from the other side of the road. An inviting exterior insures inspection of the interior. Keep your lawn mowed and edges trimmed—a little mulch goes a long way.

2. DE-CLUTTER

Removing excess clutter from a property is essential. Pack away all those unnecessary items you have accumulated. Call on the Good Samaritans, if you don't need it now why not get it taken away.

3. THE GREAT OUTDOORS

Ensure that all outdoor patio areas are clean and well presented because external living areas are a major focus for property buyers

4. MAKE THE HOUSE SPARKLE

A bit of elbow grease can go along way. It will also help eliminate those bad odours. Watch out for those cobwebs to!

5. THE ODD JOBS

Fix up those odds and ends you have been meaning to do for months. Fix leaky taps, replace cracked tiles and patch up those holes in the walls.

6. FIRST IMPRESSIONS

First impressions are lasting ones, Imagine you are the buyer and walking through your own house. Look for objects that shouldn't be there or look out

QUICK SALE IF THE PRICE IS RIGHT

- Setting the price of your property will determine how quickly it sells.
- Interest in your home will be at it's keenest in the first 3 weeks of listing. It is very important the price is set correctly during this initial selling period. If your property is in the first – home buyer area, then pricing becomes critical. Even a home overpriced by just \$5000 may not sell.
- Work with the agent during the marketing process to ensure that the property is available for viewing even during inconvenient time; for examples weekdays.
- Carefully check with agents the marketing plan for the property. It should receive maximum exposure in the current market.
- Be prepared to negotiate on the selling price if you receive a reasonable offer. Your sales rep will guide you through this process.

WHAT NOT TO DO!

- Not preparing your home for sale—Your Activewest Real Estate Agent will tactfully and realistically assist you with suggestions.
- Not making the home readily available for showing to potential buyers— Your selected agent can guarantee you security and privacy.
- Over price your property—your sales representative will provide you with evidence to assist.