

How to get your home ready to sell

Before you put your house on the market, get to know your competition, the market and make sure your house is looking its best. Here are some tips to help you figure out what to do before you sell, and how to attract buyers attention.

1. Do your homework

Check out the competition

It's always good to see what else is out there. Go to open homes and compare your property with others in your area. **Team Munish** will also be able to help.

Understand the market

To find out a little bit more about the market, look at sold properties, ask for a **free property appraisal** or speak to a salesperson. Your salesperson has local and market knowledge to help you get a good idea of what your property is worth today.

Think about what buyers want

Different people have different needs, so it's always good idea to think about what buyers might be looking for before you start the selling process. For example, young families may prefer to have a separate bath or fenced property. As our salespeople deal with buyers on a daily basis, they will have a great idea about what buyers want.





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2. Repairs and renovations

For many people, selling their home gives them the perfect opportunity to make minor repairs and touch ups they may have been putting off for a long time.

Doors that don't shut properly, holes in walls, peeling wallpaper and leaking taps are just some of the things that can turn off buyers and are relatively easy to fix.

And see that retro orange wallpaper over there that you love or are so used to that you forgot it's there? You may want to think about painting it a colour that will appeal to more people.

Major and costly renovations like bathroom upgrades can be a great way to make your homemore appealing to buyers. But make sure you aren't overcapitalising and that you'll be able to make your money back.

Ask your salesperson for advice or more information about renovations and repairs..

3. Think about first impressions

Before a buyer enters your home, they've already formed an opinion based on what they've seen from the road. Take a walk out to the kerb and think about anything that could potentially turn buyers off.

Freshly cut lawns, a well cared for garden or hedge, clean paintwork on the house exterior and water blasted concrete and fences make a huge difference and will make the buyer want to step inside.

Having open homes?

Find out how to prepare for your open homes with our open home tips.





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4. Declutter and clean

Before you start the selling process, it's a good idea to think about the space in your house and how you can make the most of it.

You may have the greatest space in the world, but clutter and uncleanliness is only going to obscure it and make the rooms look smaller. Think of it as a head start on packing up your home.

Top tips

- Consider hiring a storage unit to house all those objects that don't have a place in your home
- Clean everything - from skirting boards to walls, taps and behind fridges
- Consider getting your carpet professionally cleaned
- Buyers will open your cupboards and closets too, so make sure you take time to look at these.

5. Disassociate yourself from your house

Your personal mementos make your house a home. So it stands to reason that buyers will find it hard to imagine living there if it's filled with your family photos and heirlooms.

6. Stage the house for buyers

It's always a good idea to know who your potential buyers is likely to be - whether they are families, singles, first home buyers etc - so that you can dress the home in a way that appeals to them. You can either do this yourself, or hire one of the staging companies in your area.

Your salespeople has lots of experience in this department and can provide you with advice and information.

Want to know more about how to add value to your property?

For more advice, contact one of our salespeople.