



# *Presenting your home for sale...*

Imagine seeing your home through the eyes of a prospective buyer. Just knowing what they see, what they are looking for and how they feel about the home.

Certainly a real estate agent should be able to give you advice and help on its presentation...however, the best advice will come from a trained designer – a home stylist who can help you show your home to its best advantage.

I have developed the following checklist for you to consider when selling your home:

1. **Avoid crowding the rooms.** If necessary, shift things around to give the feeling of spaciousness. Some things may even have to go into your garage or storage.

When a room is clear, a prospective buyer can then visualise where their furniture could be placed.

2. **A home should feel light and sunny.** Pull back any drapes, prune trees that may be blocking light. Check that all the lights are working.
3. **Check to see if the property needs painting inside or out.** While there may be some expense involved, in my experience, the costs have always been returned in the final price. It is often the most important thing a vendor can do. If necessary, a colour consultant can be of great help.

Sometimes the use of 'house washes' can freshen up the look of the outside. This can be done at the same time that any paths or pool areas are cleaned.

4. **The garden should be tidy,** eg. lawns should be freshly cut, weeds removed, trees and bushes trimmed. The addition of new shrubs and flowers, especially around the main entrance will enhance any home.

Quality outdoor furniture always attracts positive comments. Remember, first impressions are paramount in selling a home and the first thing normally seen are the front garden and the entrance.

5. **Some-rooms can be given a lift** by adding colorful cushions, throw rugs, paintings and pictures.
6. **It is always important to make a women feel comfortable in a house** and, for a lot of women, this means the kitchen has to be appealing. Tidy the kitchen and clear bench tops and remember to remove fridge magnets and personal notes.

7. **It may be necessary to replace the carpets** or remove them and polish the timber floors underneath.
8. **Consider using oil burners**, potpourri or you can spray your favourite perfume in bathrooms. Remember to have fresh or new towels. Small upgrades such as regrouting or replacing spotted mirrors and installing new shower screens can also help.

For open inspections, choose a time when the light or sunlight highlights your home. Fresh flowers always appeal. In winter, a fireplace can create a cozy feeling. If necessary, pre-warm the home.

Real estate agents should be able to provide you with a list of trades' people who can do all types of repairs. I have a list of handymen, gardeners, painters and decorators and stylist who can help in improving your home for sale.

Many people are reluctant to spend money on a property that they are about to sell. What they perhaps don't understand is that for a small investment the return can be substantial.

Obviously not everyone can do everything on the checklist but it is surprising how, by following this list and doing as many as possible, you can achieve a significant improvement in its appearance and receive a better price for your home.

Your agent should know the market and the type of people who may be interested in purchasing your home and, therefore, it may be that you will need to style the home accordingly.

Please phone me if you would like further details or information, I'm always available to help.

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