

With your help and assistance we may be able to get you a better price. There are a few things you should keep in mind.

### **First Impressions**

First impressions are lasting.

Take a look at your property through the prospect's eyes. You can do this by standing outside your home and noticing things that the prospect would notice. Gardens and lawns, are they well presented? Is the rubbish removed and the paths and porches kept clear and clean?

### **Welcome**

The neat and tidy home says welcome. If the prospect is going to buy your home they first must be able to imagine themselves living in it.

It should be neat and tidy but not necessarily a show piece. It should feel comfortable and inviting. Plants and fresh flowers are a great way of brightening up the rooms.

### **Prospects See Repairs as Expensive**

Minor repairs that need doing may only cost a few dollars to fix, but may cost you thousands of dollars in your final sale price, so:

DO fix leaking taps

DO repaint the patio floor (pay particular attention to the entrance)

DO tighten loose door knobs

DON'T carry out major expensive repairs without consulting us first.

DO oil squeaky hinges and windows

DO repair broken or torn fly screens

DO repair minor cracks

### **Let there be Light**

Open the curtains and let your house have that light and airy feeling. On dull days you might need to turn the lights on before the prospects arrive.

### **Just Right**

On a cold winter day turn the heater on or light the fire if you have one. On a hot summer day try and keep the house as cool as possible. This will give the prospect a feeling of wanting to stay there rather than venturing back outside again.

### **Three's a Crowd**

Avoid having people in the house during inspections. This not only makes a room appear smaller, but stops the prospect from having a good look, and if he is going to buy he needs to get involved in the home. Avoid following the sales person around as it makes the prospect feel like he is an intruder in your house.

### **Let there be Peace**

It is advisable to turn televisions and stereos off during inspections as they can be very distracting.

Please keep your pets out of the way and ensure they are quiet and contained.

### **Be Courteous**

Be polite and don't force conversation with the potential buyer, he is there to inspect your home. If he asks you questions about the home or the district, always answer them truthfully and directly.

### **Leave The Rest To Us**

Remember don't apologise for the appearance or condition of you home. Don't discuss the details or the transaction such as price or terms with the prospect and to maximise the chance of a sale don't allow the prospective purchaser to inspect the house without us present.

### **Together We Are A Team**

Your Ray White Real Estate representative will always work with you as a team. If you feel we have overlooked any selling benefits of your home, feel free to discuss them in private or give us a call, please remember we are here to help

