



Mobile Real Estate Agency -We Come to you!

0427 396 622 . PO Box 139 Helidon Q.4344 dawn@dawnproperties.com.au

Preparing your property for sale

It is important to spend a little time freshening up the look of your property, inside and out. The results may not only add to the sale price, but encourage more buyer interest.

It is also a good idea to complete any minor repairs before listing the property and maintain the presentation of the property throughout the marketing campaign. A few ideal renovation tips such as a fresh coat of paint, sanding wooden floors, steam cleaning or replacing worn carpet, will freshen up the look of any room. Paying attention to decorating the interior rooms by adding soft furnishings, a couple of paintings or fresh flowers can make all the difference to the look and feel of a property.

Remove any unnecessary furniture and personal items before marketing photos are taken to ensure each room is shown at its best. A cluttered room is a turn off for most buyers. All this can be done either by hiring a professional tradesman or doing it yourself at a fairly minimal cost.

The gardens and outside of your property should not be neglected. Keeping the lawns and gardens mowed and weed free helps to improve a buyer's first impression of a property. Some new mulch on the garden beds can make these areas look clean and fresh.

As you will be moving soon, it is recommended before buyer inspections begin that you acquire plenty of packing boxes and begin to clean out cupboards, garages and other spaces that could look cluttered, and then these boxes could be stored neatly away (somewhere else if possible), again giving the impression of more space. Any unnecessary furniture should also be taken away leaving rooms uncluttered.



Mobile Real Estate Agency -We Come to you!

0427 396 622 . PO Box 139 Helidon Q.4344 dawn@dawnproperties.com.au

Buyer Inspection days.

Having your property open to strangers is always a bit daunting, but we are here to help make that experience as easy as possible. And if the previous tips have been followed we would expect to be able to find prospective purchasers soon.

Now that the house has been freshened up and presents well for sale we would move to either conducting open house days for you or bringing buyers through individually, or both, depending on what you have decided.

On these days the property needs to be clean and free of unpleasant smells (especially cigarette smoke and animal odours) filth and clutter and loud noise (e.g TV or radio etc).

We encourage the owners to be absent during inspections as the prospective purchasers need freedom to inspect without feeling that they are 'intruding' in someone else's home. We ask that pets are either tied up or especially in the case of open houses taken away for the duration of the open house.

Some nice touches for inspection days are, fresh flowers, pleasant scents (people love the scent of fresh baked goods!!) soft music and any other feel good notions.

Once inspections commence and any offers are submitted, your real estate agent is obliged to submit all offers in accordance with the sellers instructions. Exceptions may occur when, for example, the seller instructs their agent not to submit offers under a certain dollar value.

When an offer has been accepted the contract will then proceed through any clauses and conditions and onto settlement.

We recommend that sellers take into account costs incurred in the sale process, these include, advertising and marketing, agents commission, valuation fees, pest and building inspection reports, as well as legal and financial fees.