

# Presenting your home for sale

Tips to help maximise your sale price

# Refurbishments add value!

From spring cleans to renovations, there are many ways to make your home more attractive for sale.

Before listing your property for sale, think about whether refurbishments, renovations or any major works are needed. Renovations can add value to your property, however generally refurbishments are more profitable than renovations. It's important to ensure costs can be recouped. The key is to only spend a dollar on presentation if you are reasonably confident that your investment will gain you an two dollars in return on the sale of your home. Always receive professional advice so you don't over capitalize.

## Refurbishment in East Malvern paid off

Synergy recently recommended a refurbishment prior to sale for a client selling in East Malvern. The property had been tenanted and Synergy managed the process of finding suitable alternative accommodation for the tenants so that the refurbishment could take place in a timely manner.

The refurbishment included painting the inside of the house, putting in new carpet, polishing floorboards, hiring modern display furniture and cleaning up the garden. The strategy paid off as the renovations pushed the value of the property higher than the vendor's expectation. The property sold for over \$1million – a record price for this type of dwelling in East Malvern.



# Get your home looking great!

In many cases however, renovations and refurbishments will not be necessary. So, here are some easy and low cost alternatives to getting your home looking great for sale.

1. Remove all junk and unwanted items from inside and outside your home.
2. Freshen and brighten up rooms with a new coat of paint.
3. Polish floorboards, steam clean carpets, clean the bathroom and kitchen areas until they shine!
4. Make sure all fittings and fixtures are in working order. Include dripping taps, chipped windows, light fittings and fly screens on your list.
5. Give your garden a new lease on life by removing weeds, dead plants and keeping the lawn mowed.
6. Sweep clear all outside paths and paving.
7. Add mulch to your garden beds to create a landscaped look.
8. Wash windows inside and out to let more light into your home.
9. Clean up the garage or garden shed – don't store your unwanted junk in there.
10. Make sure the outside of your home is clean, including gutters, cobwebs and any low hanging branches.

So, now that you have your home ready for sale, what can make that final difference on inspections days?

1. Open up all blinds and curtains. If a room is naturally dark, make sure lights are on.
2. What is the weather like on the day? Make sure the temperature in your home is comfortable.
3. Put out some fresh flowers, but don't clutter the home with decorations.
4. Clear all bench tops and tables.
5. Make the house smell nice with some pot pourri or oil burners; but don't go overboard with strong incense which can turn people off.

# Welcome Home

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