

Reece Realty

Newcastle
and Maitland

PREPARING YOUR HOME FOR SALE



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Independent - Local - Informed

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BEFORE YOU PUT YOUR PROPERTY ON THE MARKET

Imagine you are a potential buyer. Stand across the street from your property and study it. If you drove past this house and saw a “For Sale” sign, would you be attracted to the external features of the house and want to see more? A well presented home gives an impression of a well maintained property - suggestive that there may be less chance of hidden problems after sale.

Look over the following list of areas that may need attention when preparing the **exterior** of your property:

Lawn - Keep lawns cut and edges neat. Reseed any bare patches and perhaps fertilise for additional colour. Keep all paths swept and clear.



Shrubs / Trees - Trim branches, especially around windows to allow light into the house



Garden Beds - If appropriate/practicable, plant colourful flowers. Remove weeds and add mulch to beds. Perhaps place showy annuals in pots near house entrance.

Windows - Repair any broken windows / flyscreens and wash all glass



Doors - Wash down front door and its surrounds. Polish metal fittings and repair any torn flywire

Fences - After discussing with your agent - straighten, repair and/or repaint fencing and gates



Eaves / Gutters / Rubbish - Remove all rubbish and clean under house area, including removing any excess timber, bricks and building materials. Clean and unblock gutters and downpipes



BEFORE YOU PUT YOUR PROPERTY ON THE MARKET

Look over the following list of areas that may need attention when preparing the *interior* of your property:

- Clean / remove clutter -** Clean rooms in your house thoroughly and remove clutter. This has effect of making your home appear bigger.
- Carpet -** Have your carpets steam cleaned
- Painting -** Painting chipped or dirty walls is said to give you best return for money spent. Neutral colours can create a blank canvas to allow prospective buyers to use their own imagination on how they'd like the property to look.
- Plumbing / Heating and cooling systems -** Inspect and repair dripping taps/showers etc
- Floorboards -** Attend to any creaking or loose floorboards
- Doors / Windows -** Ensure these open and close effortlessly, fix any loose or damaged knobs & handles
- Knobs / Handles -** Fix if loose, damaged or missing
- Benchtops -** Keep clean and clear

Here at Reece Realty we have a close working relationship with many trades people including plumbers, electricians, lawn and garden maintenance workers and general handymen. If you need some advice or quotes on getting your property in the best condition to appeal to the broadest number of potential buyers please don't hesitate to ask.



Now you are ready for the Agent to begin marketing your property



GETTING READY FOR A HOUSE INSPECTION

First impressions are vital during an open home inspection. Unlike a viewing at short notice, people expect an Open House to be presented perfectly. Extra touches could include setting the dining room table with your good china, lighting a fire in the fireplace on a cold day or turning on an air conditioner on a hot day. Tidy the garden and front porch.

Remember there is a good chance that people will also be driving by to view the 'street' appeal' of your property even when there is no 'Open House'.

1. Fill the house with light. Open all curtains and blinds or remove if in poor condition. If rooms are dark switch on lights (ensure these are bright lights eg 100w - dim lights can have the opposite effect).
2. Make the house smell beautiful. Fresh air is good in Summer or Spring
3. Clear and clean all the benches, tables and sinks. Put out fresh towels, tea towels, etc
4. Hide away or store old magazines, books, bags, shoes and anything that is not required for daily living.
5. If rooms are small consider storing some furniture away until your property sells
6. Switch off television and radio, although soft, soothing music may be suitable
7. Display flowers or bowls of fruit
8. Lock away jewellery, cash and other valuables as well as any prescription medication
9. Remove any pet hair, pet smells and droppings. Take the dog for a walk or if that is not possible please restrain any pets
10. Give your agent the key to the front door. Potential buyers are important visitors and should not have to enter via the back door.

Many people leave the house prior to the appointed inspection time.

If you can't leave, perhaps wait outside during the viewing.

Do not offer advice or try to help the agent in selling the property.

Remember that you have employed your agent to do the selling.

Now you are ready to make the sale!



Welcome to Reece Realty

We are an independent agent offering personalised and individual service. We have dedicated staff in Management and Sales departments looking after your interests. Our office is located in the heart of Jesmond Shopping precinct with high exposure (entries from both Jesmond shopping centre & Jesmond Fruit Barn sides) and easy access to parking. Buying, selling, investing or just needing advice on property? Our team at Reece Realty are committed to giving you the service and professionalism you are entitled to.

Selling

We have nurtured, and are continuing to grow, our comprehensive database of potential buyers (domestic and international) which means we are working for you even before your property goes onto the market.

Buying

We live and work in Newcastle and surrounding areas and know our market well. Reece Realty also manage an extensive property portfolio, private residential and student accommodation, so we understand what is required to keep our clients happy.

We look forward to assisting you.

Allen Reece

Owner and Licencee
Reece Realty Newcastle

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