

## Preparing Your Home for Sale

Good preparation of your home for sale will ensure you achieve the maximum price. A poorly presented property gives warning signs to a buyer and will either turn them away or they will offer a much lower price.

### First Impressions are Very Important

- Ensuring that rubbish is removed from the property, the lawns are mowed, and the gardens are well maintained allows the buyer to see your home in its best light.
- Removing unnecessary objects and clutter from your home gives a better presentation and makes the rooms appear more spacious.
- Prepare your home so that it is thoroughly cleaned to make it more appealing. Steam clean your carpets, clean your windows, remove dust and cobwebs.
- Attending to repairs around the home shows the buyers that your home is well cared for.

### Preparation of Necessary Documentation

- Make an appointment to see your solicitor or conveyancer so that they can prepare a Contract for Sale. This is required before your home can be marketed for sale. Advise them of all inclusions for the home and any exclusions if applicable.
- Ensure you have an Occupation Certificate or Certificate of Compliance from Council for any building works completed on the home.
- If you have a pool or spa you need to have either a valid certificate of compliance or certificate of non-compliance. For a list of private certifiers go to [www.swimmingpoolregister.nsw.gov.au/](http://www.swimmingpoolregister.nsw.gov.au/).

### Pricing Your Home

We will provide a market appraisal that details comparable homes that are currently on the market as well as comparable homes that have sold recently. This will give you a good idea of the value of your home.

There are a variety of reasons influencing the price of your home. These include the location, age of the building, size of the block and the house, buyer demand, number of houses for sale in your area, economic conditions, interest rate movement and seasonal demands.

The higher above market value your home is priced, the longer it will take to sell, as you will have less interest and hence fewer buyers.