

Preparing your property for market



BAYLEYS

First impressions are purely that...first impressions

How your property comes across in the first few minutes of viewing with a potential buyer can critically determine the outcome at the other end of the sale process.

We are aware that the selling of your property involves certain inconveniences and we will be as considerate as possible. Our suggestions will help achieve that premium for your property.

- Have your property looking its best at all times.
- Our personnel need to have as much privacy as practical when showing your property. They will try and get the prospect's reaction to the property which is often difficult to obtain if the owner is present.
- Be prepared to have your property shown at all times, the prospect turned away may be the logical buyer.
- A professional house / cowshed wash is a small investment to optimise saleability.
- Tidy up gateways and tracks and remove anything that will detract from making a good impression i.e. that old machinery / scrap lying around farm buildings that you probably don't see any more. Sagging, moulding spouting or a gorse bush in full bloom never brings admiration.
- Once inside the home, ambience is crucial, a simple vase of fresh flowers will appeal, try and keep as tidy as practicable- not as a furniture store display window, but as a comfortable home in which to live.
- Let plenty of light into your home, nothing adds cheerful atmosphere more effectively than light.
- Create the impression of space by removing unnecessary furniture and ornaments.

- Clean out garages and sheds to show how much storage space is available.
- It is rarely necessary to conduct expensive work before selling, however be prepared to carry out small maintenance upgrades such as repairing leaking taps, replace faulty light fittings, adjusting sticking doors etc.
- Remove any valuable items from sight.
- Loose talk can kill a sale - it's not in your best interests to discuss prospective values or expectations with anyone.
- Questions about transactions should be referred to Alex or Lin in every instance.



NORRIS & SMITS

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