

Helpful Hints for the Owner

We know that the sale of your home will involve some inconvenience. We will do our best to make things as easy as possible. However, with just a little effort on your part, your home can be sold quickly and for a better price. Here are some tips, which have proven invaluable to successful sellers.

General Preparation



First Impressions are Lasting

From the moment the prospects arrive they should notice that the gardens and lawns are well presented. Garden rubbish should be disposed of and paths and porches kept clear and clean. Toys and garden tools should be stored away.

Letting the Sun Shine in

Let plenty of light into your home. Nothing improves atmosphere more than brightness. On a dull day it is advisable to switch lights on prior to arrival of prospective buyers.

Turn on the Heat

A warm, comfortably heated home on cold days adds a feeling of cosiness; on a hot day don't forget to turn the airconditioner or fan on (or simply let the breeze flow through).

Inspections: Three's a Crowd

Avoid having too many people present during inspections. We know the buyer's requirements and can better emphasise the features of your home if we are left to show the buyer around. It's better if you are staying home to remain at a discrete distance.

Silence is Golden

Be courteous but don't force the conversation with a potential buyer. The prospect wants to inspect your home - not pay a social call. However should you be asked questions about the home, the neighbours or the district, answer them truthfully and directly.

Music in the Air: Pets Underfoot

As a general rule it is advisable to turn off radio and television sets during inspections, as they can be distracting. Keep your pets out of the way (preferably out of the house). Let us talk to the buyer, free of disturbances.

Some More Don'ts

Don't apologise for the appearance or condition of your home (this does nothing but emphasise the faults). Don't discuss the details of the transaction such as price or terms (leave this to us). Don't allow a prospective buyer to inspect your home without us, this can be a security risk (refer them to us or contact us yourself).

Working as a Team

We should always work as a team. If you feel we have overlooked some important points, feel free to discuss them with us privately and we will do our best to satisfy your concerns.
