

17 QUICK TIPS **FOR BUYING OR SELLING YOUR HOUSE**

COMPLIMENTS OF



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1. Get your finances together first

It is always wise to confirm how much you can borrow before you go looking to buy your next home. This can be done through your current bank or mortgage broker. You should also keep in mind the additional ongoing expenses that you will need to cover when owning a home such as rates, insurance, maintenance, etc.

2. Have a list

It is important to look at different house styles and suburbs that you can afford. If you have selected a specific suburb to live in it can be disappointing if the house style you have in mind is not within your confirmed and approved price range.

If the desired house style in the area is not in your approved price range, you may need to choose a different suburb but still consider your needs of shopping, transport, schools, etc. It helps to make a list of what is essential for you in a home and what would be a bonus.

Buying a home is an important financial decision. If the property doesn't have something that you need, say an extra bedroom for your new baby, then don't buy the property. If it feels like a never-ending process to find the right home, look at why it has taken you so long to find something; you may need to reassess your criteria for choosing a home.

3. Keep cool

Often home buyers pressure themselves into buying something because they feel that they have looked for too long or that someone else may also be ready to purchase that same house.

Don't stress – if the house does not “tick 8/10 of the boxes”, don't feel you have to settle for something that is not quite what you're after. You will only be disappointed if you settle.

4. Buying the first home you see

Buyers often report how they have viewed dozens of homes but it is frequently the first home that the buyer saw (and really liked) that they ended up buying.

Don't think that you have to see dozens of homes to be sure. If the first home you see suits you and you like it, then buy it. You may miss out if you choose to look at too many homes before deciding on the right home for you.

5. Be sure

Overlooking potential future problems can be an issue for first time home buyers who are not familiar with building construction. It is often a good idea to get a building inspection completed by a registered and qualified tradesperson, or building inspector – particularly if you are in doubt about any structural elements.

6. It's your decision

Home buyers often feel that they need 'approval' from their parents or friends before making their final decision. Remember it is your opinion that matters the most, as you will be the one living there and paying the mortgage. Don't let yourself be pressured by family and friends.

7. Visualise

Don't judge a home by the furnishings and styles that are in place. Imagine your own furnishings in place to clearly picture and highlight the benefits of the floor plan the home has to offer.

8. There is more than one right home

Getting attached to your dream home can be a cause of distress/frustration. You see it, you've got to have it, and then it's sold to someone else with more money. It is possible that your offer may not be accepted or that someone else may bid higher than you at the auction.

The good news is there is always another home and while you may not believe it at the time, there really is another home that will suit your needs, and probably become your dream home.

9. First impressions

Other people's 'mess' always looks worse than your own. From the moment buyers arrive they are making an internal commentary on everything they see. Your gardens and lawns should be well presented, any rubbish should be disposed of, all paths kept clean, and all toys and garden tools should be stored away.

10. The illusion of space

Remove unnecessary clutter, and watch your house expand in size. Neat, well ordered cupboards, wardrobes and pantries show that space is ample. Highlight your home – nothing improves the atmosphere of a home more than brightness. Open all the curtains and switch on strategic lights to brighten up gloomy spots prior to the arrival of potential buyers.

11. Don't spend big money

If you spend a lot of money painting, carpeting or adding a deck, you more than likely will want to add this to the price. Buyers may not share your taste, even though what they are getting is almost new.

On the other hand make sure all minor repairs are completed. Sticking doors and windows, loose door knobs, faulty plumbing or peeling paint may affect your sale.

12. The scent of success

Smokers and dog owners beware, stale malodorous air makes buyers want to leave fast. Room deodorisers, a bowl of potpourri and open windows will all help. Any home will be enhanced by the smell of a cake baking, or freshly brewed coffee. Often the effect is subliminal. Days later buyers won't always know exactly why they got such good vibes from your home.

13. Price

It is often a mistake to list your home at what you think is the highest price. While it is true that you can always come down in price, there are many factors to consider. Firstly, the market is always looking for new listings. This means that the first few weeks your home is on the market will bring more inspections than any other time. All the buyers in the price range will rush to see your home. Those that have been looking for sometime are the ones who have done their homework and are ready to buy. They will also be the most aware of the market value of your property.

14. Clean and tidy

Buyers are impressed if every room and every area of a property is clean and tidy. Further, they tend to think that if everything is clean and well cared for where they can see, it will be the same where they can't see. It is a lot of work but will increase the selling value of your home and save you a lot of cleaning time on shifting day.

15. Looking good outside

The outside of your home is what makes its first impression on the prospective buyer and therefore the buyer's perception of your home can be made before the buyer has even walked through the gateway. Take a walk past your home from the opposite side of the street. Stop and take a critical look at the kind of view that a buyer would have as first impression.

- Driveway (are there weeds or oil patches?)
- Paths (are they weed free?)
- Lawn (is it cut, neatly edged and weed-free?)
- Garden (is it weed free? Are there bedding plants to add sparkle?)
- Roof (is it free of moss and flaking paint?)
- Spouting (is it leak free and clean?)
- Shrubs and trees (have these been trimmed?)
- Fencing (stained or painted and in good condition?)
- Gates (do they squeak? Clean? Free of flaking paint?)
- Painting and wallpapering (is it flaking?)
- Mailbox (check numbers are clear and there is no damage)
- Plumbing (check for leaking taps, water stains)
- Electrical (check for damaged switches, light fittings)
- Floors (check for stains, damaged tiles)
- Curtains (check for damage and stains)
- Ceilings (check for cracks)
- Windows (check for damage and cracks to woodwork and glass).

16. Neither hot nor cold

A warm, comfortable, heated home on cold days adds a feeling of cosiness and makes your home feel welcoming. On a hot day, turn on the air conditioning or ensure your home is well ventilated.

17. Great photos and 3D floor plans

High quality photos accentuate the features and highlights of your home. This is a point of difference from many listings that potential buyers will view. High quality photos will entice people to look further at your listing and come through an open home to get an even better look.

The aim is to get the maximum exposure of your property and you do this by making your advertisement appealing to potential buyers. Don't forget the more viewings you get, the more likely you are to get offers.





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