

## **Your Home on Show...**

Whether by individual inspections arranged by your agent or through 'Open Homes' set at predetermined times, here are some tips on how to maximise their effectiveness.

### **A Tidy Home says "Welcome"**

Your home should be kept neat and tidy during the period of inspections. It should not necessarily be a "show place" but appear a comfortable home in which to live. Fresh flowers or indoor plants always brighten up a home.

### **Less is More!**

While you're cleaning, think about each room and what furniture really needs to be in it. Rooms look smaller when they're crowded with sports equipment, excess furniture and general clutter. Clear out anything not needed to create a feeling of spaciousness. And don't forget your cupboards - keep them neat and not too full, to show that your home has plenty of storage space.

### **Repairs can make a Big Difference**

Make sure that all minor repairs are completed. Sticking doors and windows, loose door knobs, faulty plumbing, peeling paint or faulty flywire may effect your sale.

### **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 purchasers.

### **Make them comfortable**

A warm, comfortably heated home on cold days, particularly if you have an open fire place, adds a feeling of cosiness; on a hot day don't forget to turn on the air conditioner or fan (or simply let the breeze flow through).

You may like to set the dining table and have the coffee on to give your property a homely atmosphere.

### **Inspections: Three's a Crowd**

Avoid having too many people present during inspections. First National Real Estate agents know the buyer's requirements and can better emphasise the features of your home most important to the purchaser.

### **Silence is golden**

Be courteous but don't force conversation with a potential buyer. The prospective purchaser 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 very distracting. However, relaxing music playing softly in the background can add atmosphere. Keep your pets out of the way (preferably out of the house). Let the agent and buyer talk, 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 the professional, your First National Real Estate agent). Don't allow a prospective purchaser to inspect your home without your agent (refer them to the agent or contact him / her yourself).

### **Working as a team**

You and your agent should always work as a team. If you feel your agent has overlooked some important selling points, feel free to discuss them privately (perhaps a phone call to the office).