

Home

November 2011



Summer selling prediction: **HOT**

Summer 2011-12 is predicted to be **HOT** for property sales with many people looking at the options in the market in the lead up to the summer break and using their time to hunt for the right property – which could be yours!

The more people who look at a property, the greater the chance of selling it.

It is important to prepare your property for sale as good presentation will give you an edge over the competition.

First impressions are important and may influence a prospective buyer's decision to come into your home.

Be objective, and take a look at your property from a buyer's perspective. Aim to make your home inviting - make it bright and cheerful, in keeping with the season.

Our top tips to help make your home a summer sensation:

- Check that your home looks attractive from the street and make sure the streetscape and front entrance are tidy and clean;

- Arrange some fresh flowers in a prominent place;
- Let natural light into the rooms;
- Clean windows and curtains;
- Make sure there is air flow and a good temperature via fans or air conditioning;
- Wash walls to make the property look clean and bright;
- The smell of flowers, brewed coffee or baking makes a home inviting;
- Storage space sells, so clean out your cupboards to make them seem bigger;
- Clean up after your pets. Keep their toys, litter trays and food bowls out of the way;
- Sweep paths and patios, and remove spider webs from the eaves;
- Make your garden look its best. Remove rubbish from the garden, weed, and prune shrubs and trees. Plan ahead and plant some flowers



so they will be in bloom when your property goes on the market;

- Make necessary repairs, e.g. fix the garden gate or the tear in the flyscreen;
- Make sure the property is tidy. Any clutter will detract from its appeal; and
- Make kitchens and bathrooms sparkling clean. They are the rooms used most by the family and how they look will affect buyer's overall impression of the property.

Remember that people want to buy a dream.

Make your home look like your buyers dream by ensuring it is neat and tidy and the garden is healthy and cared for. A property purchase may be a business transaction, but emotions can win a sale. If it is love at first sight, a potential buyer will bend over backwards to play down any shortcomings.

And remember your local LJ Hooker agent is there to help if you need an appraisal or any advice on making the most of your home.



Question:

Should you always paint a property before putting it in on the market?

Answer:

Most buyers like a fresh feeling property and it gives the impression of little work needing to be done i.e. just move in and enjoy. Painting in neutral colours is always a safe bet – it means you appeal to the widest audience as some vivid colours you may love personally could turn off prospective buyers. Giving your buyers a “blank canvas” to develop into their dream home is the key to a successful sale.

So, if it is possible, freshen up the property with the coat of paint before taking it to the market.



Factor in child safety into home improvements this season

Our homes are more than a just a roof over our heads, they are warm safe havens for ourselves, our family and our friends.

Nobody wants their home to become a statistic when it comes to counting injuries to children.

Studies have shown that over 67 per cent of children's injuries occur and around the home, and many of the injuries are preventable.

Making your home is as safe as possible will go a long way to ensuring any child will be protected from avoidable harm.

If you have children living in or visiting your home this summer, consider Kidsafe's Top Five Tips:

1. Driveway safety

Before entering your home, take note of the property's surroundings. Is the property in close proximity to a busy road? Is the driveway gated or does it have restricted access to the road? Children, particularly those four years of age and under, are naturally inquisitive and like to explore. Consider where your car will be parked also - small children can often not be seen when reversing a car. Restricted access to roads and driveways can help prevent major injuries from occurring.

2. Fittings

Take note of the fittings within your property. Slippery floor surfaces, electric safety switches, curtain and blind cords, types of window settings and smoke alarms are all important elements. Are door handles positioned out of reach of young children? By actively inspecting fittings, you can ensure you are fully aware of what

needs to be fixed or attended to before an accident occurs.

3. Home Layout

There are different hazards to look out for depending on the layout of your property. Is the property single or double storey? Are there any split levels or stairs, inside or outside the property? If a property has stairs, ensure there are adequate balustrades that meet Australian Standards and check to see if gates can be installed. Is the laundry located away or restricted from living and play areas? Taking note of the layout of your home will help you plan out and eliminate future problems.

4. Outdoors

Inspecting the outside area of your current or prospective home is just as crucial as inspecting the inside. Is there a pool? If so, ensure it meets Australian regulations with a fully enclosed fence and self closing, self latching gate. Check that access from the front to the backyard is restricted. Are there any other exits i.e. side lanes or gates? Is there a garage or shed to store tools, chemicals etc away from children? Many injuries occur outdoors while children play, so spotting hazards early on is crucial.

5. Take the Kidsafe Home Safety Checklist

You can download it at www.kidsafe.com.au. The Kidsafe's Home Safety Checklist and Online Safety Demonstration Property are great tools to ensure your current and future homes are child safe.

Information courtesy of Kidsafe

The Classic Home Loan

Spring Special

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