



## **ADVICE ON SELLING A PROPERTY**

### **1. Carry out maintenance repairs on your home and property**

Carry out any necessary maintenance repairs on your home and property prior to putting it on the market.

#### **Why?**

Having your buildings and property in good condition will help you achieve a better selling price as it will reduce the chances of prospective buyers finding defects in your property.

### **2. Pre-purchase building inspection report**

Have a pre-purchase building inspection carried out on your property. These inspections are not just for purchasers.

#### **Why?**

This report will advise you on what major defects exist on your property.

If any major defects are found during the inspection you will then be able to carry out the necessary repairs prior to putting your property on the market.

### **3. Timber pest inspection report**

If a significant amount of timber has been used in the construction of buildings and structures on your property I would recommend that you have a timber pest inspection carried out.

#### **Why?**

This inspection will access your property for evidence of timber pests and for evidence of damage caused by timber pests and will provide recommendations on further investigations if necessary. Timber pests include subterranean and damp-wood termites, borers of seasoned timber and wood decay fungi.

If the inspection finds timber pests or timber pest damage on your property you will then be able to carry out the necessary timber pest treatments and repairs before putting your house on the market.

## **4. Check renovations and additions are approved**

For your own peace of mind before putting your home on the market check with your local council to verify that all renovations and additions on your property have been approved.

### **Why?**

Many sales fall through due to purchasers finding out at the local council that sections of your home were built without council approval.

## **5. Warranties for appliances**

If you have any warranties for the appliances in your home that are included in the sale of your property make it known to prospective purchasers if these warranties can be transferred to them.

### **Why?**

The repair of appliances can be expensive so if an appliance in your home becomes faulty or breaks down in the future and the issue is covered under its warrantee, having the warranty could save the new owner having to pay for these repairs.

## **6. Presentation**

Make sure your home and property is presented in the best possible way.

Fertilizing lawns and gardens, mowing lawns, trimming shrubs, mulching gardens, cleaning out gutters, cleaning windows, removing stored rubbish and building materials are just some of the things you can do to improve the appearance of your property.

### **Why?**

All these things will impress prospective buyers.