

## NEWS - FEBRUARY 2014

## Preparing for Inspections in the Heat . . . . .

Every season brings with it a range of issues to consider when selling your home. It's always important to show your home off and take advantage of whatever the weather is throwing your way. We think this is especially important in the summer months, when there are loads of people out and about streaming through open homes. We thought it'd be worthwhile giving a few extra tips for presenting your home in the summer months, as making the right first impression is crucial when selling in a hot market:

- When possible, open up your house to let in the fresh air. When hosting an inspection in the heat, there's little worse than walking into a house that's been closed up all day. If you're serious about selling, and you want buyers to fall in love with your home, it makes sense to make the house as fresh and comfortable as possible so they'll want to stay.
- Make sure your gardens are in top shape. While you may be able to hide flaws in the gardens during winter, when buyers don't want to spend too much time poking around in the cold winds and rain, we often see buyers spending as much time outdoors as they do indoors during summer inspections. Make the most of your outdoor haven by setting the outdoor table as if you're ready for a summer bbq, put the wickets and cricket set in place to show how much fun you could be having scoring a summer ton, or leave a few kids toys out in the sand box. Creating an enviable scene will likely do more for buyers' first impressions than simply standing back admiring an expanse of empty lawn.
- Get rid of any smells, laundry and pets. This sounds obvious, but you'd be surprised how many people leave pet's blankets, beds, toys and dishes out for buyers to see and smell. Dirty laundry is another huge turn off. In fact, anything that might take away from the fresh smell of summer needs to go!
- If you have a air-conditioner, this is the perfect opportunity to show it off! When you're selling it's important to put your home's best features at the forefront of buyers' minds, so demonstrating how easy it is to stay cool should be priority one. Just make sure you don't leave people shivering.
- Finally, why not leave a jug of iced water and cups on the bench for buyers to help themselves? It may just keep them around for longer, and will certainly leave a positive impression.

If you're thinking of selling over the summer months, we encourage you to contact your local Professionals Real Estate team. We'd love to share our knowledge of the market, and all our tips for maximising your home's worth.

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## How to Maximise your Garden Space?

If your home is a little challenged in the area of outdoor living space, yet you love to potter in the garden, don't despair – a small garden doesn't necessarily mean you have to go without. In fact, there are many options available to bring light, colour and pretty fragrances to your outdoor living space.

- Start by optimising available garden beds. If you're in a small space, there's probably a section of garden that rarely sees the sunlight. Ferns are an obvious choice for shady areas; or if you're after a splash of colour, bromeliads can look stunning against a green backdrop.
- Make the most of the space you do have by taking advantage of bare walls and hanging spaces. Hanging baskets, pots, and wall gardens will instantly brighten up a dreary space, and they don't need to cost a lot of money or effort.
- When planting in pots, don't overlook the potential to grow your own herb or veggie garden. Tomatoes, carrots, rosemary and thyme will create colour, as well as potentially leaving a sweet scent as a little treat for those heading outdoors.
- Don't forget the kids! While a small courtyard may not lend itself to an exploratory haven for the kids to get lost in, you may still be able to please the littlies with a few fun tips. A small sandbox will always go well with toddlers. A cubby or tree house will always be a popular choice with kids. And never underestimate the joy children will get from picking ripe fruit straight from a tree. If your yard won't fit a regular fruit tree, there are loads of dwarf tree varieties available, including apples,

apricots, plums, peaches, every type of citrus, and more! In fact, there are more being developed each year.

These are just a few ideas to turn your smaller garden into a place you can really enjoy, and that you'll love entertaining in.

## Is your Swimming Pool Child-safe?

The beginning of a new year is the perfect time to make changes that will improve your health, lifestyle and relationships. It's also a great time to make the changes to your home that will not only make it more attractive, but changes that will keep your family safer. If you're a pool owner, now is the time to read through the Home Pool Safety Checklist, written by Royal Life Saving Australia, and make sure your swimming pool will be a source of fun rather than tragedy this summer.

When you own a swimming pool, there is a lot more responsibility involved than simply keeping it clean. The safety checklist includes rules about the pool gate, fencing, and even what you keep behind the swimming pool fence. There's important safety information regarding chemicals you use, first aid preparation you might like to take, and of course tips about providing appropriate supervision.

We urge you to check out the full Pool Safety checklist online. Visit **[homepoolsafety.com.au](http://homepoolsafety.com.au)** and make the changes you need to ensure your swimming pool is as safe as possible for your loved ones this summer.



VISIT US ONLINE AT **[WWW.PROFESSIONALS.COM.AU](http://WWW.PROFESSIONALS.COM.AU)**