

# PROFESSIONALS NEWS



It's De-cluttering time!

Professionals Turn Pink for A Cure



## How To Maximise Your Sale Price

*Spring is one of the most popular times of year to sell. Figures from CoreLogic RP Data show that in the first week of spring 2015 alone, the volume of auctions in capital cities was at its highest level since May. There were also over 430 more auctions than at the same time 12 months ago.*

This spring selling season is expected to be one of the busiest yet, however sellers may need to do a little more to help their properties stand out.

**Should you Consider Renovations?** Renovations are a popular way to add property value, however sellers need to be careful of overcapitalising. You need to have a clear budget in mind and stick to it.

Improvements that tend to get the most bang for their buck include a fresh coat of paint, new kitchens/bathrooms, new floors, large entertaining areas, and extra bedrooms or bathrooms. Many buyers are just looking for a fresh, modern home they can move straight into.

**Presentation is Important:** Before you start holding open homes you need to make sure that your property is being presented

in a way that shows off its full potential. Make an effort to clean, de-clutter and do anything else to present your home in its best light. Don't forget to tidy up your gardens either. Pull out weeds, mow lawns and plant some new spring flowers.

Your Professionals Real Estate Agent is there to help and guide you through every step of your selling journey. There are plenty of ways to get your home noticed, including the use of floor plans, property/suburb videos, professional photos, home staging services and so much more. Our agents have knowledge and experience in marketing and selling in your local area so we can offer the best advice.

This spring selling season is expected to be one of the busiest yet.

Call your local Professionals Real Estate office today to have a chat about selling your home.

## It's De-Cluttering Time!



Whether you're about to sell, take part in a spring garage sale, or just have too much "stuff" in your house, you'll probably be looking to de-clutter your home and free up some space. Here are our tips to help keep each room under control:

**Kitchen de-cluttering:** Being the heart and soul of the home, the kitchen tends to be the place where lots of junk and odds and ends build up. Go through each cupboard and start working through those old pots, pans and containers. Anything damaged or cracked is probably due to be thrown out.

**Bedroom de-cluttering:** Empty out your closets and start going through all of your clothes. If you haven't worn it in years then it could be time to find it a new home. Clothes that are no longer worn but are still in good condition can be donated to charities, or you might like to try selling them online or at a garage sale.

**Bathroom de-cluttering:** In the bathroom you can be ruthless. Throw away all of those half-empty containers you'll never finish, or any old beauty products. A lot of bathrooms are home to things like complimentary items from hotels or guest soaps that will never be used. If you're not using it, then get rid of it and free up your bathroom space.

**Keeping the clutter at bay:** When you've finished de-cluttering your home, try your best to keep it that way. Throw things away when they are old or empty, and find a home for everything that you use regularly. It's easy for piles of items to build up again, so try spending at least 5 minutes everyday putting things back in their place.

## Professionals Turn Pink For A Cure



Professionals Real Estate will be painting the town pink during Pink Ribbon Month to help raise much needed funds for our Diamond Partners, the National Breast Cancer Foundation (NBCF).

Funds raised for the NBCF help fund breast cancer research and have helped lead to a greater understanding of breast cancer, better therapies and an improved quality of life for those diagnosed with the disease.

But more still needs to be known about breast cancer and Professionals hope to help the NBCF reach their goal of zero deaths from breast cancer by 2030.

A portion of every property sold by a Professionals Real Estate agent goes towards the NBCF, and as a group we are extremely proud to have raised more than \$2.7 million for the charity so far, which has contributed to vital research. During Pink Ribbon Month, Professionals offices Australia-wide will be ramping up our fundraising efforts by selling Pink Ribbon merchandise and holding fundraising events such as sausage sizzles, bake sales, auction nights, morning teas and gala events.

Drop in to your local Professionals Real Estate office this month to make a donation to the NBCF or to buy Pink Ribbon merchandise and head to [www.nbcf.org.au](http://www.nbcf.org.au) to see how your donations are helping in the fight against breast cancer.



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