

REPORT 4

HOW TO GET THE BEST PRICE FOR YOUR PROPERTY 1

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- 2 Ensure your property is not over priced**
- 3 Presentation! Presentation! Presentation!**
- 4 When your home is being shown**

HOW TO GET THE BEST PRICE FOR YOUR PROPERTY

- 1 Get your home listed** on as many WEB sites as Possible.
internetrealty.com.au goes on to over 10 sites and three major search engines. The greater the marketing exposure the higher the price obtained.
- 2 Ensure your property** is not over priced for the market conditions.
This will result in a sale without continually dropping the price. The longer a property is on the market, the lower the eventual sale price.
Fair market value will usually attract an offer in the first 3 weeks.
- 3 Presentation! Presentation! Presentation!**
This makes all the difference to you net sale result. With two identical homes in the same street, the selling price may vary by \$30,000, just through presentation. Paint, floor coverings, light fittings, plumbing fixtures, gardens, furniture and décor items, will make it happen.
- 4 When your home is being shown** to a buyer make sure that the bench tops are uncluttered, all the lights are on, even in the middle of the day and most important stay away when its being displayed. If that's not possible then do not get drawn into any conversation with the prospective buyers.