

Tips For Selling in the Cooler Months

As always, presentation and pricing are the key to a quick sale, but what are the specific keys to presenting your property in the best light during the cooler months?



- If you have a fire place, make sure it is stocked with firewood, has a clean chimney and is crackling away at inspection time. Light it ahead of time, so the room is at a cosy temperature. If you have air-conditioning, crank up the heat so the visitors can experience your home as a warm haven. Portable heaters can pre-heat a room, but should be packed away before the visitors arrive.
 - Because all windows are typically shut for extended periods, sometimes in winter a home can get musty or left with residual cooking smells. Pick a time before inspection to open the windows, and allow some fresh air in. Leave enough time to warm things up again before the open house.
 - Choose your open homes to coincide with the best light and sun, for example, east-facing windows may attract a lot of light in the morning. Ensure all your windows are as clean as possible to allow maximum light.
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- Your garden may be a little duller during winter, so consider adding winter pots of colour to brighten things up. Also, take the time to strip the moss off pathways and other garden surfaces such as pots and walls and trim back overhanging evergreen plants that can make areas of the garden feel gloomy and damp.
 - If it's been a particularly cold or wet snap do a thorough check for any icy or slippery areas around the section.
 - Check curtains and walls for any signs of mildew.
 - Make sure rooms feel light and bright by pulling up blinds and pulling back curtains from windows.
 - Consider investing in a dehumidifier if your home feels damp. Have it running in different rooms around the house for a few days ahead of open homes.
 - To create a warm feel, position winter essentials such as blankets, duvets, pillows and quilts tastefully and appropriate throughout your home.

Any questions, feel free to call me and have a chat about all things Real Estate. Debbie 0274 -328-279