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7 things you should do before selling

If you're hoping to make a fresh start this year then you may be thinking about putting your property up for sale.

Before jumping headfirst into a selling campaign it's worth taking the time to arm yourself with knowledge and to prepare the property for inspections so you can maximise your chances of a smooth sale and a high sale price.

1. Get to know the local market

Research similar properties in your area to try to get a general idea of what your home might be worth. This will help provide you with a realistic idea of what your home could sell for which can help you make future plans.

2. Think about timing

Don't just think about market timing, but also whether it's the right time for you to sell. You might need to sell by a certain date or have the aim to be out of the home before a major life event. Make sure you allow yourself enough time to sell so you aren't scrambling to move at the last minute.

3. Find a local property expert

Talk to an agent who is familiar with the local area and can provide you with honest feedback on how to best go about achieving your property goals.

4. Start the big clean up

You're going to need to pack up at some point so why not get started early? Give the property a thorough clean out from head to toe and try to remove as much clutter as possible. This will help make the property more presentable and may also help you make the emotional break from the property.

5. Fix anything that's broken

Potential buyers will overestimate the cost to make any repairs at the property. Don't give them a reason to drop their price and make the effort to fix any issues.

6. Complete any renovations

If the property is looking a little dated it could be worth doing a few minor renovations such as painting or a kitchen and bathroom overhaul. Overcapitalising is always a risk with renovations, which is why it is always a good idea to ask your agent for advice before taking them on.

7. Set the scene

It can't be stressed enough how important presentation is when selling. Apart from cleaning and decluttering think about how the property is furnished and decorated and what kind of impression it's going to make. It could be worth hiring a professional property stylist to help you stage your property for selling success.

Simple end of lease cleaning tips

For many renters an end of lease clean can seem like a mammoth task, but it doesn't have to be.

Ideally you will have taken the initiative to do regular cleaning throughout your tenancy so that the final job isn't too daunting. But even if you feel you have a lot to clean up, these simple tips will help you get your rental sparkling again.

- Don't leave it to the last minute

The worst thing you can do is leave all of your cleaning until the last possible moment. It's better to take your time in the days and weeks leading up to your move to doing smaller and more manageable tasks, whether it's tidying up the garden or cleaning out kitchen drawers.

- Look at your lease agreement

Find your original condition report and compare it to the current state of the property. If there is anything dirty or broken that hasn't been mentioned in the report then it needs to be returned to how it was.

You'll also want to check your lease to see if you agreed to any special conditions such as getting carpets or curtains steam cleaned before moving out.



- Make a checklist

There's a lot to think about when moving but you can help clear your mind by creating a checklist that you can refer to. Write down a list of chores that you need to do for each room and knock these off one by one.

- Enlist help

If your budget allows then consider bringing in a professional cleaner. They can save you a lot of trouble and they may even provide you with a guarantee that your property will be spotless when you hand the keys over. Ask

your property manager for recommendations.

- Record the property's condition

Before you leave your rental for the last time it's always worth making your own record of the property's condition. Go through each room and take photos and double check that everything is as it should be.

If you have any questions about what is expected at the end of your lease then it is always best to get in touch with your property manager.



Sydney and Melbourne contributing most to resale profits

Despite the negative sentiment surrounding the Sydney and Melbourne property markets at present, new data from CoreLogic has revealed that the major cities recorded massive resale profits in the three months to September 2018.

Figures from CoreLogic's latest Pain and Gain report show that the vast majority of properties (88.9 per cent) across the

country resold for a profit, resulting in \$14.06 billion in profit.

Sydney and Melbourne contributed the most to this sum, accounting for 31 per cent and 24.7 per cent of total profits respectively.

Resale profits were however down for the quarter and at their lowest levels since the August quarter in 2013. It was found that 11.1 per cent sold at a loss at a cost of \$488.1 million nationally.

"This is reflective of both the higher cost of housing in Sydney and Melbourne and the strong growth in dwelling values prior to the recent downturn, which has resulted in

substantial profits. As a comparison, these two cities accounted for just 12.3 per cent and 7.4 per cent of the total value of losses nationally over the quarter," said Cameron Kusher, CoreLogic analyst.

The profitability of Sydney and Melbourne even had a flow on effect to nearby regional areas, with some regions recording fewer resales at a loss than the capitals, according to CoreLogic's report.

Overall the data showed that capital city markets recorded more resales at a profit than regional markets.

Looking ahead

Sydney and Melbourne property are likely to continue leading the charge in profit making resales in the year ahead, despite slowing values in these cities.

Those who bought at the height of these markets would be wise to try and hold onto their properties as long as possible to weather out any drop in values, with predictions that the markets may bottom out in 2019.

Those who aren't able to hold onto their properties may be able to add value to their properties in others ways such as renovating.

For the best advice about your particular situation though it is best to get in touch with your local Professionals agent.

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