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Is my property ready to put on the market?

Okay, you've decided you want to sell your home. But how do you know if it's ready for buyers to come knocking?

Most people know that a well-presented property is paramount to getting the best possible result at sale time, however everyone has different standards, and it's not always easy to tell if a property is being shown in its best light.

It always pays to talk to a real estate expert as soon as you're starting to think about selling. They will help you work out what, if anything, should be done at your property to help maximise its value.

In some cases there will be homes where there is no need to touch a thing, such as homes being sold to a renovating crowd, but in other cases a few simple changes may be recommended.

Some general questions you can ask yourself before listing:

Have you finished the renos?

A home that is part way through a major renovation is going to bring up major red flags for potential buyers. Many will wonder if something went wrong, or assume there are hefty costs involved in getting the property up to scratch.

If you can, it's generally worth investing a little more in the property so you can complete any incomplete renovations. You don't need to go overboard, but aim to at least make the property functional and move-in ready. Otherwise it could be severely undervalued by buyers, or have difficulty selling at all.

Is there anything to repair?

Make a list of items around the home that are in need of improvement. This could be things such as broken windows and leaky taps, or worn out flooring and chipped paint. All of these things will give off the impression that a home hasn't been well maintained and therefore they will affect a property's value.

You don't need to go overboard in fixing up a home to sell, and in some cases you may be better off selling a property "as is", but if you can make small changes that will help present a property in better light then it's definitely worth doing.

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What does the front yard look like?

There's no getting around the fact that first impressions count when it comes to property.

Whether a home is being sold as a fixer upper or not, it is still worth getting the garden into a manageable state. This will improve the property's appearance and make it easier for buyers to inspect.

Do things like mowing and pruning of trees and shrubs and keep walkways and driveways clear.

Does the inside need a freshen up?

There's a lot you can do to a property's interior to make it more appealing. From painting to de-cluttering and staging, there's no shortage of tasks that can help make the inside of your home shine.

However if you're pushed on time or budget then there's no need to go over the top. Simply stick with a good clean, and try to make your home as welcoming as possible.

Professionally staging the property and adding small details to help showcase the lifestyle it offers can go a long way in helping it sell though, so ask your real estate agent for advice on whether this would be a worthwhile investment for you.

What happens if I skip the building and pest inspection?

There's no questioning that buying a property is a massive investment, and to cut back on time and money some buyers may opt to skip a building and pest inspection... but could this be a costly mistake?

Getting a building and pest inspection carried out by a professional is a way of avoiding nasty surprises after making a purchase. It can unveil problems with a home that won't be visible to an untrained eye, such as termites, rising damp, dodgy wiring or structural problems, just to name a few of the issues that could be present at a property.

While none of these things may be deal breakers for you, they will help ensure that you're going into a property purchase with all of the facts and can more accurately assess the value of the property.

When should the inspection be carried out?

Time can be of the essence when purchasing a property so it's understandable that some buyers want to be able to make their offer as soon as they can.

If you want a building and pest inspection carried out then ensure that this is a condition on your contract of offer. Normally this can be carried out within a set timeframe before a contract goes unconditional.

If a property is going to auction then it's your responsibility as a buyer to arrange a building and pest inspection before the property is sold under the hammer.

There is no cooling off periods when a property is purchased at auction so when you make your bid you need to be prepared to accept the property as is.

" If a property is going to auction then it's your responsibility as a buyer to arrange a building and pest inspection before the property is sold under the hammer. "

What if an issue is found?

You will need to assess for yourself whether or not any particular issues are a deal breaker or a cause for renegotiation.

Most properties will probably have at least some small defects, but if there is a major issue that could affect the safety or liveability of a property then it may be worth a second thought.

But even if only small defects are found, they are good to know about from the outset of a property purchase so you can adequately maintain the property and prevent bigger problems from appearing.

At the end of the day it may seem annoying to spend the extra few hundred on getting a building and pest inspection carried out, but it could save you thousands of dollars in the long run.



Securing a rental in a competitive market

If you're looking to move this spring then you may come up with some tough competition, as the season of fresh beginnings tends to inspire a lot of renters to change abodes.

So what can you do to make yourself stand out from the crowd and secure the rental you want?

HERE ARE SOME TIPS:

1. Find out what's out there

Do your research on the rental market so you know what to expect when you start looking. Spend some time looking at different locations and price points to get a feel for what property features you can expect to find in your price bracket.

If you can't find anything suitable in the area that you want then you may need to widen your search to cover more locations, or you may need to consider something smaller or less modern.

2. Make yourself known to property managers

Don't let a quality rental slip under your radar. Let local property managers know what you're looking for so they can alert you as soon as a new rental becomes available.

3. See the property as soon as you can

A popular property is likely to get snapped up after it's first inspection so if you miss out on a viewing then you may not get a second chance.

4. Have your documents ready

If you've inspected a rental and decided you want to apply for it then it's best to get your application in as soon as possible. Have all of your documents organised and forms filled out ahead of time so you can apply for a rental right after an inspection.

Make sure that you fill all forms in completely and provide as many details as you can so you have the best chance of being accepted for the property you want.

5. Ask for feedback

If you've been doing everything right and don't seem to be having any luck with your applications then it's worth asking the property manager for feedback so you can do better on your next application.

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