



Preparing  
to Sell?

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BAYLEYS REAL ESTATE PONSONBY, LICENSED UNDER THE REA ACT 2008



# First Impressions Count

**When a buyer sets eyes on your property for the first time, the first impressions really matter. A welcoming entry can be created with twin pot plants or a cluster of planters to leave a lasting impact. Sweep the driveway and paths of leaves and an inviting front door sets the stage for the buyers' experience.**



# Heart of the Home

**The kitchen and living area forms the heart of many homes. A place to socialise, entertain, relax and be creative. Clear the kitchen surfaces to create as much space as possible. The aroma of fresh bread or coffee made prior to open homes heightens these spaces and helps to draw on buyers' emotion.**



# Eliminate Clutter

**Less is more in the eyes of your buyer. Clear the surfaces of items that are not required. It is important for buyers to focus on how extraordinary your spaces are with little distraction. Store sizeable or unnecessary items of furniture and clear clutter in cupboards as these will often be opened.**



# Clean Exterior and Interior

**A sparkling exterior and interior of your house goes a long way. Consider a chem-wash or waterblast for the exterior and remember to wash the windows thoroughly. If the house will be vacant over the course of the marketing period, a weekly cleaning service would be prudent.**

A scenic view of a mountain landscape. In the foreground, there is a wooden deck with several wicker chairs and a small round table. The background shows a valley with a town, surrounded by lush green hills and mountains under a clear sky. The text "An Outdoor Sanctuary" is overlaid in large white letters.

# An Outdoor Sanctuary

**The landscaping often elevates a property. Keep on top of your lawns and gardens and create optimum flow to the outdoors. After all, kiwis love the outdoor lifestyle. I have fantastic gardeners to recommend if required. Wash down outdoor furniture to create an additional living zone to entertain and relax in.**



# Let there be Light

**Open blinds and windows to allow as much natural light inside as possible. Creating light spaces makes rooms feel larger and more inviting. Consider adding lamps to dim areas to enhance light. Replacing or adding exterior light fittings is an extra feature that is never missed by buyers.**



# Style it Simple

**While keeping great personality within your house is really important, some subtle de-personalising within your spaces is recommended to widen your buyer pool. Buyers will find it easier to imagine themselves and their families living in and enjoying the property. Keep decor items simple and fresh to hold buyer interest.**





# The Right Scent

**Fresh flowers and a candle burning are personal touches that can be helpful to enhance the buyer's experience and leave a lasting memory. Equally, one or two indoor plants provide a relaxing aesthetic and assist in connecting the interior to the outdoors.**

# Thank You



**Preparing your property for the market is never easy, although an immaculate property will always be noticed by your buyer.**

**If you are thinking of selling, please feel free to call me in early. I would be happy to share advice to help you achieve the best possible price and I look forward to working with you to achieve an extraordinary outcome.**

**It will be worth it!**

A handwritten signature in blue ink, appearing to read 'Jono King', written over a light blue horizontal line.

**Jono King**

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