



Clean, tidy, well-lit properties tend to fetch higher prices.

Photo: Crodenberg/Dreamstime.com

ACHIEVE A HIGHER PRICE for your property

SELLING your home can be an exciting, not to mention stressful, experience. Here are some tried and tested tips to ensure you achieve the highest sales price possible, no matter the market.

Find the right agent

Identifying and securing a good real estate agent is essential to achieving a good price, as well as minimising the stress associated with a house purchase. There's a saying in real estate circles, that 20 per cent of the agents do 80 per cent of the business, which can

indeed be true. Just remember that the best agent for you doesn't necessarily work at the largest firm, close the most transactions or make the most money. The best agent for you is an experienced professional who listens to you, conducts themselves in an ethical manner, and understands your market.

Dress your property

Enlist the professionals to dress your home and present it correctly. You can either move your furniture into storage and hire everything, or they will mix and match with

your current furniture. By investing a small amount of money into the presentation, you can achieve a great outcome.

Showcase your house

Make sure any real estate advertisements highlight your property's best assets. Always take exterior photos of your property in the evening - it will give the property a classy, elegant look, which should ultimately drive the selling price upwards. Ensure any internal photos are bright, with plenty of natural light.

Light up

Check that all the lights work throughout the home and replace any spent bulbs where necessary. Select your lighting for each room carefully as it plays a major part in creating the room's ambience and can also be used to highlight the room's most attractive features. Lighting can produce a warm and cosy environment.

Clean and tidy

Cleanliness is next to godliness, so make sure your house is spick and span before any potential homebuyers come traipsing through the front door. If your house is clean and clutter free, it will give an impression of good storage space and feel bigger as well.

Bake it fresh

Prior to the open for inspection, bake some fresh bread in the oven to give the property a homey feel; it will also help potential homebuyers' picture themselves living there.

Vendor's advocate

Selling your home or investment property is one of the largest financial decisions you will ever have to make. Most people only sell property once or twice in their lifetimes, so when it comes time to commence selling their property, they are not familiar with processes and factors involved. A vendor's advocate will handle the whole process from start to finish and offer impartial and independent advice to help you sell for the highest price possible. There is no additional cost as the vendor's advocate is remunerated from the sales agent commission - effectively you have two professionals working for the cost of one and you have someone in your corner looking after your best interests.

• Article supplied by Advantage Property Consulting.

MOORE co



AUCTION | SATURDAY 8 APRIL 12.00PM   

16/378 GLENHUNTLY ROAD, ELSTERNWICK

TOP FLOOR MEGA 3 BEDDER

Located in this iconic building in the heart of Elsternwick shops and cafe precinct with spectacular city and bay views from all rooms.

Open-plan kitchen, huge lounge/dining room opening to spacious private balcony.

Three big bedrooms with BIRS and en suite. Central bathroom with bath and separate shower. Three toilets. Big laundry.

Offering ample storage, security entrance, lift access, air-conditioning, heating, two secure carparks including lockup garage.

This over-sized apartment lifestyle will impress owner occupiers and investors.

PRICE GUIDE: Contact agent **VIEW:** Sat & Wed 12.30-1.00pm & Thurs 5.45-6.15pm

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9/18 Victoria St, Elsternwick

LUXURY PARKSIDE LIVING

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Offering an unsurpassed lifestyle opportunity, this contemporary penthouse apartment is the embodiment of style and sophistication.

Situated opposite Hopetoun Gardens, this architectural marvel, in a secure boutique block of just 9, is surrounded by the leafy outlooks that make Elsternwick one of the most prized residential locations in Melbourne.

This luxury appointed apartment boasts a spacious formal living/dining room with gas fireplace opening onto a large terrace, perfect for outdoor entertaining. A separate informal dining area adds a sense of relaxed living while the gourmet kitchen with NEFF appliances and adjoining laundry/butler's pantry reflects both form and function.

The master bedroom has its own expansive outdoor area, walk in wardrobe and large en-suite bathroom and the two additional bedrooms and bathroom offer inspired spaces. Lift access is yet another highlight that combines practical living with luxury.

Reward yourself with the peace and luxury of living among the treetops!

For Sale

Price On application

Inspect By appointment

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