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## Presentation

Our agents discuss with our sellers what initially attracted them to the property when they purchased and the best time of the day to show the home at its best. Factors such as natural light, seasonal changes during the year, local traffic patterns etc. are all taken into consideration.

There is only one chance to make a first impression. To this end we encourage a clean and tidy entrance with a fresh, homely feel that is continued as a theme throughout.

Before we start showing the property to buyers we often recommend cheap and easy options to present the home at its best. An external house wash and a concerted effort to 'de-clutter' the property can work wonders. We often hear sellers say their property never looked so good until just before they sold. Taking ideas from new homes that are for sale and presented with display furniture is often helpful. Magazine articles on homes and gardens are also useful for achieving the desired appearance and tone.

Our agents make recommendations on achieving optimum presentation on a case-by-case basis specific to the particular property and the market/s it is being pitched towards.