

# 21 WAYS TO MAKE BUYERS FALL IN LOVE WITH YOUR HOME & PAY MORE FOR IT

Here are some pointers to think about when preparing your property for sale. These things can help maximise the initial appeal of a property

## THE OUTSIDE OF YOUR PROPERTY

### 1. Pavement

- Mow lawn and trim edges
- Paint exterior walls
- Repair/ replace walls and electric fences

### 2. Entrance

- Paint/ varnish front door
- Replace the doormat
- Spruce up pot plants
- Ensure doorbell is working

### 3. Driveway

- Ensure bricks/ paving are in good repair
- Sweep and remove clutter

### 4. Garage

- A new door or a coat of paint will update the overall look of your property
- Wooden door: sand it down and reseal it
- Declutter and clean the inside

### 5. Windows

- Replacing windows will create a fresh look. Costs are generally less than the perceived value
- Replace broken or cracked panes and apply new putty. Check seals around doors and windows

### 6. Paintwork

- Painting trim and gutters is a small improvement that makes a big impact
- Touch up the skirting boards and other areas that need it
- Opt for one colour from a neutral palette throughout the home
- Wallpaper is very personal – rather stick with paint

### 7. Garden

- Clean any outdoor furniture and enhance with bright cushions
- Mow the lawn, pull out the weeds, rake up leaves
- Prune bushes and trees
- Plant some flowers, if necessary
- Turn the flower beds

## 8. Swimming Pool

- Ensure pool is sparkling clean and full
- Ensure pump is in good working order

## 9. Patios and decks

- Wooden deck: make sure it is sealed properly
- All wooden sections should be checked for rot and insect infestation. Ensure that steps and railings are secured properly
- Clean the braai and present it e.g. with a pile of firewood in place

## 10. Roof

- Tiled roofs: repair or replace damaged, loose or missing tiles
- Flat roofs: check for blistering or bubbles
- Make sure that all debris is cleared from the roof and any trees or branches touching the roof should be cut away

## 11. Gutters/ fascias

- Keep gutters and downspouts clean and clear of leaves/ debris
- Check for blockage and leaks
- Re-secure to the wall or re-slope to ensure that they operate correctly



## THE INSIDE OF YOUR PROPERTY

### 12. Floors

- Carpets: a professional cleaning will rejuvenate their look and leave your home smelling great. Alternatively, replace them; buyers can smell a new carpet.
- Hard wood flooring: have it sanded and varnished. Generally, buyers place high value on homes with wooden flooring

### 13. Wall and ceilings

- Repair cracks and damp
- Remove all dirt, cobwebs and other marks

### 14. Bedrooms

- Keep bedrooms as bedrooms; don't set them up as offices or studios. Bedroom space is more valuable than any other space. A 3-bedroom home is seen as more valuable than a 2-bedroom home with a study

### 15. Bathrooms

- Replace unsightly toilet seats, toilet brushes etc
- Remove acid, rust, lime and mould
- Clean tiles and fittings
- Re-grout tiles/ re-silicone bathroom fittings

### 16. Kitchen

- Declutter and clean
- Clean sink, stove and oven
- Clean on top of and around appliances e.g. fridge, dishwasher

### 17. Electrical panel

- Make sure there is no rust or watermarks in the panel as this will indicate moisture penetration
- Turn all breakers off and on to ensure that none have seized. All fuses should be tightened
- If the panel is too warm to touch or smells of burned insulation, contact an electrician

### 18. Fixtures

- Replace fixtures that are damaged or outdated
- A contemporary light fitting and updated taps can change the entire look of a bathroom or kitchen
- Check for leaking taps and make sure that toilets are sealed and secured to the floor
- Grouting and sealant around all bathroom fixtures should be checked and renewed if necessary

## OTHER TIPS AND TRICKS

### 19. Keep it clean

- Make sure that your home is clean and tidy. You want the best possible picture of your home in potential buyers' minds

### 20. De-clutter

- Pack unnecessary items away to make your home seem more spacious
- Take out oversized or unused furniture that has no purpose or that does not add to the look of the room
- Remove personal things like family photos – buyers want to be able to picture themselves living in the home

### 21. Views

- Show off the view if your property overlooks a river, mountain, park or garden
- Move furniture away from the windows and keep window treatments to a minimum

## YOUR LEGAL OBLIGATIONS TO DISCLOSE FAULTS WITH YOUR PROPERTY

The word “voetstoots” is an Afrikaans term generally used to effectively describe buying something “as is” – just as it stands, in whatever condition it is, warts and all. A voetstoots clause provides important protection to sellers of second hand houses, which have deteriorated through normal wear and tear, or which have become defective to some extent through constant use, or through natural decay.

The basic purpose of the voetstoots clause is to shield the seller from any legal action arising from the buyer discovering defects he was not aware of when purchasing the property.

There are two exceptions that would entitle the buyer to either cancel the contract, or to sue for a reduction in the selling price.

- 1 The seller knew of the defects and did not disclose them to the buyer.
- 2 The buyer could also cancel the contract on the basis of a fraudulent, or innocent, material misrepresentation – but only if it can be shown that the latent defect is so serious that if the buyer had known of it he would not have bought.

In order to understand the extent to which a voetstoots clause affects both sellers and buyers, it is necessary to understand the difference between a “patent” and a “latent” defect.

- **Patent defect:** This is a defect that is, or should reasonably be, easily identifiable upon inspection of the property by the buyer. For instance a wall crack, rotten woodwork, or a broken cupboard.
- **Latent defect:** This is a defect which is not apparent after ordinary inspection by a ‘reasonable man’. Latent defects are defects which only an expert could be expected to discover – for example, rising damp in a house, structural weakness of the roof timbers or an incorrectly installed geyser. Some more examples of latent defects include damaged pipes in walls, leaking roofs (except where strain marks make the leak obvious) and defects such as dampness behind a cabinet. The test is what could not normally be seen on inspection by a “reasonable man”.



### “VOETSTOOTS”

*without guarantee or warranty; at the buyer's risk*