

Street Smart Newsletter

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Styling your kitchen for sale



If you are looking to sell your home, a key priority for you will be to sell for the most amount of money possible. You can trust that your agent will work their hardest to achieve this, but what can you do as a vendor to help improve the value of your home?

The kitchen is usually the most expensive room in any house so in most cases prospective **buyers don't want to see a kitchen that needs a total upgrade. Don't panic though as there is a number of small, inexpensive things you can do to make your kitchen more appealing.**

Get the kitchen professionally cleaned

Cleaners have the skills and attention to detail to ensure every nook and cranny in your kitchen is clean and presented in the best possible way.

Clear the clutter

A coffee maker and toaster are about the only appliances you should be able to see.

Fresh coat of paint

Don't go crazy with the colour, perhaps look to match the colour of your bench or cupboards or if in doubt go with a crisp white – this always looks fresh. You may find **that your walls don't need a total repaint but take a close look and patch up any imperfections. Don't forget your worn tiles - a little primer and paint can make a huge difference to these too.**

Add appliances

Buyers know just how expensive a new oven or dishwasher can be, so they may shy away from your house if they think they will need to spend up big on replacements for these appliances.

Do up your doors

Swapping cabinet doors can give your kitchen a whole new look. If entirely new doors are outside your budget you can make a huge difference by simply replacing the handles of your cupboards and drawers.

Making the most of open shelves

Open shelving can look fabulous – if it is kept neat, tidy and dust free. Place your best plates, cups and glasses, (no chips) on display and leave some open space to suggest there is ample room.

Lift the lighting

Being a task room, the lighting in a kitchen is something buyers will take careful note of.

Bench-tops

Many people think that replacing a scratched and stained bench-top is just too costly, but not all bench-top materials are that expensive. Laminate can be an economical alternative and will give a great instant fix.

Fix the floor

If your kitchen floor is a little worse for wear, lift the lino and if you have them, polish the floorboards underneath – if they are in good enough condition - otherwise lay vinyl flooring, which is easy to clean. Alternatively, you may like to use tiles for a contemporary cool feeling.

Tidy inside your cupboards & pantry

It seems odd but potential buyers will look in your cupboards and drawers to see what type of storage you have, plus it also gives an insight into how organised and tidy you are and indirectly how well you may have maintained the whole house. If the drawers are full it will give the impression that there **isn't enough storage** so remove the clutter and keep only items that match and look tidy. In the pantry, group similar products together to create a sense of order.

Use cookbooks as accessories

Cookbooks with their fabulous coloured covers are a great addition to the kitchen.

The final luxury touches

Make sure that your old dish cloth and scrubbing brush are out of sight and spend some money on luxury soap, a nice soap container and hand moisturizer and place them neatly near the sink.



Housing capital gains are soaring in New Zealand



Analysis by Newshub has revealed just how much the housing market has risen since the last election.

The median capital gain for a New Zealand home in that time is just over \$65,000. But that figure gets much, much higher when zooming into certain areas.

Here are the top five:

5. Wellington: A median capital gain of \$185,000 per house in less than three years.
4. The Thames Coromandel area: The median capital gain is \$200,000 per house.
3. Tauranga: Homeowners have made a capital gain of \$206,000.
2. Auckland: A capital gain per house of \$250,000.
1. Queenstown Lakes District: A whopping capital gain per house of \$378,000.

Houses in Nelson have made a capital gain of \$139,000. In central Otago, the gain is \$123,000. In both Blenheim and Dunedin it's \$80,000.

Significant gains have also been made in Whangarei, where median house prices are up \$175,000. In Hamilton it's \$170,000 and in Porirua it's \$152,000.

Source: Newshub.co.nz



7 tips to prepare your entrance for a sale by creating a great first impression

You don't get a second chance to make a first impression. By spending a few hours improving the entrance you can create the right energy the moment buyers see your home for the first time - after all you want them to imagine themselves walking through your front door every day.

1. Neat clean and cared for

The first thing to do is to make sure that everything looks clean and well cared for, so make sure roofing, gutters, windows, balustrades, driveways, footpaths, walls and garden areas are clean and in good repair and free of dirt and things like spider webs.

If you have a front gate it will be the first thing that people come into contact with so it needs to be clean, in good condition and quiet.

If possible keep the garbage bins out of sight and clear out your letter box each day and ensure no flyers or newspapers are left lying around.

Place a door mat outside your front door as this shows you care about keeping your property clean.

2. Enhance the doorway

If you have sufficient space, place a range of matching terracotta pots with plants against the wall near your entrance. For the average sized doorway use the pots up to a metre high. If your home is an older style, aged classic cone shaped pots with a rolled rim containing colourful flowers, like geraniums, will give a traditional welcome feeling. For more modern homes tall angular pots that taper downwards are very popular - add architectural plants like succulents for a dramatic effect.

3. Add some pots

Try and keep everything symmetrical. If you are using pots and plants to add interest, put one either side of the entrance or you might like to hang two matching lanterns for a warm glow. The trick is to keep it simple and not clutter the space.

4. Make the most of available light

Often hallways are narrow and dark. If your house suffers from this problem, try painting the walls white to lighten things up, or add a sky light. A broad runner will make a hallway seem wider.

5. Spruce up the front door

Your front door is the first thing your buyers see, so if it needs a lick of paint get out the brushes! You might also consider a new handle or knocker - this is an inexpensive way to update your door.

6. Pave the path to the front door

Guide buyers to your door with a paved pathway. Plain white pavers look terrific against a green lawn. If the steps to your front door look a little shabby a great trick is to tile the step rises, rather than ripping everything out and starting from scratch.

7. Maintain your privacy

In many areas, especially the inner city, security and privacy are selling points, so low to medium walls at the front of your house can appeal to buyers. **Don't** forget to check with your local council to ensure all building regulations are met.

Dramatic drop in housing sales nationwide

It's not just sales that have dropped, it's prices that are easing too.

The number of houses sold has dramatically dropped in the past year, prompting the Real Estate Institute to call on the Reserve Bank to loosen its tough lending rules.

Nationally sales are down by 24.5 percent, and Auckland has dropped even further, down 30.6 percent.

In the last two months alone, Wellington has dropped 21.2 percent, Canterbury is down by 14.1, and Auckland is down 8.8.

And it's not just the number of sales that have dropped - prices are easing as well.

The median sale price of a house in Auckland is now \$830,000, down 1.2 percent on the same time last year.

The Real Estate Institute says it's time the Reserve Bank did something and eased their loan-to-value ratio lending restrictions.

Source: Newshub.co.nz



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