

**Everyone's got lots of advice when it comes to buying and selling property.**

But what do the experts advise? Here are five tips from Gerry Aarts from Ray White Penrith for anyone selling the family home.

- Don't sell in a tough market if you don't have to. Buy in gloom and sell in boom.
- Set a realistic price initially to sell in a reasonable time. If you set the price too high you will inevitably have to keep following the market down over a longer time frame.
- It's the buyers who determine the value of your house.
- If you can't wait for the boom to sell, buy and sell in the same market – you won't be as badly affected by lower prices.
- Everyone else selling a property is your competition. Check them out at open days.

What about if you want to buy a family home?

Patrick Bright, author of *The Insider's Guide to Buying Real Estate*, has these tips.

- Do your research before starting to make offers. Research prices on as many comparable properties as possible.
- Find out why the vendor is selling. It may help you in your negotiations.
- Never search for a new home without written finance approval – it's not only disappointing but can also be costly if things fall through.
- Buy what you can afford. Small rises in interest rates can spell disaster if you have borrowed to your limit.
- Inspect properties at different times of the day and night and take a test run on getting to work before deciding on your new home.

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