

Make your home more saleable

# 5 TIPS

- 1 REMEMBER YOUR TARGET MARKET**  
It is always safer to go for conservative, neutral decor that will appeal to the masses, not the few. If unsure, get professional advice from an interior designer.
- 2 BE OPEN AND HONEST**  
Put a current pest and building report or strata report on display to show you have nothing to hide. This goodwill gesture speeds up the process for potential buyers and indicates that you want a transparent selling process. By commissioning your own pest and building inspection you also have the opportunity to fix any problems before putting your property on the market.
- 3 INVEST IN GREAT PHOTOS**  
Good marketing can bring higher prices. Invest in good photography and employ a professional but make sure the photographs provide an accurate representation of your property. Misleading photographs simply annoy buyers as they feel they've been lured to a property that doesn't meet their needs.
- 4 SPRUCE UP THE FRONT**  
It's critical to ensure your property has excellent street appeal so make the necessary changes here. It can be as simple as replacing the front door, letterbox and guttering or you may need to go further with an exterior paint job, rendering dated brickwork and landscaping the garden. Ensure the house number is clearly visible.
- 5 DON'T HALF RENOVATE**  
Make sure you always do a quality job. It doesn't cost much extra or take much longer to do it right. Half-done jobs have a habit of coming back to bite you as many buyers will put it in the "too hard basket".  
● Source: Patrick Bright, Manly-based buyer's agent and author of three real estate books.

## DOWN MY STREET



with Kathr Stavroula and Prue



Anika and Nick Stergiotis with their son Solomon pictured on the balcony at their home on Harbour View St, Clontarf.

# Home has views to

## HARBOUR VIEW ST, CLONTARF

ONCE you live in a home with water views there's no going back. At least that's the opinion of Anika Stergiotis.

She has lived at No.2 Harbour View St, with husband Nick for seven years, but there was a small period where the couple had to move out.

"We rented it for a year and then the owner wanted to move back in. Ten months later we saw it adver

**“The views are always changing. You always see movement and activity**

— Anika Stergiotis

jumped at the opportunity to buy," Mrs Stergiotis said. "We really missed the street — it's a beautiful, quiet cul-de-sac with no through-traffic. We love the neighbours and accessibility to shops."

Since moving back to Harbour View St, the family has expanded and now includes 16-month-old

"The reason we're moving is we have a grassy backyard. Until now this home has been excellent for entertaining," Stergiotis said.

Positioned on the high street, the P&O-style home recently rendered and has street appeal. A feature fireplace gives the home a cosy feel and wide windows offer views of Middle Harbour.

"The views are always changing. You always see movement and activity," Mrs Ster

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