

# SELL FASTER

*Presentation Matters*

*21 Sales Tips*

Your guide to selling faster, for a better price, and to the right buyer.

[WWW.CABINCONNECT.COM.AU](http://WWW.CABINCONNECT.COM.AU)

# SELL FASTER

## *Presentation Matters*

**Selling your relocatable asset is important and you should be aiming to get the best price possible. In order to achieve great results, so great work needs to be done.**

Whether it be a cabin, tiny house, residential lifestyle home, or any newly built relocatable building your styling, photos, lighting, and angles play a part in attracting more interested buyers to engage with your for sale listing and ultimately to buy your asset.

At Cabin Connect, we have put together some tips to help you get the right buyer, in record time.



# PHOTO TIPS

1

Open all curtains to show off the natural light and views.

2

Turn on all lights. This shows everything works and promotes a homely feel.

3

Slick beds and no clutter. Neat and tidy beds create an enticing feel and promote cleanliness to buyers.

4

Toilet lids down, shower curtains back. Keep the bathroom photos simple.

5

Capture images from all angles on the outside and of the surrounding views, parking, storage and driveways.

6

Get a wide-angle photo of the outside of cabin with no mirrored reflections.

7

Ensure photos are of the cabin. No people, reflections or shadows should be caught in the image.

# PHOTO TIPS



## DO:

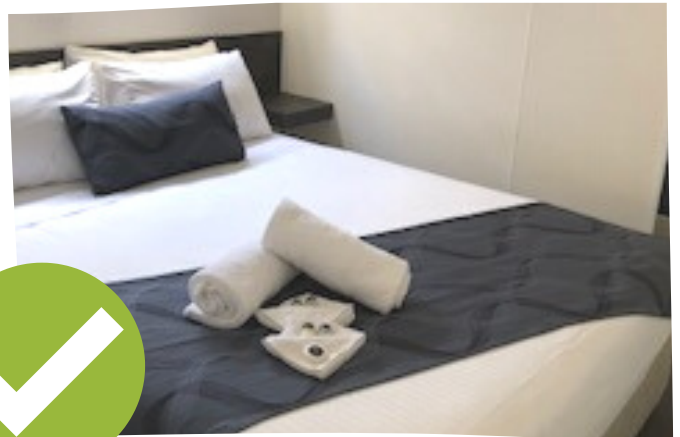
Capture your pictures of the front at a 45 degree angle to show deep angles in your picture.



## DON'T:

Capture your image from straight on. This makes cabins look flat, congested and uninviting.

**DO:**  
Capture your bedroom images with crisp, bright sheets. Ensure curtains are opened and the room has natural light.



**DON'T:**  
Capture your bedroom images with un-made beds, dark linen and the curtains closed.



# TIPS TO GET THE SALE

1

Clean bathrooms, kitchen, cupboards, cobwebs, dust and any other area buyers will see.

2

De-clutter. Buyers do not want your life story, just your cabin. Remove excess items and keep bench tops free and spacious.

3

Cabins are confined and to achieve a good flow ensure linen matches from room to room.

4

When selling, people will want to see inside your cabin. Ensure curtains are always open for viewing and for light when inspecting.

5

If something smells nice, it will evoke a positive memory. Candles, oils, or battery operated fragrance gadgets work wonders.

6

Only display items in the cabin that are included in the sale. This avoids disputes at settlement.

7

Be prepared for inspections. Parks are a haven for potential buyers who could call past for an inspection at any time.

# TIPS TO GET THE SALE



## DO:

Ensure your bathrooms are sparkling clean and free of smells



## DON'T:

Do not host inspections with untidy bathrooms. Ensure the toilet has no stains or marks and vanity is free of clutter.

## DO:

De-clutter and show bench tops that offer buyers a large amount of working space, so they can imagine themselves in your kitchen.



## DON'T:

Do not show a cluttered kitchen. Find a place in the cupboards for your excess bench items.



# TIPS FOR THE SALE PROCESS

1 Follow up all enquiries within 24 hours. This market moves fast and buyers have options.

2 Communicate with the buyer face-to-face or via telephone. Then follow the communication up via email for a paper trail.

3 Get all offers in writing. Via email or hand written is sufficient.

4 Use the Cabin Connect sale contract available on our website- Sale Of Relocatable Structure Agreement

5 Ensure the buyer is aware of all items staying within the cabin for sale.

6 Obtain a deposit and ensure the park or lifestyle village has approved the sale.

7 Seek final payment and complete a cabin handover.

# TIPS FOR THE SALE PROCESS



## DO:

Follow up all inquiries as soon as possible. Take no longer than 24 hours to return calls.



## DON'T:

Don't wait until the time 'suits you' to follow up all leads. If you give too much time, the interested person will buy something else.

## DO:

Get all offers in writing. This can be via email or hand written. This shows commitment and a paper trail of events.



## DON'T:

Do not complete the sale without a contract. This can be formulated between the two parties, or drafted by your solicitor.

