

Painting to increase value

Property address: 4/127 Hensman Street, South Perth

Bourkes was asked to appraise this property and valued it at \$750,000 (as is). We suggested that the appraisal might increase to as high as \$780,000 if the seller painted the property throughout, which they decided to do.

As the seller had already moved out of the home, they were able to contract a painter to paint the property internally for \$6000. We then marketed the property at 'from \$799,000'.

We started by holding a VIP opening, using our extensive database to issue invitations via text and emails. Seven people attended this opening.

The original buyer re-inspected the property at a subsequent home open, and as the result of two offers, we sold the property for \$775,000 – after only 23 days of marketing!

The seller was very happy and told us:



“The service we received from everyone at Bourkes has been excellent!”

