



NO CLUTTER: Rob Honeycombe from the REIQ offers some tips for selling during the festive season.

Keep decorations simple for Christmas

DECEMBER may be a busy time for property sales but keep it simple when it comes to Christmas decorations.

That is the advice for vendors from Real Estate Institute of Queensland (REIQ) director Rob Honeycombe.

"People buy space," Mr Honeycombe said.

"When people are looking for a house, the largest deciding factor is location but the next most important thing is space."

"A simple tree in the corner is fine," he said.

"You don't need a tree that takes up three quarters of the house."

He also says that the drive to dress up the outside of the house with Christmas lights should be done sparingly.

"The outside is crucial to the value, something the Americans call 'curb appeal'," he said.

"Small decorations are a nice idea, but not if you can't see the house for the lights."

said when you presented your house for sale, buyers wanted to see the bones of the house and imagine themselves and their possessions in the space.

"This is very difficult with general clutter or over-enthusiastic Christmas decorations," he said.

"Clear away the clutter including benchtops and shelves and other surfaces in the home.

"In terms of Christmas decorations I would recommend a few larger key pieces rather than lots