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Preparing a Rental Property for Viewings

Presentation is very important, most people can not see past what is in front of them.

If you are considering renovations or cosmetic improvements, we recommend not showing the property until this is completed. You will attract more people and get higher rent if you wait.

1. If the property is currently tenanted, you will need to arrange suitable access days and times in advance with your tenants. Legally they can't deny reasonable access, however they certainly do not need to agree to the days and times you pick. It is very important you liaise well with the tenants and arrange mutually suitable viewing times.
2. Letterbox – the first thing people look for to confirm the address. Make sure it is clearly numbered and in good condition
3. Lawns, trees and gardens – ensure the lawns are regularly mown, any overhanging trees trimmed and the gardens well presented.
4. Inside – if the property is vacant make sure there is no offensive odours, if it smells musty maybe purchase a few plug-in air fresheners.
5. Have the property clean, including the oven, extractor fans, carpets, everything needs to be clean. The property (by RTA law) needs to be in a reasonably clean condition. It is amazing how many people will be turned off if this is not the case.
6. Light bulbs, make sure all light bulbs are working, if not replace them
7. Smoke alarms, this is a good time to ensure you have compliant alarms, if not replace them with 10 year photoelectric sealed alarms – we recommend writing the expiry date with a vivid marker on the outside of the alarm (this will save time later and between inspections checking them).
8. When showing the property, arrive early, have plenty of application forms on you, escort the potential tenants through the property. If the property is currently tenanted show people through by appointment only, you need to be respectful of the tenants' possessions. We have the prospective tenants' names, email address and mobile phone numbers before showing them through.
9. Look at prospective tenants' presentation, can they control their children, what condition is their car in, who is in the car? There are so many things that may help you determine your choice in tenant, clearly you want to choose the right tenant for your property – don't rush this process.