

Tips on Preparing your Home for Sale



When selling your house, presenting it in the best possible light will improve your chances of securing a high sale price.

Where to start when preparing your home for sale

There are three key areas to focus on when preparing your home for sale to help you get the best price:

1. Make simple repairs –

One of the biggest turn-offs for buyers is wear and tear such as chipped tiles, cracked windows, scuffed paintwork, stained carpets, and other obvious signs of damage. These unsightly areas instantly alert buyers there is work required, which can diminish their initial enthusiasm for your property and lower the price they are prepared to pay.

2. Clean and declutter –

Study other houses currently on the market and you will see they have been decluttered, cleaned thoroughly, and may even have been styled to look modern and pristine.

Removing lots of clutter makes the prospective buyer able to see the room properly while more importantly, making the room appear larger.

Cleaning the house, even hidden areas such as under the sink, makes the house look well-cared for. This gives the buyer a subliminal impression that the house has been well-maintained and there should be no hidden problems.

3. Style your home –

Styling is another instant facelift that can give your property a fresh look which appeals to buyers. You can hire a stylist to take care of this for you, or hire furniture and accessories and do it yourself.

How to fix up a home before putting it on the market

Walk through the house with a notepad and create a list of all of the areas which need improvement.

Among the areas you should examine are:

Front fence - Is it in good condition? Does it need vines pulled away, a paint job or repairs?

Front lawn - Is it lush and tidy?

Pathway - Are there cracks that need to be fixed? Would paving paint give it a nice facelift?

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Front door - Is a new door required, or does it need to be painted?

Windows - Are they clean and do the surrounds need filling or painting?

Facade - Does it need to be pressure-washed or repainted?

Interior walls - Are they all looking pristine or freshly painted in neutral tones?

Architraves - Are they chipped, dented, or need new paintwork?

Flooring - Are the carpets clean and in good condition? Are there floorboards underneath which can be polished?

Kitchen - Are the cabinets in good condition? Would painting them improve and modernise the space? Would replacing the benchtop make it look contemporary? Does the splashback need to be replaced?

Bathrooms - Are the tiles in good shape? Does the grouting need to be cleaned or replaced? If the tiles are dated, would they be better painted with tile paint?

Laundry - Is there ample storage and useful counter space?

Back yard - Are the plants trimmed and garden beds weeded? Would planting some flowers and pots of colour add some wow factor?

Pool - Is it clean, properly fenced and surrounding areas furnished with an inviting setting?

These are some of the areas to consider revamping to create a positive impression of a well looked after house.

Should you stage or style your house before sale?

Having a home that does not present well could end up costing you in the long term, so target the styling to showcase your property's selling points.

An empty house or apartment looks cold and uninviting while a poorly furnished one is a turn-off too. But you can alter the perceptions of your property easily with staging.

Home staging involves bringing furniture and homewares in to create a space that appeals to a broader market. Styled houses not only look more appealing, but they also photograph better – a bonus in today's competitive market.

You can hire a professional home stager, or if you have an eye for design, you can do it yourself. You must take the emotion out of the equation and look at your home as a prospective buyer would. Fresh, modern, clean and bright should be your aim.

Styling your property for sale can improve the price.

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How to prepare for the Open Home in 10 simple steps

With property inspections being the first opportunity for potential buyers to get a good look at your home, you will want to take every opportunity to increase your chance of a quick and profitable sale. Follow these tips to show your home off at its best:

- 1. Tidy the exterior** - Create a great first visual impression for potential buyers by making sure the house and yard are clean and tidy.
- 2. Complete small repairs** - Chipped tiles, flaking paint, dripping taps, carpet stains should all be fixed before an open home.
- 3. Clear the mess** - Remove any indication of repair or construction work, or any sign of pets being inside the house.
- 4. Clean and declutter** - Wash the windows, tidy all cupboards, weed the gardens, mow the lawn and empty the bins. Remove clutter from all rooms, and arrange furniture to make rooms appear spacious.
- 5. Make it smell fresh** - Light perfumed candles or use scented plug-ins to make your home smell pleasant.
- 6. Bring in light** - Make sure there is lots of natural light throughout the house. Pull curtains, raise blinds, and let the sun shine in.
- 7. Get the temperature right** - If it's cold outside, create a welcoming ambience with indoor heating or open fires. If it's hot, open doors and windows to create airflow.
- 8. Add life** - Show that your home is loved and cared for by adding vases of fresh flowers and bowls of fruit.
- 9. Secure your valuables** - Remove valuable items or put them in a safe location that is out of obvious sight and keep cash, identification and credit cards on your person.
- 10. Allow full access** - Make sure the agent has keys to all additional locked areas that may need to be inspected, such as garden sheds, garage, and granny flat.

To sell your home, you must treat it like a product, and display the property at its absolute best during an inspection.

With a bit of thought and effort, you can improve the chances that potential buyers will want to make a follow-up visit, and perhaps sign that all-important contract of sale.