

CHECKLIST

PREPARING YOUR HOME FOR SALE



MAKE A GREAT FIRST IMPRESSION People often do a 'drive by' of a property before they decide if they want to come in for an inspection. Ensuring your property has great curb appeal can pay dividends down the track.

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EXTERIOR

- Clean out the gutters
- Soft wash the house, fascia and eaves to remove dirt, mould, cobwebs and wasps nest
- Soft wash or pressure clean paths and fence to ensure they are as clean as possible
- Weed and mulch the front garden and any garden bed visible from the street
- Mow the lawn and clip the hedges - keep this maintained throughout the sale of your home until settlement.
- Consider painting the house or fence if the paint is excessively damaged or peeling
- Fix any gates or doors that do not open properly
- Clean all the windows inside and out
- Ensure outside lights are working as well as your inside lights
- Walk around the property and identify and fix anything that could be a safety issue for first time visitors.
- Replace or fix any chipped or broken tiles as this will be identified by a building inspection
Fix any leaks

INTERIOR



THE WALLS

- Look at the interior walls of your property and fix any marked, chipped or peeling paint
- Consider painting the interior, including the ceilings, to freshen up the whole property
- Consider repainting any bright or colourful walls to a neutral colour

THE FLOORS

- Steam clean all the carpets
- Refinish the floorboards if they are heavily scuffed or worn
- If your carpet is very stained or damaged consider replacing it or pulling it up if there are floorboards underneath

MAKE THE MOST OF YOUR ENTRANCE

- Ensure your door mat is clean and free of animal hair or consider replacing if its old and dirty
- Clean the door and paint it, if needed
- Ensure the door handle is wiped down and consider replacing if its chipped
- Consider adding pots with plants outside the front door

INTERIOR

KITCHEN

This is one room buyers prioritise, they know how much they cost to update, so spending time making your kitchen look its best is a smart decision.

- Clear all clutter from the benches - leave only a few nice 'feature' appliances
- Ensure the oven and cook top is sparkling clean - inside and out
- Consider replacing the splashback if you just can't clean the cooking grime off
- Wipe down every surface, cupboard and in behind all nooks
- Consider replacing the benchtop if it looks too worn - look for economical options
- Clean out and organise all the kitchen drawers as buyers do look inside
- Wipe out the fridge and remove anything that smells
- Depending on the property, adding new cupboard doors can help totally transform a tired kitchen without costing a fortune

INTERIOR

BATHROOM

In this space you want to create a feeling of cleanliness and luxury, where buyers can picture pampering themselves after a long day.

- Wipe down and clean every surface as you want the bathroom to look pristine
- Remove all personal clutter from the top of the vanity and from within the shower / bath area
- Ensure the tiles are in good shape - do they need to be repainted or replaced?
- Clean, replace the grout and ensure there is no sign of mould anywhere
- Clean any glass and mirrors Squeegee the shower screen after each use
- Clean out the drawers and cupboards. Throw out anything you don't need or want and arrange items neatly
- If the vanity is peeling or buckled from water damage, consider replacing it
- If you have a small bathroom, adding a large mirror is a cost-effective way to transform the room
- If space is tight put towel rails behind the door Open the windows to let light and fresh air in
- See if you need to replace the toilet seat - this is easy and cheap
- Add a luxury feel to the bathroom with fluffy towels, fresh bar of beautiful soap, a small vase of flowers or perhaps an oil diffuser

INTERIOR

BEDROOMS

Bedrooms, and in particular the number of bedrooms a property has is key to buyer appeal. Spending time creating space in your bedrooms, or converting unused space into a guest room can pay off come sale time.

- Declutter from every bedroom including the top of bedside tables
- Declutter bookshelves and desks to create a feeling of space
- Organise and tidy inside your cupboards as buyers look inside
- Consider adding built in storage if you don't have any - but weigh up the costs first
- Remove the bulk of the kids 'stuff' and neatly display what is left to show how a buyer could have a beautifully organised kids room
- Consider investing in fresh linen
- Add some personal touches such as a candle on a bedside table, with a small vase and a book
- Can you convert an extra room such as a study or an office into a guest bedroom for the sale? This can add dollars to the sale price.

INTERIOR

LIVING / FAMILY ROOMS

Today's buyers love having a feeling of flow through the property. To achieve this spending time arranging your living space to encourage flow, is important.

- Remove unnecessary and bulky furniture to create a sense of space and flow
- Create a focal point in the room - perhaps a fireplace, a view out to the garden, a painting, television etc and position the furniture around this
- Remove your personal items including the majority of photos
- Fluff up the cushions and position them neatly
- Keep the décor simple
- Bring a bit of nature inside with some potted plants or some flowers in a vase

OUTSIDE DINING / LIVING SPACE

Showcasing the outside lifestyle your property offers is a good idea. Most buyers love being outside so if you have a garden, a courtyard or a balcony make the most of it.

- If you own a pool this must be sparkling and properly fenced. NB some states require pool safety certificates
- If you own a fire pit, make sure it is cleaned out and ready to go
- If you have a small courtyard or balcony adding a table and chairs with a vase of flowers looks great

AWKWARD AREAS If you have a space below a staircase or a nook or alcove anywhere in your home, try to find a way to show it off. Could you create a workspace, a home command centre with a bulletin board, or built in shelving? You'd be surprised this may become a selling feature of your property.

We hope this general checklist has been helpful, for more ideas for your property please contact:

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