

A GUIDE TO PREPARING YOUR HOME FOR MARKET



MAKE A LASTING IMPRESSION

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FIRST IMPRESSIONS DO COUNT!

Before placing your home on the market, you'd be wise to take a few steps to ensure your home is in the best position possible to sell.

People are often buying into a lifestyle, not just a home. So this is your chance to showcase the home at its best & leave space for buyers to imagine themselves living in it.

The best thing you can do, inside & out is:

- **Clean**
- **De-clutter**
- **De-Personalise**

Conduct a tour through your home from the gate, through to each & every room followed by the back yard.

Let go emotionally & look at your home through "Buyer's Eyes"

It's also a good idea to ask a friend or relative to do the same. Different eyes for a different perspective.

Curbside appeal is also extremely important as buyers will sometimes have a drive-by first prior to calling the agent for an inspection.

The following pages are a general guide only for best presenting the different areas of your property.

It is always best to talk to your Agent first. Because of their expertise in selling, they will advise you on what areas to concentrate on & what you can do to achieve the best price possible.

They will also have an idea of the target market ie: the type of buyer who will be attracted to your property. Knowing this will give you insight on how to present it. For example, if it is a very old & dated home it may be a dream for someone who is looking to renovate. So updating the floor coverings probably won't get a higher price as they may rip it up & use the original floor-boards instead. Or if it is an ideal home for a young family, set aside, if possible, a "play" area. Borrow some toys if you need to. If the home is more for the teenage family, make room for say a study desk where students enjoy a quiet place away from the TV.

These are only a few examples however, your agent is best to guide you in the right direction.

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KITCHEN

- Check all appliances are in clean and working order
- Make the sink is sparkling! Put away dishes, tea towels etc.
(if you have a stainless steel sink, using baking soda and a soft sponge does wonders)
- Place small appliances away to minimise clutter where you can
- Ensure benchtops are clean and de-cluttered
- Wipe down cabinetry (inside & out)
- Clean oven, stove top, panel knobs, drip trays, range hood cover and filters
- Remove magnets and photos from the fridge
- Add greenery to empty spaces / corners

BATHROOMS

- Ensure all taps and fixtures are clean and in working order
- Clean all surfaces - mirrors, vanity inside and out, fixtures, shower screens, tiles and walls
- Ensure all toilets are clean inside and out and free of stains
- Check for cracked or broken tiles (have a professional repair any that need attention)
- Analyse the grout and clean or replace where necessary
- Ensure seals around basin, toilets, showers and bath are in good clean and working condition
- For inspections and photos put away everyday items ie; used towels, toothbrushes, hair products and appliances

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BEDROOMS

- Stage your bedrooms, in particular the master bedroom to emulate a hotel room emphasizing on luxury and comfort
- De-clutter bedrooms and remove extras like kids beds, workspaces etc.
- Enhance your bedding with a nice throw and pillows

GENERAL

- If your property is vacant rent or borrow some furniture to make it feel homely and valuable - create the right environment to encourage higher offers
- Set out vases of fresh-cut flowers
- Depersonalise your wall hangings and display pieces - minimise/remove family photos and religious pieces - replace pictures with art pieces
- Let in light, buyers love walking into bright open houses - turn on all the lights and open all the curtains / blinds
- Clean carpets and dirty marks off walls, remove cobwebs and wipe ceiling fan blades
- Wash any visibly dirty curtains and/or blinds
- Burn some candles or turn on a diffuser with a subtle scent
- Keep the temperature comfortable - not too cold or too hot
- Safeguard your valuables and sentimentals, put them in a safe place or take them with you. Also put away any prescription medications!
- Leave!** You're probably very proud of how fantastic your home looks but don't stick around, this can make buyers feel uncomfortable

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POOLS & SPA

- Ensure they are clean and sparkling - remove any dirt, leaves or grime built up
- Store chemicals and cleaning equipment away
- Compliance! If you have a pool, spa or deep pond in NSW you must be compliant to the current legislation and regulations - [visit http://www.swimmingpoolregister.nsw.gov.au/](http://www.swimmingpoolregister.nsw.gov.au/)

THE EXTERIOR

- Analyse your paintwork and touch-up or re-paint as required
- Ensure the house number can be seen easily from the street - Clear clutter from the letterbox
- Ensure gutter and roof tiles are clean and repair any that's needed
- Tidy and de-clutter the garage and/or carport
- Pressure wash concrete areas and driveway
- Clean and wash all windows and glass doors, repair any not working correctly
- Clean and de-clutter deck areas, patios, balconies, veranda's or pergolas
(Also ensure they are safe and sturdy)
- Ensure rubbish bins are clean and out of the way
- Maintain neat and tidy gardens and lawns - trim edges and hedges, especially around windows to let natural light in
- Put away your garden tools

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For further advise and assistance with preparing your home for market, please contact us anytime to speak with one of our professional and experienced agents.

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