

PREPARING YOUR HOME FOR SALE

CHECKLIST FOR SELLERS



MAXIMISE YOUR PROPERTY'S BUYER APPEAL

One of the most effective ways to generate maximum buyer enquiry, engage buyers at an emotional level, and add significant value to your property, is by spending time preparing your property for sale.

Here is a handy checklist that walks you through room by room on how to leverage your property's potential.

MAKE A GREAT FIRST IMPRESSION

People often "drive by" a property before they decide if they want to come to an inspection. Ensuring your property has great curb-side appeal can pay dividends down the track.

- ☐ Sweep all the paths and keep them swept for the duration of the sale campaign
- ☐ Water blast the paths and fence to ensure they are as clean as possible
- ☐ Weed the front garden and any garden areas visible from the street
- ☐ Mow the lawn, do the edges, and clip hedges
- ☐ Fix the front gate if it doesn't open/shut properly
- ☐ Consider planting flowering plants in the front garden
- ☐ Clean all the windows
- ☐ Ensure there are no cobwebs or dirt on fascia and eaves
- ☐ Consider painting the facade or the fence if the paint is excessively damaged or peeling
- ☐ Make sure the street number is clearly visible
- ☐ Ensure outside lights are working and leave them on during the sales campaign period

OUR TOP 3 TIPS!

CLEAN EVERY SURFACE AROUND YOUR HOME
REMOVE PERSONAL 'CLUTTER' TO MAXIMISE SPACES
NEUTRAL DECOR HELPS A BUYER SEE POTENTIAL

OVERALL PROPERTY PRESENTATION

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 FLOOR

- ☐ 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

FIX ANY POTENTIAL HAZARDS

- ☐ Walk around the property and identify and fix anything that could be a safety issue for first time visitors

THE ROOF

- ☐ Replace or fix any chipped or broken tiles as this will be identified by a building inspection
- ☐ Fix any leaks

MAKE THE MOST OF YOUR ENTRANCE

- ☐ Ensure your door mat is clean or consider replacing if it is old and dirty
- ☐ Clean the door and paint it, if needed
- ☐ Ensure the door handle is wiped down and consider replacing if it is chipped
- ☐ Consider adding pots with plants outside the front door
- ☐ Clean away dirt and cobwebs from around the door frames/eaves

KITCHEN

This is one of the most important rooms that buyers will look at. 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 cook top and oven are sparkling clean - inside and out
- ☐ Consider replacing the splashback if you just can't clean the cooking grime off
- ☐ Wipe down every surface, including cupboard doors
- ☐ 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
- ☐ Adding new cupboard doors can help transform a tired kitchen without costing a fortune

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
- ☐ Ensure the tiles are in good condition - do they need to be repainted or replaced?
- ☐ Clean or replace the grout and ensure there is no sign of mould anywhere
- ☐ Clean any glass and mirrors
- ☐ Squeegee the shower glass 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 your bathroom is small, adding a large mirror is a cost-effective way to transform a room
- ☐ If space is tight, put towel rails behind the door
- ☐ Open the windows to let in light and fresh air
- ☐ See if you need to replace the toilet seat - this is easy and cheap to do

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 an unused space into a guest room, can pay off come sale time.

- ☐ Remove clutter 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 and 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.

LIVING / FAMILY ROOMS

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

- ☐ 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, a TV, 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 decor simple
- ☐ Bring a bit of nature inside with some potted plants or some flowers in a vase
- ☐ Add 'lived in' vignettes that give your property a bit of stylish personality

OUTSIDE DINING/LIVING SPACES

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.

- ☐ Make sure the garden is looking at its best
- ☐ If you own a pool, this must be sparkling and properly fenced (Some building reports 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 how this could become a selling feature of your property.

We hope you found this checklist useful to help prepare your property for sale.

Of course every property is different, so if you want to find out exactly what you should be doing to your specific property, talk to the Najib team. They know exactly what buyers are looking for, what they are prepared to pay more for, and how you can enhance these features in your home when you are selling.