



Welcome to our guide! We understand that there's a lot of information here, but don't worry - you don't have to do everything. Before you invest your time and money, it's wise to seek professional advice on what improvements are worth considering for your property. The best part is that our advice and appraisal services are completely free.

In the past, we've advised sellers on various strategies. Sometimes it's been beneficial to create an additional bedroom or repaint the house, while other times doing nothing was the best course of action. It all depends on factors such as your property, your circumstances, and the market conditions.

So take some time to read the guide and when you're ready, book an appraisal with us. We'll help you make informed decisions and ensure you get the best return on your property.

As you go through this guide, remember to stay impartial. Your personal style and preferences are what makes it YOUR home. However, when it comes to selling the property, it's crucial to make it easy for potential buyers to see it as THEIR home. The more they can imagine themselves living there, the greater their desire will be, and the more they will be prepared to pay for it.



## DECLUTTER & DEPERSONALISE

Clearing out clutter is crucial when preparing your home for sale. Start by decluttering each room, removing any unnecessary items that may make the space look crowded or messy.



Take the opportunity to sort through your belongings and decide what you truly need and what can be packed away or donated. This process not only helps you create a clearer environment but also makes the moving process easier later on.

By removing personal belongings such as family photos, personal collections, and unique

memorabilia, you allow potential buyers to envision themselves living in the space. This depersonalisation helps create a neutral canvas that appeals to a broader range of buyers.

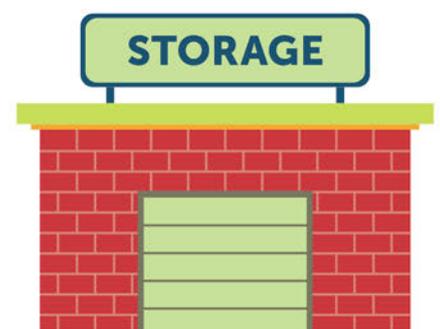
Clear off countertops, tables, and shelves to create a sense of openness and space. Store away items that are not essential for daily use to make the rooms appear more organised and spacious.



Pay attention to storage areas like closets and cabinets. Potential buyers will likely open them to assess storage space, so tidy them up and remove any unnecessary items to showcase the available storage potential.

Removing excess items not only improves the aesthetics of your home but also allows buyers to focus on the features and architecture of the space. It helps create a clean, uncluttered atmosphere that can make a positive impact on potential buyers' perception of the home's size and functionality.

Consider renting a temporary storage unit to store excess furniture, seasonal items, or belongings that may not be needed during the selling process. This helps to further declutter your home and create a more spacious and inviting atmosphere.





## DETAILED CLEAN

**C**leaning your home from top to bottom is an essential step in preparing it for sale. Start by dusting all surfaces, including furniture, shelves, and light fixtures. This helps create a fresh and inviting atmosphere.



Vacuum and deep clean carpets to remove any stains, odours, or dirt that may have accumulated over time. Consider professional carpet cleaning if necessary, because clean and well-maintained carpets can greatly enhance the overall appeal of your home.

Clean windows both inside and out to remove dirt, dust, and smudges. Crystal-clear windows allow natural light to filter into your home, creating a bright and cheerful atmosphere. Natural light is highly desirable for many homebuyers. It not only enhances the aesthetics but also makes the space feel larger, airier, and more inviting.

Wipe down walls to remove any smudges, fingerprints, or marks. Pay extra attention to high-traffic areas and places prone to dirt or stains, such as hallways and near doorways.

Don't forget to clean light switches, doorknobs, and other frequently touched surfaces.

These small details may seem insignificant, but they contribute to the overall impression.



Dust and clean ceiling fans, vents, and air conditioning units to ensure they are free of dust and functioning properly. Clean and well-maintained air conditioning systems can give buyers peace of mind knowing they are purchasing a home with a well-cared-for infrastructure.

Vacuum and mop floors in all rooms, paying attention to corners and edges. Clean, shiny floors create a sense of cleanliness and can make a significant difference in the overall presentation of your home.



The kitchen and bathrooms are often considered the most important areas for buyers. They are heavily scrutinised and can significantly impact a buyer's decision.

Clean all kitchen appliances, including the stovetop, oven, refrigerator, microwave, and dishwasher. Remove any stains, food residue, or fingerprints. Consider using stainless steel cleaner to bring out the shine in stainless steel appliances.

Clean and polish kitchen countertops, paying attention to seams, edges, and corners. Remove any stains, grease, or watermarks to showcase the beauty and functionality of the surfaces.

Scrub sinks and faucets to remove any hard water stains or mineral deposits. Replace worn-out or outdated faucet fixtures.

Pay close attention to the condition of kitchen cabinets and drawers. Wipe them down inside and out to remove any dirt or grime. Consider applying a fresh coat of paint or varnish if the cabinets are outdated or show signs of wear.



In the bathrooms, thoroughly clean toilets, sinks, bathtubs, and showers. Remove any soap scum, mould, or mildew. Polish faucets and mirrors to add a touch of sparkle and enhance the overall appearance.

Don't forget to clean and organise bathroom cabinets and drawers as potential buyers may open them to assess storage space. Discard any expired or unused items and neatly arrange the remaining ones.



### MAKE REPAIRS



Addressing visible issues and performing necessary repairs is crucial to presenting your home in its best possible condition.

After cleaning, inspect the caulking around the edges of bathtubs, showers, and sinks. If the caulk is discoloured, cracked, or peeling, remove and replace it with a colour that matches the colour scheme of the fixtures.

Evaluate the condition of your fixtures, including faucets, showerheads, and toilet seats. If they show signs of wear and tear, consider replacing them to give your bathrooms a fresh and updated look.

Outdated or worn fixtures can give the impression of a dated or neglected space. By replacing them in line with current design trends that match the style of your bathroom you can enhance the overall appeal of your bathrooms and create a more modern and functional environment.

Lubricate squeaky doors and hinges to ensure smooth operation. Squeaky doors can be distracting and give the impression of poor maintenance.

Check and tighten any loose cabinet handles or knobs. Loose handles can give the impression of wear and tear. By ensuring that all cabinet hardware is secure

and functional, you convey a sense of attention to detail and quality of craftsmanship.

Inspect the walls and ceilings for any visible cracks or damage. Determine the cause of the cracks and, if necessary, consult a professional. Once repairs are complete, touch up the paint on the affected areas to match the existing colour. This helps create a seamless appearance and gives the impression of a well-maintained home.

Pay attention to scuffed or marked areas on walls or trim throughout the house. A fresh coat of paint or targeted touch-ups can make a significant difference in enhancing the overall visual appeal.



Consider repainting walls or rooms that are dark or where the paint is beyond repair. Choose neutral paint colours that have broad appeal. Neutral tones create a clean and inviting canvas, allowing potential buyers to envision their own personal style in the space.

Confirm that all power outlets are working, and that you have the required number and type of smoke alarms and residual circuit breakers fitted. A licensed electrician can check these for you.

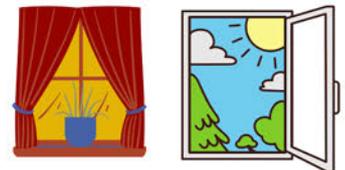
### ENHANCE LIGHTING

Check each light fixture in your home to ensure that they are all functioning properly. Replace any burnt-out bulbs to create a bright and welcoming atmosphere.

Adequate lighting is crucial in showcasing your home's best features and creating a positive impression on potential buyers. A well-lit space feels inviting and spacious.

Pay attention to all types of lighting, including overhead fixtures, lamps, and accent lighting. Make sure they provide sufficient illumination and upgrade to brighter LED bulbs where necessary.

During home-opens, all lights are usually switched on to create a bright and welcoming atmosphere. Consider using bulbs with a natural daylight tone to avoid the lights appearing orange and dim in daylight.



Consider removing heavy or dark window treatments to allow more light to penetrate the room. If privacy is a concern, opt for sheer curtains or blinds that still allow light to filter through.

Trim any overgrown plants or trees that may be obstructing sunlight from entering through the windows. This helps optimise



the natural lighting and showcases the views from inside your home.

Make sure that curtains and blinds are in working order so that they can be opened to their fullest extent during home opens. Potential buyers will appreciate the bright and airy ambience.

## ENHANCE CURB APPEAL



**T**rim overgrown bushes and trees to create a neat and well-maintained appearance.

Mow the lawn to keep it looking fresh and manicured. A neatly trimmed lawn adds a sense of order and tidiness to the overall landscape.

Consider planting colourful flowers in garden beds or pots to add vibrancy and charm to your outdoor space. Flowers can create a visually appealing focal point and evoke a welcoming atmosphere. Choose flowers that are suitable for the season. Opt for low-maintenance varieties that are easy to care for and will continue to bloom throughout the selling process.

Water, feed and maintain your plants and lawn regularly to keep

them looking healthy and vibrant. Well-kept landscaping demonstrates your commitment to maintaining the exterior of your home.

Pressure wash the driveway and walkways to remove dirt, stains, and grime. The exterior of your home is the first thing potential buyers see, so it's important to ensure it looks clean and well-maintained.



Clean the exterior walls and surfaces of your house. Remove any dirt, cobwebs, or debris that may have accumulated over time. Pay attention to areas that are prone to discolouration or mould, and consider using appropriate cleaning solutions.

Check the condition of the exterior paint. If there are any peeling or faded areas, consider repainting those sections to give your home a renewed and polished look.

Don't forget to clean gutters. Gutters full of debris raise questions about maintenance. Clear gutters contribute to a well-maintained exterior and enhance the overall curb appeal.



Pay attention to the condition of your front door. A fresh coat of paint or polishing can give it a welcoming and inviting appearance. Ensure that the door hardware, such as doorknobs and hinges, are clean and in good working order.

## UPDATE THE KITCHEN & BATHROOM

**C**abinet hardware, such as handles and knobs, can greatly impact the overall look and feel of your kitchen or bathroom cabinets. Consider updating them to give your space a modern and cohesive aesthetic. Choose hardware that complements the style of your cabinets and the overall design of your home.

If your cabinets are outdated or worn, a fresh coat of paint can breathe new life into them. Consider using a neutral colour that will appeal to a wide range of potential buyers.



Check that all appliances to be included in the sale are functioning properly, including buttons, knobs, and settings. Repair or replace any faulty parts to ensure they operate smoothly.



Inspect the caulking around the edges of bathtubs, showers, and sinks. If the caulk is discoloured, cracked, or peeling, remove and replace it with a colour that matches the colour scheme of the fixtures.

Replace old or worn shower curtains and bathmats to freshen up the look of the bathrooms.

## LANDSCAPING

**O**vergrown plants and trees can make your yard appear untidy and unkempt. Take the time to trim and prune them to create a neat and well-maintained outdoor space.

Remove any dead or diseased plants that may be detracting from the overall appeal. Trim hedges and bushes to maintain a tidy and manicured appearance.

Rake leaves, remove debris, and tidy up any areas that may have become cluttered or disorganised. This includes clearing out fallen branches, children's toys, or gardening equipment.



Adding potted plants or flower beds to your outdoor space can significantly enhance its visual appeal and create a welcoming atmosphere for potential buyers.

Place potted plants strategically around the front entrance, walkways, in the front yard, patio, or deck to add pops of colour and greenery. Choose a variety of plants that thrive in the current/next season and require minimal maintenance. Consider laying dripper reticulation pipe as a low cost way to avoid manual watering. Opt for plants with different heights and textures to create visual interest.

## FINISHING TOUCHES

**I**ncorporating fresh flowers or plants into your home's decor can instantly add a touch of nature, colour, and vibrancy to the space. Place them strategically in key areas such as the entryway, living room, dining room, or kitchen.



Choose a variety of flowers that are in season and have a pleasant fragrance. Arrange them in vases or decorative pots that complement the style of your home.



Indoor plants not only add visual appeal but also improve air quality and create a calming ambience. Select low-maintenance houseplants that thrive indoors and require minimal care. Place them in well-lit areas to showcase their natural beauty.

Minor aesthetic upgrades can breathe new life into your home and create an updated look without major renovations. Consider replacing old rugs, or throw pillows to freshen up the décor and enhance the overall appeal.



Rugs can define and anchor living spaces while adding comfort and visual interest. Select rugs that complement the style of each room, whether it's a cosy area rug in the living room or a durable and easy-to-clean option for high-traffic areas. A well-chosen rug can tie together the elements of the room and create a cohesive look.

Throw pillows are a versatile and cost-effective way to update the decor. Select pillows that introduce new colours, patterns, or textures to complement the furniture and add visual interest. They can instantly transform a plain sofa or bed into a stylish focal point.

