

A SELLER'S GUIDE • SURF COAST

22 tips to prepare your home for a spring **sale**

From simple presentation tips to improvements that could add value. Here's where to begin.



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TIPS 1-6

Declutter & repair

Start with the basics: less stuff, clean surfaces and the small fixes buyers notice first.

01 Remove the clutter

It's only when you move house that you realise how much "stuff" you have. The first step in preparing your house for sale should be to go through each room, one at a time, and remove everything you don't need. Not only will this help make your property look neater and the rooms bigger, but it will also make packing easier. You may even make some money by listing unwanted items in good condition for sale on your local Facebook or marketplace groups.

02 Patch and paint the walls

It's amazing how much a paint job can improve the look of your property in the eyes of potential buyers. Depending on your budget, you should start by marking down which walls have cracks and major scuffs requiring urgent attention and any other walls you think could do with a freshen up. Consider painting any feature walls with a more neutral colour. Also, consider any windows, doors or parts of the outside of the house that require attention.

03 Give the property a heavy-duty clean

Before any potential buyers come through your property, you will need to give it a good clean from top to bottom. Keep an eye out for dirty vents, sneaky cobwebs, bathroom and kitchen areas and anything else that could make potential buyers think the property wasn't well maintained.

04 Steam clean or replace carpets

It's strongly recommended to have carpet professionally cleaned or if heavily stained, then replaced. For both sale and rental properties, carpet steaming or replacement adds significant appeal, which may translate to a higher sale or rental price.

05 Maintenance and repairs

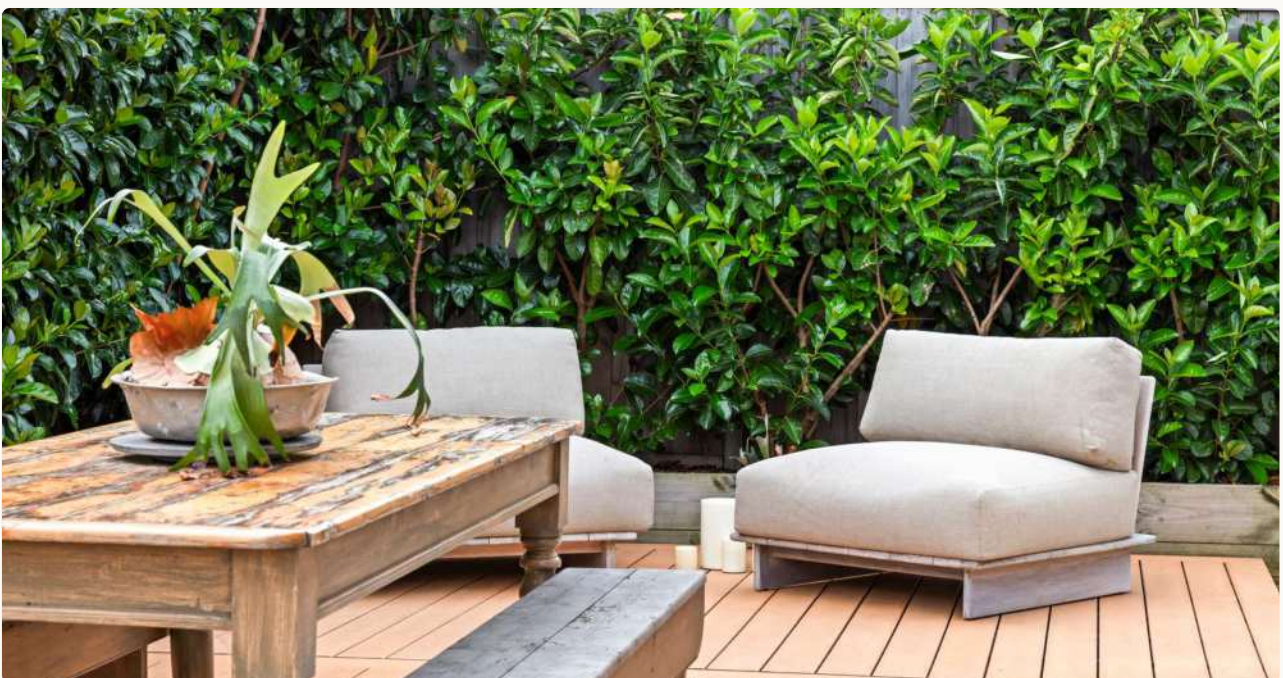
Small issues can stand out to buyers. Cracked power points, loose door handles, damaged heating ducts and other minor imperfections can create the impression that a home hasn't been well maintained.

Before going to market, walk through each room and make a list of anything that needs attention. Your agent can also help identify what's worth fixing and recommend a trusted handyman if needed.

A few simple repairs can make a big difference to a buyer's first impression.

06 Don't forget outside

Now more than ever, outdoor space is a key factor for buyers. That feeling you get as you approach the front door is critical. Both sales and property management companies report 'entrance appeal' as a top priority for buyers and tenants. From front porches to courtyards, decking to outdoor kitchens, nature strips, backyards and veggie gardens, useful outdoor space equals value. If you have an outdoor area that needs attention, it is worth spending a bit of time gardening or getting your deck polished. Planting some flowers or adding some feature pot plants can be a cost-effective strategy to add some colour to a property.



TIPS 7-10

Paint & colour

Neutral, consistent and calm – so buyers can picture their own life in the space.



07 Neutral colour scheme

Although you may like a specific colour scheme while you're living in a property, it's important to make your property appealing for as many potential buyers as possible, and that may require adopting a more neutral colour scheme throughout. It gives the new owner a chance to imagine their personal taste, décor and furnishings in the space without being put off by a particular colour. The best way to add a dash of colour whilst maintaining a neutral base is with soft furnishings like cushions, throws, fruit bowls and minor decorative pieces.

08 Upgrade your door handles

Replacing the door handles on both interior and exterior doors, as well as any cupboards throughout your home, can make a big difference for a relatively low price. This is a good addition if you have a handyman attending other touch ups.

09 Make each room look its best

If you've seen "The Block", you would have noticed that they focus on one room at a time for their challenges. This is how you should approach preparing your home for sale. Focus on each room, making it look its very best and as spacious as possible. Aim to leave a lot of open space and remove any unnecessary furniture.

10 Freshen up tired spaces

A fresh coat of paint is one of the simplest ways to give a tired room a lift. Focus on marked, scuffed or dated walls rather than assuming the whole home needs repainting. Finish with some fresh flowers or potted greenery to add life and colour before photography and inspections.



TIPS 11-14

Styling

Give every room a purpose, add some life, and if styling isn't your thing, let a professional stylist do the heavy lifting.

11

Define each room

We recently sold a property for a family whose two kids had moved out, and their bedrooms were basically empty – just a few bookshelves and lots of boxes. We recommended re-furnishing the rooms with staged furniture so that potential buyers could imagine how the rooms would look and feel for their kids. There is nothing worse than an empty room when it's time to sell a property. Some rooms may be worth presenting as dual-purpose, ie: study and or/ extra bedroom, to give viewers plenty of ways to imagine the space.

12

Add some fresh flowers and plants

Fresh flowers are a great way to fill a house with lovely fragrances and colours. They add 'life' to the property. Easy to maintain pot plants around the property also receive lots of attention during our open for inspections.

13

Professionally stage your property

Having your property staged for sale is a great way to present it at its very best without buying new furniture and artwork etc. Believe it or not, staging furniture can add significant value to a sale campaign. Experienced staging companies know how to embrace current style trends with the existing feel of your home to maximise appeal for potential buyers. We use a professional property stylist for sales and property management, who'll come through your property and recommend a full or partial staging package to make sure your property presents its very best for photography, advertising and the viewing campaign.

14 Fresh, new, clean towels

Although it's number 14 on the list, it is an absolute must! If you're still living in your property while it's being sold, we recommend investing in some 'show' towels. These are your display towels which are used during inspections. White plush, clean towels are ideal and can be bought from Kmart, BigW or any homewares shop. Make sure you don't have old, stained towels and bathmats on display; it's just not a good look.

A NOTE FROM THE TEAM

Neutral doesn't mean bland. Keep the big surfaces calm, then let cushions, throws and a bowl of fruit do the talking.



TIPS 15-22

Inspection day

The details buyers remember: Light, bright, airy spaces.



15 **Neatly pile kid's toys**

If you have young children, you'll probably need to find a solution for the mountain of toys that they have. Try to remove any toys they no longer play with, and it would be a good idea to hide any of the messy toys while the sale campaign is running (eg. Lego, Play Doh, Paints etc.). Good-looking storage solutions such as baskets, chests and tubs are available online or in many stores.

16 **Keep your private's private**

Make sure that anything you don't want anyone to see is either removed from your property or well out of the way of prying eyes. Some sellers even like to remove family photos off walls and mantles and replace them with artwork.

17 **Keep your cupboards and drawers clean**

If there's a door that opens in your property, you can be sure that potential buyers at an inspection will open it. So take your time to make sure that everything's neat and tidy inside. Storage tubs or baskets are a good solution for cupboards.

18 **Crisp bedsheets**

It goes without saying that all beds should be made and look good before any inspection. If you think that your bedsheets could do with an upgrade, then you can pick up some great looking, budget-friendly new sheets online. A few extra pillows tend to add appeal as well.

19

Pre-Inspection cleaning

If you're still living in the property during the sale, you may find yourself cleaning a lot. There's no need to vacuum and dust every day but make sure that the property is looking good. Keep an eye out for dirty dishes in the sink or dishwasher, try to keep the laundry hampers empty, wipe down benchtops and mirrors in kitchens and bathrooms and any spot vacuuming before inspections. Feel free to ask us for some cleaner or gardener recommendations.

20

Keep curtains and blinds open

Before every open for inspection, you'll want to make sure to keep all your blinds and curtains open to let in as much natural light as possible. Also be sure to clean dirty windows to maximise light.

21

Make sure all of your lights work

Turn on all lamps and pendants to boost light and ambience. Warm white globes are best because they create a softer, more inviting feel.

22

Make your home smell nice

Believe it or not, one of the most reported 'turn offs' to sales agents is a bad smelling property. It's a good idea to make sure you have plenty of air fresheners, diffusers and aroma mists to make your house smell nice. Try to avoid cooking any foods with a strong smell, and make sure you stay on top of any pet odours throughout the sale campaign.



YOUR NATURAL NEXT STEP

Not sure where to start?

Book an appraisal with one of our team and we'll help you work out where to improve, what buyers will value and what's worth doing before you sell.

[Book an appraisal](#)



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