

## How to make your home more saleable

Properly preparing your home can be critical in achieving the best price in the shortest possible time. It can sometimes involve hard work and some expense, but generally results in clear cut benefits at sale time. There are some general considerations that will make your home more attractive to prospective buyers. These are the main ones:

### Clear spaces and light:

Your property will appear larger and more spacious if you make it a point to remove all clutter and unneeded items and furniture. This includes clearing bench tops, the inside of wardrobes and pathways. Pack or store anything you don't need prior to shifting. Make rooms as light as possible. Keep shades and curtains open during the day and have sufficient lighting at night.

### Clean and tidy:

Buyers are impressed if every room and every area of a property is clean and tidy. Further, they tend to think that if everything is clean and well cared for where they can see, it will be the same where they can't see. It is a lot of work but will increase the selling value of your home and save you heaps of cleaning time on shifting day.

### External appearances:

One of the major frustrations for sales consultants is, after having made an appointment to view a home that is likely to meet a buyer's requirements, that a person says that they don't want to look through the house - 'I don't like the way it looks from the outside'.

It's very difficult to overcome this type of initial reaction - a potential sale can be lost before the prospective buyer has even walked through the gateway. Take a walk past your home from the opposite side of the street. Stop and take a critical look at the kind of view that a buyer would have as a first impression.

- Driveway - weeds or oil patches?
- Paths - weeds?
- Lawn - cut neatly, edged and weed free?
- Garden - weed free?
- Bedding plants to add sparkle?
- Roof - moss free, and free of flaking paint?
- Spouting - leak free, clean?
- Shrubs and trees - trimmed?
- Fencing - stained and in good repair?

### Looking good inside:

#### Fresh is best

Dogs are a person's best friend and cats are cute. But animals, like mildew, may diminish the clean, fresh presentation of your home. A well aired home will smell even better with a little assistance from a few judiciously placed bowls of potpourri.

#### Windows and drapes

On a clear day you can see forever, but only if the windows and sills are fresh and clean and will enhance that view. Once clean, it's a simple operation to wipe the condensation away in the morning.

#### Floor coverings

This could be a great time to consider the cleaning of carpets - not only do they look so much better, they also add to that feeling and smell of freshness. Vinyl covered and wooden floors are easy to keep clean, especially if they're well polished.

#### Fireplaces

Clean out all the ashes and lay with fresh supplies so that potential buyers can imagine cosy evenings in front of an open fire.

#### The garage

Time for a trip to the rubbish dump? A garage sale? Make sure that there is a place for everything and everything is in its place. Even the garage should look part of the home that you love.

#### Redecoration.

Even a small amount can make an enormous difference. A coat of paint to the front door or window sashes - perhaps some new wallpaper in the entrance hall.



## Preparation Checklist

### Outside

- Cladding** Repair/replace/paint damaged areas.
- Windows** Replace broken panes, repair/replace/paint damaged frames.
- Gutters** Replace damaged or missing sections, repair leaks, clean out/paint if needed.
- Roof** Repair/replace damage, repaint if required.
- Chimneys** Repair/replace damaged areas.
- Doors** Repaint wood if required, replace any broken/cracked glass.
- Lighting** Check bulbs, wiring working properly.
- Garage** Check paint, doors and openers are working properly. Remove all rubbish and unnecessary items.
- Sheds** Replace/repair damaged cladding and paint. Remove all rubbish and unnecessary items.
- Glasshouses** Replace broken glass. Tidy inside area.
- Decks** Replace/repair damaged areas and railings. Remove all unnecessary items or furniture.
- Pathways** Repair damaged areas. Clear all obstructions. Clean surfaces.
- Driveway** Repair damaged areas. Clear all obstructions. Clean surfaces.
- Gardens** Tidy gardens, mow lawns, trim hedges.
- Gates** Repair/repaint damaged areas and hinges.
- Fences** Repair/replace/repaint damaged areas.
- Mailbox** Repair/replace damaged areas. Check if numbers are clear and legible.

### Inside

- Plumbing** Replace/repair damaged or leaking taps. Repair leaky or faulty toilet cistern.
- Electrical** Repair/replace damaged switches and power points.
- Floors** Repair/replace damaged vinyl or tiles.
- Carpeting** Repair/replace damaged or worn areas. Remove/clean spots and stains.
- Ceilings** Repair cracks, paint if needed.
- Walls** Repair/replace damaged or worn wallpaper. Repaint where required.
- Hallways** Check lighting is adequate and remove any obstructions.
- Stairs** Repair/replace damaged or worn areas.
- Wardrobes** Repair/replace/paint doors where needed. Tidy and remove unnecessary items.
- Cupboards** Repair/replace/paint doors where needed. Tidy and remove unnecessary items.
- Windows** Repair/replace broken or faulty sashes.
- Lights** Replace faulty bulbs, clean/replace shades.
- Curtains** Repair/replace faulty hardware. Clean.
- Fireplaces** Clean and relaid.
- Appliances** Check stove, water cylinder, etc is in good order and clean - especially items included in the sale.
- Basement** Check lighting is working, remove all obstructions and unnecessary items. Clean.
- Attic** Check lighting is working, remove all obstructions and unnecessary items.

## First impressions count!