

PREPARE YOUR HOME FOR SALE

**A GUIDE FOR THOSE WANTING
TO SELL THEIR HOME QUICKER
AND FOR A HIGHER PRICE**

0 1 REMOVE NEGATIVES

We recommend having a thorough look at your home 'through the buyers eyes' to identify any negatives that could be off-putting to prospective buyers.

It can be difficult to see the things you've turned a blind eye to or grown to love over the years. When looking at daggy wallpaper and stained carpet, buyers tend to see this as neglect and something that will cost them time and money to rectify.

Discuss which areas you should focus on with your agent, the goal here is to increase the home's appeal without overcapitalising.

0 2 SIMPLE REPAIRS

Minor repairs can have a maximum effect when they are throughout a home.

All those little things such as broken light switches, chips in paintwork, chipped tiles, stained carpet and other obvious damages are easy to fix and show buyers that the property is well looked after.

If you are not able to do the repairs yourself, you can always have a handyman attend to them for you, we have several that we use regularly and can recommend to you.

03 DEEP CLEAN & DE-CLUTTER

Have a look at other properties on the market for sale, you will notice that they have been thoroughly cleaned and de-cluttered.

Removing clutter allows prospective buyers to see the home properly and can help them visualise themselves living there!

Give your home a deep clean especially in the areas normally overlooked such as the pantry, linen cupboard and bathroom vanity cupboards.

04 STYLE YOUR HOME

The 'display home' feeling really appeals to buyers. Stylists use appropriately scaled furniture items so that rooms look and feel as good as they can.

Considering that we want prospective buyers to imagine themselves living in your home, styling can be a great way to give your home mass appeal.

You can do it yourself or hire a professional. There are many case studies where a higher price has been achieved simply by having the home styled for sale.

05 LET THE LIGHT IN

Bring in as much natural light as possible by opening curtains and raising blinds.

Replace blown light bulbs, you will need all of the lights working for the photoshoot, even the range hood!

It's also a good idea to have the lights on for all open homes and inspections.

06 MAKE OUTSIDE APPEALING

One of the most underrated areas of sale preparation is the exterior of the home.

Write a list of the odd jobs needing to be done outside, these should include:

Trimming trees/plants

Weed garden beds

Mow lawns and trim edges (ensure no grass clippings are left on the lawn or in the garden beds)

Remove cobwebs

Clean windows

Clean decking, pathways and other hard surfaces

Consider the facade of the home as this is the very first thing that buyers see and judge the home on.

Another great way to add value, is to create an all-weather entertaining area where buyers can imagine themselves enjoying the lifestyle the home offers.