



101 TIPS

How to present your home for sale
and get the best price

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REAL ESTATE

Maintenance

- 1 Make sure you repair all the major and minor items that need repairing in your house. If a potential buyer is viewing the property and sees a broken or defected item, they may think that the owner didn't take care of other items around the property too.
- 2 Check that all the painted walls and cabinetry are still intact and aren't peeling. If they are in need of repairing then do so.
- 3 Small repairs such as a leaky tap or a squeaky door can make a big difference in a buyer not wanting to purchase your home. So be vigilant and fix the small issues.
- 4 Check for faulty light globes and replace any if needed. A dull or flickering light can make a huge difference in the properties atmosphere.

Atmosphere

- 5 Remove all bad odours from your property as this can create a bad image for any potential buyers. A clean smelling house creates a positive effect. Things such as pet odours, cigarette smoke, cooking odours etc can have negative impacts on the atmosphere of your property.
- 6 Removing the source of these odours is the most efficient strategy, although you can purchase carpet cleaners/deodorises, air fresheners and room deodorises to help with the problem.
- 7 The only way to remove the scent of pet soiling from the floor is to replace the carpeting and the underlay. This may seem unimportant but if this odour is preventing the sale of your house then you should not hesitate to invest in the removal of it.

- 8 Smoke and cooking odours can easily be fixed by having any carpets, curtains and furniture cleaned and aired out.
- 9 Another huge problem is mildew odour. Do not allow wet towels to accumulate in hampers or dirty clothes to stack up in wardrobes.
- 10 By cleaning out air conditioning vents at least once a month, you can minimise dust particles which can circulate odours throughout the house. Professional cleaning of the air vents is also an option.
- 11 Once all negative odours are removed, consider adding pleasant scents via the use of candles or incense in various rooms of the property.

Cleaning

- 12 You should clean every inch of your house and make sure you put in the effort to make it look almost brand-new.
- 13 Don't forget to clean the windows including the laundry and garage.
- 14 Clean all carpets and rugs (either professionally or with carpet cleaners)
- 15 Clean and polish tiles, wooden floors and any other floor or wall substances that may need a wash.
- 16 Clean over all light fixtures.
- 17 Clean all the ceiling fans as these items are known to carry enormous amounts of dust.

Staging

- 18 Small details or accessories can enhance the appearance of a space. Using items such as vases, flowers, books or baskets can add an appealing effect to the environment.
- 19 Be careful not to clutter the environment or it can look messy.
- 20 When choosing to add colours into the environment, as a rule of thumb always add no more than 3 colours at a time. Cushions or throw rugs are a great way to add small splashes of colour to the space.
- 21 Avoid use of heavy curtains as they can make the environment seem darker than usual. Instead, use sheer white blinds or panels that allow light to still enter.
- 22 Light is the key to making an environment more attractive. Always aim for maximum natural light and add extra lamps or lights when needed. Just make sure they are all working properly and are clean.
- 23 Using 'warm-white' globes have a more romantic affect and create a bright appearance. Avoid harsh fluorescent lighting and aim for LED globes as they are more beneficial.

Managing Space

- 24 Simplicity is the key. If a room looks overcrowded, try removing some furniture to make the space feel more spacious and larger.
- 25 Remove items that may clutter your space.

- 26 Shelves and cupboards should not be packed to its capacity. It should seem as if there is ample space to add more items.
- 27 When showing a property, make sure all the lights are on as this creates a sense of space and makes the environment brighter.

Exterior

- 28 When selling or renting a house, its important that the exterior looks as good as the interior. The outside is what draws people in.
- 29 A touch of colour added near the front door step such as a ceramic vase or a basket of flowers can be inviting for potential buyers.
- 30 If you own a front veranda or porch, set up the space to make it seem usable, such as placing outdoor furniture and some potted plants.
- 31 By using an outdoor welcome mat, it can be easier to keep your property clean whilst being viewed as this encourages people to wipe their feet before entering.
- 32 Make sure all windowpanes and screens are not broken or cracked, if they need repairing then do so.
- 33 If needed, repaint the front door with a fresh coat of paint, as this is one of the first things the buyer will notice before going into the property.
- 34 If your property has any stone or concrete walls or tiling, make sure they aren't stained or have any mildew on them, if they do then using a high pressure hose may be of great use to clean them.
- 35 Clear any footpaths or stepping stones of any leaves or dirt.

36 Consider adding an outdoor feature such as hanging flowerpots or a small water feature in the garden as this can add character even before the buyer steps inside.

The Backyard

37 The first step in making sure the backyard is suitable for viewing is to mow the lawn and trim all bushes and trees.

38 Try adding some flowers in the garden, along footpaths or close to the backdoor as these will bring life into the yard. Flowers that have a nice aroma such as lavender would set the right atmosphere for buyers.

39 By adding mulch bark around your bushes or trees, it will freshen up the environment.

40 Setting up a backyard scene is very important. By placing outdoor seating such as a timber bench under a tree or along a fence, it will make a large difference to the space.

41 Timber decking should not look faded or worn out. If a quick wash doesn't help make it look brighter, then consider adding a quick coat of stain or paint.

42 Check the fencing for any holes or loose pieces of wood (or a dented metal panel) and replace or fix any imperfections.

The Front Entry

43 The front entry is the first interior space that is viewed. It makes a huge first impression on the property. Make sure it is tidy and uncluttered.

44 Small accents can make the space look welcoming such as a small flowerpot or a vase.

45 Why not add a small rug to the space? If you have a long hallway, a hallway runner rug is a perfect option as it leads people to another space.

46 Are you requesting people to take off shoes before entering the property? It would be a good idea to set up a small shoe rack outside or in the front entry (out of the way) for convenience.

Stairways

47 If your property has stairs of any kind, make sure they are highly visible, clutter-free and well lit.

48 If your stairs have railings, make sure they are secure and clean.

49 If your stairs are larger and have an adequate landing space, choose to add a feature such as a large artwork on the wall or even a pot plant.

50 Adding photographs along the wall of your stairs can also prove to have a positive effect, as long as you don't make the walls look cluttered.

Bathrooms

51 Make sure all bathroom spaces are clean including toilet bowls and sinks.

52 Clean all tiles, grout and shower screens and make sure they don't look yellow or worn out. Replace shower curtains if they are dirty or worn.

53 Don't leave out personal items or products on counters or bathtubs and put everything away in cupboards.

54 Leaky taps should be replaced.

55 If you have any cabinets or drawers in the bathroom, clean them out and organise them to look neat and tidy. Don't overpack! You want to make it seem like there is plenty of space for more items.

56 All white or neutral bathrooms may need some colour added to them. Add some coloured towels or a bath mat to the space to create a more inviting appeal to the space.

57 Consider placing scented candles or incense on countertops of bathrooms but do not make it too strong or overwhelming or it may seem like you are trying to hide a bad aroma.

Living Areas

58 If you have a fireplace, make sure you sweep and clean it. If you are showing during winter or spring months, even lighting the fireplace can create a calm and inviting atmosphere.

59 Remove any excess furniture you may have especially in living areas as this is a high traffic flow area.

60 Make sure all doors are fully open and can be opened easily.

61 Remove oversized tv sets if they dominate the room. Either get rid of completely or replace with a smaller one.

62 Check you have removed all cobwebs and dust from wall corners and horizontal elements.

63 Fresh fruit such as lemons or limes placed in attractive bowls can create a pleasant aroma.

64 Organise and clean all bookshelves and storage spaces. Make sure all these storage spaces are able to be opened/shut and don't overcrowd or overstuff shelves or drawers. You want it to look like there is an adequate amount of space.

Kitchen

65 The kitchen is one of the most important spaces of the property. All countertops and horizontal spaces should be clear and clean. Do not clutter the space.

66 Remove any dishes, washing liquid, brushes or other products that may make the space look messy.

67 Check the sink and make sure it is clean and empty.

68 Keep the refrigerator top clear and remove all items on top of it.

69 By adding an open cookbook, a fruit bowl filled with fruit or flowers in a vase, you can set an inviting atmosphere.

70 Try adding aromas by baking cookies, bread or cake before the viewing to make the kitchen smell nice and give a cosy environment.

71 Place potpourri in a bowl to add to the inviting aromas.

72 Add place settings on countertop eating areas with napkins, place mats, etc and add cushions on seating.

Dining

- 73 Set the scene around the dining table. Make it as large as possible, but also make sure you can freely move around it.
- 74 If there isn't enough space to move freely around the table then consider pushing it against a wall.
- 75 Add elements on the dining table such as a flower arrangement or an attractive ceramic or glass bowl.
- 76 Remove unnecessary chairs around the table as too many chairs can clutter the space.

Bedrooms

- 77 Every room in the property should be well presented and bedrooms are no exception. Check they are all clean and tidy.
- 78 Make sure you have your beds made up with the prettiest sheets and quilts.
- 79 Possibly add some cushions to the bed that match with the bedding.
- 80 Paint the main bedroom a light colour to make it appear larger.
- 81 Remove any furniture that may crowd the space and minimise clutter to maximise the space.

- 82 Potential buyers are looking for bedrooms with large wardrobe space. Remove all items on the wardrobe flooring as this will make the wardrobe look larger.
- 83 Clean all the cupboards including the drawers and hang an air freshener in the wardrobe or the room itself so that the potential buyer is greeted with a fresh scent when they enter the room.
- 84 If your wardrobe has lighting, make sure all the lights are working properly.
- 85 Remove all personal belongings such as wall posters or photos.

Laundry

- 86 A laundry is an asset to your home and should be properly presented. Make sure it is all clean and clear of dirty laundry.
- 87 If possible, add a fresh coat of paint to the walls.
- 88 All cupboards, shelves and storage areas should be organised and free of bad aromas.
- 89 All dirty laundry should be removed from the property when inspection is taking place. If this isn't possible then place it into a closed container.
- 90 As this room is often dealing with wet atmospheres, the ceilings, walls and floors should be checked and clear of mildew or mould.

The driveway

- 91 Clear the driveway of any leaves, dirt or mould and repair any cracks. You want the driveway to look clear and manageable as it's one of the first things a buyer will see.
- 92 Remove any stains from both the footpath and the driveway.

Garage

- 93 Wash the garage floor to ensure there are no dirt or stains.
- 94 Organise your tools and garden equipment in a clean, organised manner. Organised garages look larger.
- 95 If the garage is very dark then add some extra light either by adding a temporary portable lantern or floor lamp.
- 96 If your garage only accounts for one car space then remove your car from the garage before the buyers inspect your property as it will look bigger.

- 97 If you own a large garage, set up the scene to make it look like a teenagers retreat or a recreation space. Add a lounge, hang some picture frames on the walls and possibly add a foosball table or ping pong table to the area to suggest these possibilities.

- 98 Clean and tidy any workbenches and sinks as these are high selling points to a property also.

General

- 99 Make sure there are no odours in any room of your property and aim to keep the areas clutter free.
- 100 Remove all personal items from your home such as photographs, children's artworks on the fridge etc, as it will make it harder for a buyer to visualise them living in another person's home.
- 101 If you are having an open house or a private inspection, its better if you aren't present during these times as it makes buyers uncomfortable if the current owners are there and its harder for them to visualise living there. Leave it up to the agent to sell your property.

Who to contact?

"I hope you have got great value out of reading these tips. Please don't hesitate to contact me if you wish to discuss your property goals and the value of your investment"

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