

## Preparing your home for sale

### Disassociate yourself with your home

1. Say to yourself, “this is now a house to be sold that will enable me to move to the next chapter in my life”.
2. Make the mental decision to ‘let go’ and focus on preparing the house for sale.
3. Picture yourself handing over the keys and envelopes containing appliance instructions to the new owners!
4. Don’t look backwards - look toward the future.



### De-Personalise

Pack up those personal photographs and family heirlooms, it is okay to leave a few pictures out. Buyers can’t see past personal artefacts, and you don’t want them to be distracted. You want buyers to imagine their photos on the walls, and they can’t do that if yours are there. You don’t want to make any buyer ask, “I wonder what kind of people live in this home?” You want buyers to say, “I can see *myself* living here”. Put away any jewellery or small precious items just to be safe.

### De-Clutter!



People collect an amazing quantity of junk. Consider this: if you haven’t used it in over a year, you probably don’t need it.

- If you don’t need it, why not donate it or throw it away.
- Pack up “knick-knacks” if you think there are too many.
- Clean off everything from kitchen benches.
- Put essential items used daily in a small box that can be stored in a closet when not in use.

Think of this process as a head-start on the packing you will eventually need to do anyway.

### Rearrange Bedroom Closets and Kitchen Cabinets

Buyers will open wardrobes and cabinet doors. Think of the message it sends if items fall out! Now imagine what a buyer believes about you if they see everything organised. It says you probably take good care of the rest of the house as well.

- Neatly stack dishes/plates.
- Turn coffee cup handles facing the same way.
- Hang shirts together, buttoned and facing in the same direction.
- Line up shoes.
- Neatly fold items in the linen cupboard.

## Rent a Storage Unit

Almost every home shows better with less furniture. Remove or move pieces of furniture that block or hamper paths and walkways and put them in storage. Remove extra leaves from your dining room table to make the room appear larger. Leave just enough furniture in each room to showcase the room's purpose and plenty of room to move around. You don't want buyers scratching their heads and saying "what is this room used for?" If you have an empty bedroom see if you can borrow a bed and dress it as a bedroom.



## Remove/Replace Favourite Items

If you want to take curtains/drapes, built in appliances or fixtures with you, remove them now. If the chandelier in the dining room once belonged to your great grandmother, take it down. If a buyer never sees it, they won't want it. Pack those items and replace them if necessary.

## Make minor repairs

- Replace cracked floor or wall tiles.
- Patch holes in walls.
- Fix leaky taps.
- Fix doors that don't close properly and kitchen drawers that jam.
- Consider painting your walls neutral colours, especially if you have grown accustomed to purple or pink walls. (Don't give buyers any reason to remember your home as "the house with the orange bathroom").
- Replace burned-out light bulbs.
- If you have considered replacing a worn bedspread, do so now.



## Make the House Sparkle!



- Wash windows inside and out.
- Rent a water blaster and spray down paths and exterior.
- Clean away cobwebs.
- Polish chrome taps and mirrors.
- Vacuum daily if you can.
- Dust furniture, ceiling fan blades, light fixtures and extractor fans in bathrooms.
- Bleach stained grout.
- Replace/remove worn rugs
- Hang up fresh towels.
- Clean and air out any musty smelling areas. Odours are a no-no.

## Scrutinise

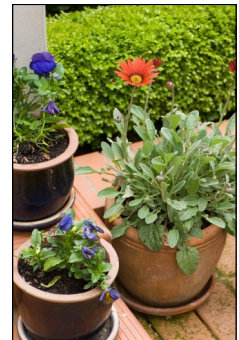
Go outside and open your front door. Stand there. Do you want to go inside? Does the house welcome you?

- Linger in the doorway of every single room and imagine how your house will look to a buyer.
- Examine carefully how furniture is arranged and move pieces around until it makes sense.
- Make sure curtains are hanging level.
- Tune in to the room's statement and its emotional pull. Does it have pizzazz?
- Does it look like nobody lives in this house? You're almost finished.
- Have a scented candle available for viewings/open homes.

## Check Street Appeal

If a buyer won't get out of their car because they don't like the exterior of your home, you will never get them inside. First impressions last and we have had buyers say no to viewing a house purely based on what they see from the outside and then love it once we get them inside.

- Keep footpaths cleared.
- Mow the lawn.
- Paint faded window trim.
- Plant flowers or group flower pots together. A burst of colour in the garden will improve appeal.
- Trim hedges and trees.
- Make sure visitors can clearly read your house number.



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