

# when it's time to **sell** your home

There are some simple and often inexpensive details that can make all the difference to your property being seen as desirable to your prospective purchasers.

Each and every home offers something of interest to those who view it. Hopefully the following notes will help you maximize your asset and lead to a successful sale at your desired price.



Feel free to phone me for advice. I am happy to pop in and help you identify and showcase your home's best features, suggest improvements to the "not so desirable" and, more importantly, offer my expertise in suggesting manageable enhancements before you list your property for sale.

Imagine you are a potential buyer for your home.....what do you see?

## **First impressions**

Ensure the entrance to your home is inviting.

- Do the front fence, steps or front door need a coat of paint?
- Would the addition of some mulch and a few flowering plants in the front garden add a cheerful touch?
- Space permitting, could framing the front stairs or front door with feature plantings in matching pots add a welcoming addition to highlight your home's entrance?
- Make sure all outside lighting is bright and in working order; you might be surprised at how many buyers drive by at night to just "see" how a home they have viewed during the day might look during the evening.

Remember "first impressions" are the most lasting, so take the opportunity to impress your potential buyer from the minute they arrive to view your property.



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## **Kitchens**

The nurturing heart of any home, the importance of the kitchen can often be overlooked by sellers and placed in the “too hard basket”. Unless you are selling a renovator, meaning the buyer will have to completely re-do the kitchen, consider these following points.

- Would a coat of paint freshen the look of the room?
- Would the addition of new light fittings add brightness?
- Are the flooring and bench tops in good repair?
- Would new doors and handles give an inexpensive “face lift” to an otherwise great working kitchen?
- Are the appliances in good working order? Sometimes simply replacing an aging appliance can add immense value to a potential buyer’s impression of a kitchen.
- Is it time to toss out unwanted clutter or stow items away neatly in the cupboards?



Buyers like to see clean, tidy kitchens free from clutter. Sort out the excess bits and pieces you have collected and give the impression that cupboards and pantrys are roomy. Buyers often check to see if there is adequate storage for their own needs.

## **Bathrooms**

Clean and smelling fresh are the most important factors when it comes to bathrooms and toilets.

- Are the basins, toilets, showers and baths in need of replacement or repair?
- Would a coat of paint brighten and give a fresh look to the bathroom?
- Are there cracked or chipped tiles?
- Is it time to re-grout tiles?
- Does the exhaust fan need washing?
- Would replacement of the tapware give an instant face lift to an otherwise great functional bathroom?
- Would new fluffy towels, handmade soaps or candles add an instantly luxurious look to your bathroom?



Scrub tiles, shower screens and floors to attract buyers! Remove all clutter, makeup and toiletry items from bench tops. These can often make your bathrooms look small and cluttered. Remember to remove shampoos, conditioners and the like from the shower or bath and stow them in the cupboard; they remind buyers there is inadequate space for their own toiletries.

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## Bedrooms

Size is important but by no means a deal breaker. Peaceful, relaxing and restful bedrooms attract buyers. Attractive bedrooms are, in the end, up to individual taste but these few questions might be worthy of your consideration.

- Is the bedroom too cluttered or over furnished?
- Are fabric window treatments and bed linens in good repair?
- Would a few new cushions or pillows add a touch of luxury?
- Are clothing and shoes stowed and neatly stored in cupboards?
- Are there built-in cupboards?
- Is the room inviting and relaxing?
- Are there too many personal items on view?



When it comes to bedrooms the accent should be on comfort and simplicity. A relaxing space with dimmed lighting is always appealing to buyers. Remember small inexpensive purchases like candles set the mood and add a touch of the exotic to the eyes of your potential purchasers.

## Internal living areas

Undoubtedly personal but ultimately functional, your living rooms deserve careful attention when it comes to presenting your home and showing it at its most appealing. The focus should be on relaxation and entertainment.

- Is it easy to navigate around furniture?
- Is there too much furniture?
- Do the carpets need a deep clean?
- Would the addition of a painted feature wall add focus to the space?
- Too many knick-knacks? Keep them to a minimum as these might be viewed by buyers as clutter.
- Is it time to add a few touches of colour with a collection of cushions?



When it comes to your living areas remember “less is more”. Inviting living areas give buyers a feel for how they would use these areas when relaxing and entertaining their families and friends.

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### **The great outdoors**

Decks and verandahs offer sellers the perfect opportunity to show their homes in a more relaxed entertaining mode, a definite advantage for those of us in Queensland!

- Does your outdoor furniture need a wash or coat of paint?
- Would the addition of a new table cloth or place mats add a touch of colour?
- Are there too many pot plants?
- Does the BBQ need a new cover or a good wash?
- Do the decking timbers need paint or replacement?



Buyers gravitate to decks and verandahs as they provide a vantage point for viewing both inside the home and the gardens or courtyards outside.

### **In general**

- Does the house need a wash?
- Could the garden use a mini make-over?
- Are the gutters filled with leaves?
- Are you hoarding long overlooked and outgrown household items that could be offered to charity or thrown out?
- Would some touch-up paint give a fresh appearance to timbers?
- Do you need brighter light bulbs?
- Are there too many personal items on show?
- Do you need to organize a storage facility for the duration of the sale?

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### **A few thoughts in conclusion**

My intention in suggesting some manageable tips is to assist you to realise your property's maximum value.

Viewing your property "through the eyes of a buyer" allows you to see the obvious improvements and touches that can easily add value to your home and make it more appealing to the largest number of buyers in the market place.

Preparing your home for sale need not be a daunting process. One suggestion I offer to all my sellers is this; take a notebook, start at the front of the house and move from room to room making notes of things you feel might need attention. I am happy to do this with you, if you would like my assistance.

Once the list is compiled, divide the tasks,

- I can do.....
- the children can.....
- an electrician for .....
- the handyman can... etc

Break it down into manageable portions and organise your timeframes for completion of the various tasks. I am able to offer lists of tradesmen from chimney sweeps to handymen to decorators. Again, just ask.

Good luck! My best wishes for the successful sale of your property!