

CHECKLIST

PREPARING YOUR
HOME FOR SALE

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MAXIMISE YOUR PROPERTY'S BUYER APPEAL

One of the most effective ways to generate maximum buyer enquiry, engage buyers at an emotional level and add significant value to your property, is by spending time preparing your property for sale.

Here is a handy checklist that walks you through room by room on how to leverage your property's potential.

MAKE A GREAT FIRST IMPRESSION

People often do a 'drive by' a property before they decide if they want to come in for an inspection. Ensuring your property has great curb side appeal can pay dividends down the track.

- Sweep all the paths and keep them swept for the duration of the sales campaign
- Power wash the paths and fence to ensure they are as clean as possible
- Weed the front garden and any garden bed visible from the street
- Mow the lawn and clip the hedges
- Fix the front gate if it doesn't open properly
- Ensure the letterbox is cleaned out every day
- Consider planting flowering plants in the front garden
- Clean all the windows
- Ensure there are no cobwebs, wasps nest or dirt on fascia and eaves
- Consider painting the façade or the fence if the paint is excessively damaged or peeling
- Make sure the street number is clearly visible
- Ensure outside lights are working and leave them on during the sales campaign period

IF YOU ARE SELLING AN APARTMENT

- Sweep outside the front door
- Ensure windows are cleaned and blinds / shutters are open
- If you have a visible balcony, ensure it is tidy and table and chairs are positioned neatly
- Add some flowering plants to the balcony or hang a window box outside the kitchen window

Overall property presentation

THE WALLS

- Look at the interior walls of your property and fix any marked, chipped or peeling paint
- Consider painting the interior, including the ceilings, to freshen up the whole property
- Consider repainting any bright or colourful walls to a neutral colour

THE FLOORS

- Steam clean all the carpets
- Refinish the floorboards if they are heavily scuffed or worn
- If your carpet is very stained or damaged consider replacing it or pulling it up if there are floorboards underneath

FIX ANY POTENTIAL HAZARDS

- Walk around the property and identify and fix anything that could be a safety issue for first time visitors.

THE ROOF

- Replace or fix any chipped or broken tiles as this will be identified by a building inspection
- Fix any leaks

MAKE THE MOST OF YOUR ENTRANCE

- Ensure your door mat is clean and free of animal hair or consider replacing if its old and dirty
- Clean the door and paint it, if needed
- Ensure the door handle is wiped down and consider replacing if its chipped
- Consider adding pots with plants outside the front door
- Clean away dirt and cobwebs from around the door frame / eaves

KITCHEN

This is one room buyers prioritise, they know how much they cost to update, so spending time making your kitchen look its best is a smart decision.

- Clear all clutter from the benches – leave only a few nice ‘feature’ appliances
- Ensure the oven and cook top is sparkling clean – inside and out
- Consider replacing the splashback if you just can't clean the cooking grime off
- Wipe down every surface, cupboard and in and behind all nooks
- Consider replacing the benchtop if it looks too worn - look for economical options
- Clean out and organise all the kitchen drawers as buyers do look inside
- Wipe out the fridge and remove anything that smells
- Adding new cupboard doors can help totally transform a tired kitchen without costing a fortune

BATHROOM

In this space you want to create a feeling of cleanliness and luxury, where buyers can picture pampering themselves after a long day.

- Wipe down and clean every surface as you want the bathroom to look pristine
- Remove all personal clutter from the top of the vanity and from within the shower / bath area
- Ensure the tiles are in good shape - do they need to be repainted or replaced?
- Clean, replace the grout and ensure there is no sign of mould anywhere
- Clean any glass and mirrors
- Squeegee the shower screen after each use
- Clean out the drawers and cupboards. Throw out anything you don't need or want and arrange items neatly
- If the vanity is peeling or buckled from water damage, consider replacing it
- If you have a small bathroom, adding a large mirror is a cost-effective way to transform the room
- If space is tight put towel rails behind the door
- Open the windows to let light and fresh air in
- See if you need to replace the toilet seat – this is easy and cheap
- Add a luxury feel to the bathroom with fluffy towels, fresh bar of beautiful soap, a small vase of flowers or perhaps an oil diffuser

BEDROOMS

Bedrooms, and in particular the number of bedrooms a property has is key to buyer appeal. Spending time creating space in your bedrooms, or converting unused space into a guest room can pay off come sale time.

- Clutter from every bedroom including the top of bedside tables
- Declutter bookshelves and desks to create a feeling of space
- Organise and tidy inside your cupboards as buyers look inside
- Consider adding built in storage if you don't have any – but weigh up the costs first
- Remove the bulk of the kids 'stuff' and neatly display what is left to show how a buyer could have a beautifully organised kids room
- Consider investing in fresh linen
- Add some personal touches such as a candle on a bedside table, with a small vase and a book
- Can you convert an extra room such as a study or an office into a guest bedroom for the sale? This can add dollars to the sale price.

LIVING / FAMILY ROOMS

Today's buyers love having a feeling of flow through the property. To achieve this spending time arranging your living space to encourage flow is important.

- Remove unnecessary and bulky furniture to create a sense of space and flow
- Create a focal point in the room – perhaps a fireplace, a view out to the garden, a painting, television etc and position the furniture around this
- Remove your personal items including the majority of photos
- Fluff up the cushions and position them neatly
- Keep the décor simple
- Bring a bit of nature inside with some potted plants or some flowers in a vase
- Add 'lived in' vignettes that give your property a bit of stylish personality

OUTSIDE DINING / LIVING SPACE

Showcasing the outside lifestyle your property offers is a good idea. Most buyers love being outside so if you have a garden, a courtyard or a balcony make the most of it.

- Make sure the garden is looking its best
- If you own a pool this must be sparkling and properly fenced. NB some states require pool safety certificates
- If you own a fire pit, make sure it is cleaned out and ready to go
- If you have a small courtyard or balcony adding a table and chairs with a vase of flowers looks great

AWKWARD AREAS

If you have a space below a staircase or a nook or alcove anywhere in your home, try to find a way to show it off. Could you create a workspace, a home command centre with a bulletin board, or built in shelving? You'd be surprised this may become a selling feature of your property.

WE HOPE YOU FOUND THIS CHECKLIST USEFUL TO PREPARE YOUR PROPERTY FOR SALE.

Of course every property is different, so if you want to find out exactly what you should be doing to your specific property, talk to your local McGrath Sales Agent. They know exactly what local buyers are looking for, what they are prepared to pay more for and how you can enhance these features in your home when you're selling.

For a chat about your property visit [mcgrath.com.au](https://www.mcgrath.com.au) to contact your local Agent.

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