

# PREPARING YOUR HOME FOR SALE



Our Top 22 Tips



Tip 1  
Gardens

Embarking on the journey to sell your home is no small feat, and the garden can often be a deal-breaker!

You see, your garden isn't just a patch of grass; it's the potential for sun-soaked summer BBQs, a sanctuary for birds, a playground for the little ones, or a peaceful retreat for a green-thumbed retiree.

So, let's roll up our sleeves and dive into the world of garden makeovers. Remember, this isn't a sprint; it's a marathon.

Preparing your garden for sale isn't an overnight job. It's a labour of love that can take anywhere from 3 to 6 months, but oh boy, is it worth it! From nursing your lawn back to health to waging war on weeds to introducing new, vibrant plants, there's a lot to do. But don't worry, we've got your back. Every step of the way, we'll provide you with the tips and tricks you need to transform your garden into a buyer's dream.

*Tip 1*  
*Gardens*



Tip 2  
Patch and Paint  
the walls

Are you ready to put your home on the market? It's time to roll up your sleeves and break out the paintbrushes!

One of the easiest and most cost-effective ways to freshen up your space is to patch and paint your walls. Not only does it cover up any scuffs or minor damages, but it also provides an opportunity to modernize your home's colour palette. A fresh coat of paint can bring a room back to life, making it inviting and appealing to potential buyers. And remember, you don't have to do it all on your own.

Reach out and we will give you our advice and we can also recommend some great local painters and carpenters.

*Tip 2  
Patch and Paint  
the walls*



Tip 3  
Give the property a  
heavy duty clean

Let's talk about the power of a deep clean. Your home isn't just a building; it's a story, and every nook, corner, and cranny contributes to that narrative.

Dust and grime, hiding in places you've not seen in ages, can alter that story for prospective buyers. This is where a thorough spring cleaning comes in handy. Picture this: a prospective buyer is touring your property, and they open every cupboard, peer into every corner, and what they see is spotless! That's the power of a deep clean. It's not just cleaning; it's preparing your home to create the best first impression and to secure the best deal.

So, bring out that vacuum, put on those gloves, and let's get to scrubbing!

Again we have some recommendations for great local cleaners.

# Tip 3

Give the property a heavy duty clean



Tip 4  
Steam clean or replace  
carpets



When it comes to preparing your home for sale, never underestimate the power of a clean, fresh carpet. It's one of the first things potential buyers notice and can be a game-changer in their overall impression of your home.

Now, you may be wondering whether to steam clean or replace the carpets. If your carpet is just a little grubby or has minor stains, a good steam clean can make a world of difference, reviving its original colour and eliminating any off-putting odours. But, if it's significantly worn out, outdated, or heavily stained, replacing it could be a worthy investment, as it can significantly uplift the look and feel of your interiors.

Remember, every element of your home contributes to its market appeal, so it's crucial to make it look its best!

*Tip 4*

*Steam clean or replace  
carpets*



Tip 5

Maintenance and repairs

Trust me, a little elbow grease goes a long way!

Start by tackling any overdue maintenance tasks that might scare off potential buyers - think leaky faucets, chipped paint, or that squeaky floorboard in the hallway. Next, consider making minor repairs that could add significant value to your home. It could be as simple as sprucing up the kitchen with a modern backsplash or giving the walls a fresh coat of paint in a trendy neutral hue. Remember, every bit of effort you put into getting your home in ship-shape could mean extra dollars in your pocket at the end of the day.

So, grab your toolbox and let's get your home ready for its market debut!

*Tip 5*

*Maintenance and repairs*



Tip 6

Don't forget outside

First impressions count, and when it comes to selling your house, the entrance and front door are the first things potential buyers will see.

So, let's get them spruced up and ready for sale! Start by making sure the pathway leading up to your entrance is clear and inviting.

Sweep up any leaves or debris, and add a few potted plants for a touch of greenery.

Next, take a good look at your front door. Could it use a fresh coat of paint? Maybe a bright, welcoming colour to catch the eye? Don't forget to polish up the door handle too. Remember, it's all about making your home feel welcoming and loved.

A little bit of effort can go a long way in making a great first impression!

# Tip 6

*Don't forget outside*



Tip 7

Neutral colour scheme

Neutral shades like whites, greys, and beiges create a blank canvas that allows potential buyers to envisage their own decor and personal touches.

A neutral palette maximises the home's appeal by providing a calm and inviting atmosphere. Besides, it makes spaces appear larger and brighter, which can be a real game-changer.

So, get those paint brushes ready—it's time to spruce up your home and get it sale-ready!

*Tip 7*

*Neutral colour scheme*



Tip 8  
Upgrade your door  
handles



When it comes to preparing your home for sale, don't overlook the small details - they often make the biggest difference!

Take your door handles, for instance. These seemingly insignificant fixtures are actually your home's first point of physical contact with potential buyers.

Swapping out outdated or worn-out door handles for new, stylish ones can instantly elevate the look of your home and leave a lasting impression. It's a quick and inexpensive makeover that could potentially add value to your property.

So go ahead, add a little sparkle to your doors and see the difference it makes!

*Tip 8  
Upgrade your door  
handles*



Tip 9  
Make each room look  
its best

When it's time to prepare your home for sale, each room needs to shine brighter than a new coin!

Start with a good old declutter - nothing puts off potential buyers like unnecessary clutter. Then, think about staging each room to highlight its best features.

A fresh coat of neutral paint can work wonders in updating a space and making it feel larger and lighter.

Don't forget the small details: clean windows, well-lit spaces, and a quick dusting can make a world of difference.

Remember, you want to make it easy for potential buyers to visualize the space as their own. Let's turn your home into a buyer's dream!

*Tip 9*  
*Make each room look its best*



Shawn & Kym  
REAL ESTATE

Tip 10  
Consistent colour  
scheme throughout

When you're prepping your house for sale, it's crucial to consider the colour scheme throughout your home.

Think of your house as a canvas and your colours as the medium to create a harmonious and appealing masterpiece for potential buyers.

Aim for a consistent, neutral colour palette, such as whites, beiges, or light greys, that creates a bright, clean, and spacious feel. These colours not only give the illusion of more space but also allow prospective buyers to envision their own decor and personal touch in the space.

A consistent colour scheme can transform your home into a desirable property, making it an inviting prospect for potential buyers.

*Tip 10  
Consistent colour  
scheme throughout*



Tip 11

Define each room

Defining each room is a key step when you're preparing your home for sale.

It's all about showing potential buyers the possibilities! Don't let that spare room stay a storage catch-all. Clean it up and stage it as a guest room, a home office, or even a cozy reading nook.

Your lounge can visually tell a story of family movie nights, and your dining room can evoke images of festive holiday dinners. Remember, it's not just about selling a house—it's about helping buyers envision their future lives within these walls!

*Tip 11*

*Define each room*



Tip 12  
Add some fresh flowers  
and plants



Don't overlook the vibrant charm that fresh flowers and plants can add when you're prepping your house for sale!

A splash of fresh, colourful blooms or a couple of well-placed houseplants can really make your space come alive. It's not just about aesthetics either—plants also improve air quality, fostering a sense of freshness throughout your home.

Potential buyers will walk in and feel an immediate sense of welcome and positivity. So, before the next house inspection or open home, get yourself out to your local nursery or flower shop and bring some of that natural beauty indoors!

*Tip 12*  
*Add some fresh flowers and plants*



Tip 13  
Professionally stage  
your property

When you're preparing your home for sale, then professional staging can really make a difference!

It's all about presenting your home in its very best light, showcasing its assets, and making potential buyers feel right at home.

A professional stager knows the art of strategically placing furniture, using appealing decor, and creating a desirable ambience that will have buyers picturing themselves living in your space.

Trust us, it's not just about tidying up; it's about creating a lifestyle that buyers will find irresistible.

So, don't underestimate the power of a well-staged home.

*Tip 13*

*Professionally stage  
your property*



Tip 14

Fresh, new, clean towels

Adding fresh, clean towels to your bathrooms is a simple yet effective technique when preparing your home for sale. It's amazing how such a small detail can add a luxurious feel and enhance the overall aesthetic of your bathroom.

Not only do they show potential buyers that your home is well-cared for, but they also allow them to envision a clean, comforting lifestyle in their future home.

So invest in some plush, quality towels, preferably in neutral or warm colours, to create an inviting atmosphere when staging your home. It's all about those little touches that make a big difference!

*Tip 14*

*Fresh, new, clean towels*



Tip 15

Neatly pile kids toys

When you're getting ready to sell your house, don't forget about tidying up the kids' toys! It's astonishing how these little objects can make a room seem cluttered and smaller than it is.

Gather up all those scattered action figures, building blocks, and stuffed animals, and store them in colourful, labelled bins. This is not just about being neat—it's about showing prospective buyers that your home has ample storage space and is a place where they could comfortably raise their own family. So, grab those toys and let's start sorting!

*Tip 15*

*Neatly pile kids toys*



Tip 16  
Keep your private's  
private



When it comes to preparing your home for sale, it's really key to stow away your personal treasures.

Think about it - potential buyers need to imagine themselves living in your space, and that can be a challenge if they're distracted by your collection of antique teapots or family photos.

Plus, securing your valuables is a smart move to prevent any accidental damage or loss during house viewings.

So go ahead, pack up those personal gems and picture your home through a buyer's lens. It could just be the key to closing that sale!

*Tip 16*  
*Keep your private's*  
*private*



Tip 11  
Keep your cupboards and  
drawers clean

When you're preparing your home for sale, remember that it's not just about sprucing up the obvious areas.

Take a moment to think about your cupboards and drawers too!

Buyers are likely to peek inside to gauge the storage space. So, aim for the 'wow' factor! Tidy, organised cupboards and drawers showcase your home's potential and send a message that the property is well-maintained.

Remember, every detail counts in making that fantastic first impression. So, invest a little time in decluttering and cleaning. Trust us, it's worth the effort!

*Tip 11*  
*Keep your cupboards and drawers clean*



Tip 18

Crisp sheets

Nothing screams 'welcome home' like the sight and feel of crisp, clean bed sheets in a beautifully staged bedroom. It's one of those subtle touches that can make a world of difference when you're preparing your home for sale.

Potential buyers can visualise themselves living in your home, snuggling into the sheets after a long day.

So go ahead and invest in some fresh, high-quality bedding. It's a small detail that can help create a warm, inviting vibe, and you'd be surprised how much of an impact that can have on the overall impression of your home. Remember, when preparing for sale, it's all about helping buyers see your house as their future home.

*Tip 18*

*Crisp sheets*



Tip 19  
Pre-Inspection  
cleaning

Arranging a pre-inspection clean is a vital step in preparing your home for sale.

It's not just about sweeping the floors and dusting the shelves; it's about presenting your home in its best light, making every nook and cranny shine! Think of it as setting the stage for a grand performance - your home is the star, and potential buyers are the audience. A thorough clean can reveal your home's true potential, making it irresistible to buyers.

So, roll up those sleeves and make your home sparkle, or better yet, hire professionals who can make your home shine like never before. After all, first impressions last!

*Tip 19  
Pre-Inspection  
cleaning*



Tip 20  
Keep curtains and  
blinds open



When it comes to preparing your home for sale, natural light is your best friend!

An easy yet effective strategy is to keep your curtains and blinds wide open during inspections and open homes. This simple step can make rooms look more spacious and inviting, all while highlighting the great features of your home.

Sunlight streaming in through the windows gives life to the space, creating an appealing ambience that potential buyers are sure to love.

So go ahead, pull those blinds up, draw back the curtains, and let the sunshine in to show your home at its energetic, authentic, and bright best!

*Tip 20  
Keep curtains and  
blinds open*



Tip 21  
Make sure all your  
lights work

Let's shed some light on this, folks - you know what can really brighten up a potential buyer's day?

Walking into a home where all the lights are working perfectly! It's a small detail but oh-so-important.

You see, functional lighting not only showcases your home's best features but also symbolises a well-cared-for property.

So, before you list your home, do a round, flick those switches, and ensure every bulb is shining bright. Using white lighting can create an inviting atmosphere, making prospective buyers feel right at home from the moment they step in.

Remember, when preparing your home for sale, every little bit counts!

*Tip 21  
Make sure all your  
lights work*



Tip 22  
Make sure your home  
smells nice

When you're preparing your home for sale, never underestimate the power of a good smell! A house that smells pleasant and inviting can truly make a potential buyer feel at home.

It's a sensory experience that can instantly evoke warm and positive emotions.

Start by banishing any bad odours - take out the trash, clean the fridge, and air out any musty rooms.

Then, introduce pleasing scents. You can use scented candles and essential oil diffusers. Remember, the aim is not to overpower but to subtly enhance the atmosphere of your home.

A fresh, clean scent can work wonders and could be just the thing to cinch that sale!

*Tip 22*

*Make sure your home smells nice*

Selling your home involves numerous small and significant details that can dramatically influence the outcome. We are equipped with a host of dynamic strategies designed to ensure you secure the **BEST POSSIBLE PRICE** for your property.

These strategies are not standalone; their true power lies in the collective impact they bring. To shed light on these strategies and why they're absolutely crucial, we've written a book. Fancy a copy? Just head over to our website

<https://www.shawnandkymrealestate.com.au/our-book-rocket-science/> , and we'll send one your way in no time!

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AND SETTING NEW  
STANDARDS!!**



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