BAYSIDE

PROPERTY ~ AGENTS



# A FREE GUIDE

## PREPARING YOUR HOME FOR SALE

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# Let's Get Started

**WE'VE GATHERED OUR MOST IMPORTANT TIPS THAT WILL BEST PREPARE YOU FOR A SUCCESSFUL SALE:**

First off, remember that making your house look its best is a smart move. Put simply, the better it looks, the higher the offers.

Keep in mind that a potential buyer's perception of your home's value can be changed with minor alterations. That can have a big impact on your sale price.

This is a comprehensive rundown of considerations – not all will be required. Our recommendations take into account your budget, timeframe and willingness.

We've got a network of reliable contacts for every job, and we can handle all the quotes and get the work done for you. Plus, we have a unique option that allows you to defer renovation costs until the sale is complete.

Our main goal is to make your house the one that stands out to buyers. We've seen homes consistently outperform their expected values through our approach.

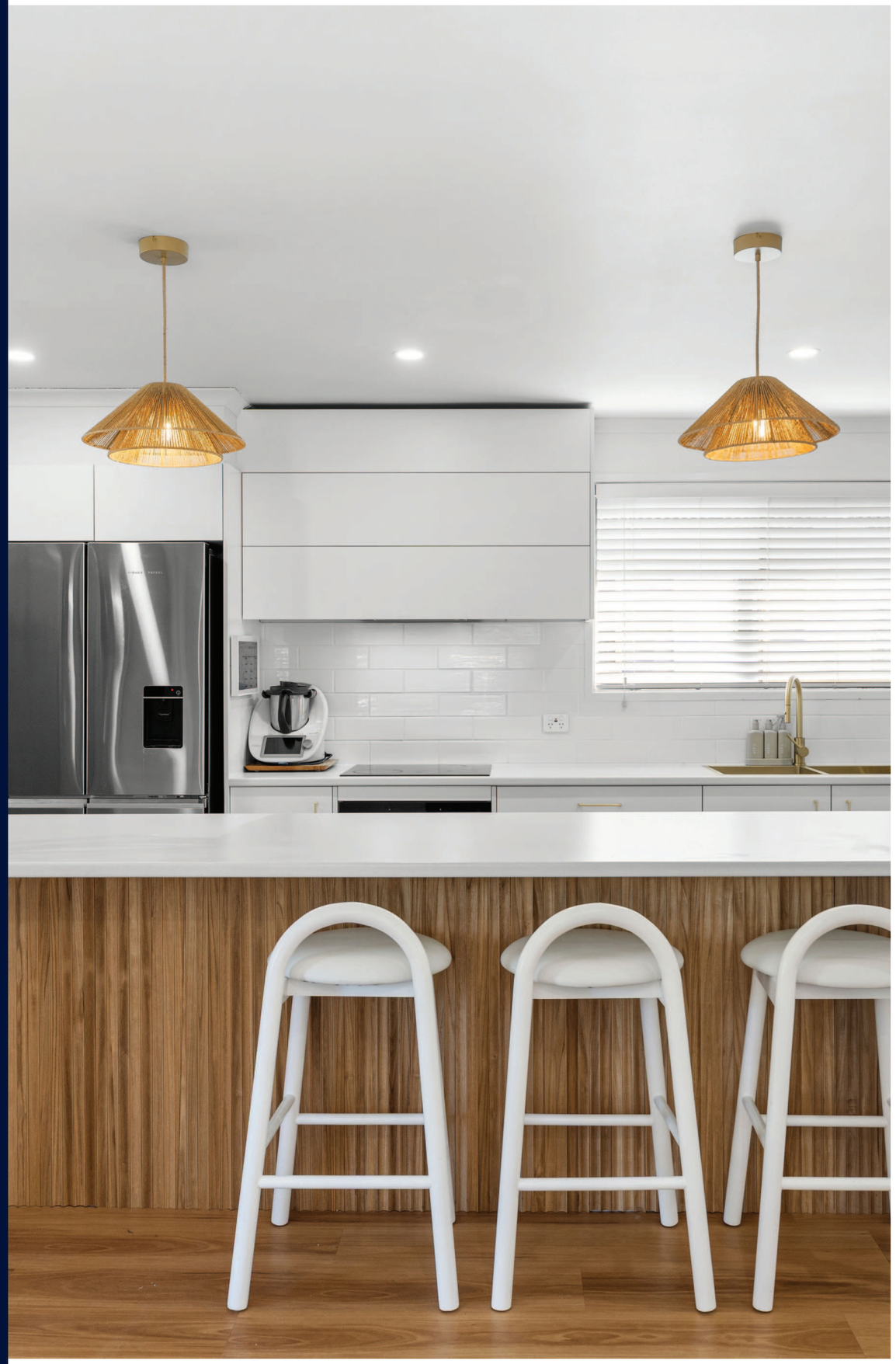
Don't forget, the key to all of this is preparation. Selling a home is a different game from living in one and we're here to help you make that transition smoothly.



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**DID YOU KNOW...**

We have reliable contacts for any required jobs, PLUS a facility to hold all costs until settlement. Ask us if you need any of these.



# Preparing Your Home For Sale

## 1 BUILDING & PEST INSPECTION

We get these on most properties prior to launch. It helps avoid surprises and focuses our efforts. The last thing we want is to find out about an issue when we are on the market or even under contract. The report will help us prioritise our house preparation.

## 2 FIRST IMPRESSIONS

Firstly, buyers will often drive past before viewing to decide whether to attend an inspection. Secondly, the perception of the value of the home starts early. They start forming their opinions on the way to the front door. Fences, driveways, paths and stairs matter.

## 3 KITCHENS

This room is vital to get right for sale presentation. Pay special attention to areas such as grout, benchtops, ovens and cabinetry, and give it a deep and thorough cleaning.



## 4 BATHROOMS

Bathrooms are an essential part of any property. They're just as important from a building and pest point of view as an aesthetic one. We even have a moisture-testing device to check your waterproofing.

## 5 OUTDOOR AREAS

Landscaping can be either your wow factor or a pitfall. We have simple ways to make the gardens look good for photos and inspections, and we pretty much keep a mulch company in business! The general rule with gardens: make it look low-maintenance.

## 6 LIVING AREAS

Make your living rooms cozy and inviting with a clean and tidy atmosphere. Decluttering your living space creates a sense of calm where guests can easily envision themselves sitting back and unwinding.

## 7 LIGHTING

Good quality lighting can be vital and updating your property with modern downlighting changes a house for the better. Older houses are especially renowned for poor lighting and even some newer homes are made dark by surrounding properties. There are affordable fixes we can help you with.

## 8 FLOORING

Flooring can define the age of a home. There are great solutions for all properties with both carpet and hard flooring. Whether you're cleaning, polishing, or replacing, we can get quotes and offer advice on what option will provide the best return.

## 9 PAINT

Painting is just about the best way to update a home. Whether it's a full internal and external paint or minor touch-ups to high-traffic areas, it will affect the buyer's opinion of the home.

## 10 TIMBERWORK

If timberwork is rotten, damaged, or worn, it is often a red flag for a buyer or an inspector. The fixes are often easier than they seem.

## 11 TOUCH UPS

Those little details that get done 2 minutes before the open house make a difference. They are worth attending to, as eagle-eyed buyers will pick holes in whatever they can. We have people who can help with any job, however big or small.



## 12 DECLUTTER & DEPERSONALISE

Buyers respond well to feeling like they are in a home but not someone else's home. Family photos make buyers feel like they are intruding. Too much clutter makes the house feel less liveable and lacking in storage.

## 13 STAGING

It's often worth getting a quote. Our stylists will advise on whether they can use your existing furniture, as well as tell you what should disappear for sale. They specialise in making houses look right for sale and can work with all budgets.

## 14 HOUSE & WINDOW CLEAN

This always makes the house look 100% just before photos. In fact, both can change the whole feel of the house.

## 15 OWNERS MANUAL

This is a full mental download of everything useful you know about the house. It's especially useful if you have done work on the house. If the buyer doesn't know about something you have done to add value to the property, they won't be able to give credit, when they place an offer.



## 16 REQUIREMENTS

### SMOKE ALARMS

2022 Legislation puts requirements on every sold property. Consult an electrician.

### POOL CERTIFICATES

If you have a pool, a pool safety certificate is required within 2 years of the sale.

### BODY CORPORATE DISCLOSURE STATEMENT

This is required for all Strata properties.

## FINAL THOUGHTS

Preparing your home for sale can affect the sale price and timeframe. If you are being told not to bother, it may cost you in the long run. With all of these items, we can get quotes and make smart decisions based on what will or won't add value.

We can also hold all costs to settlement through a very efficient finance facility we use. If you want more information on any of this, please get in touch.



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