



TIPS TO  
**PREPARE  
YOUR  
HOME FOR  
SALE**

PREPARED BY

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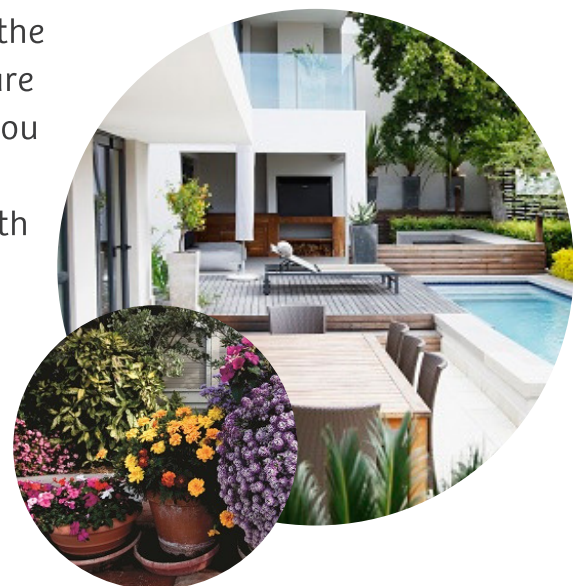
# EXTERIOR MAINTENANCE

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The first sight that a potential buyer has of your home is the front façade and garden, it is vital that this leaves a positive impression and makes them want to see more.

Look at the front of your home and ask yourself does the front gate need to be repaired or painted? Is the letterbox straight or is it rusted beyond repair and should be replaced? Does the driveway have any cracks in it that could be easily fixed? Does the fence have any palings that need replacing or does it need a new coat of paint or varnish? Do the gutters & eaves need to be re-painted/repared? Is the roof in need of a paint or replacement? Does the front door fit with the interior décor or would it be better to replace it with something better suited to the feel of the home? Does the home need a fresh coat of paint? Are all exterior lights working, do they need new globes?

The maintenance of your homes exterior goes beyond the front yard and into the backyard. As you are well aware Australian's spend a lot of time entertaining outside, you need to ensure that your backyard entertaining area hasn't been forgotten about and also gets a look in with any repairs or maintenance to bring it back to life.







# EXTERIOR CLEANING

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A good clean of your homes exterior and garden will have your house looking brand new. Make sure that no area is neglected and everything is thoroughly cleaned.

Start with removing cobwebs from the house and cleaning all windows. Then tackle the garden with removal of weeds, trimming back of overgrown plants & shrubs and mowing of the lawns. Look at your driveway and remove any oil spills and don't forget to look up and make sure that your gutters aren't collecting any unwanted leaves or growing gardens... that's taking rooftop gardening to a whole new level and won't be welcomed with open arms by potential purchasers. If you haven't decided to replace your letterbox it would be worthwhile to give it a clean, letterboxes are prone to collecting cobwebs, dead leaves and dirt in and around them.

Take special care with your outdoor entertaining area and wipe down any surfaces and seat covers to remove pet hair, dirt and dust. Also lift up the BBQ lid and ensure that it has had a good clean after the last get-together. You'll also need to make sure that this area is clean of any cobwebs.





# EXTERIOR STYLING

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Styling, this is the fun part about the whole process and just because it is exterior styling doesn't make it any less exciting.

Take this opportunity to look at items that you already have and give them a spruce up by cleaning or adding items that will make them stand out and give depth to the space. You don't need to spend a lot of money when styling, simply use what you already have and maybe add a few standout pieces.

Clean your front door mat or purchase a new one if the current one is falling to pieces. This will instantly improve the entrance to your home. In the garden make sure sculptures aren't broken and if there are water features ensure that they are in working order and free of algae.

Plants are a great feature and with a major focus on pot plants at the moment why not group some of different sizes in your entertaining area to give a statement, alternatively you can place some hanging plants or Kokedama from the ceiling. You want your outdoor entertaining area to feel like an extension of your living area so don't forget to add in some homely features like cushions and throw blankets.



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Once a potential buyer enters your home they start imagining themselves in the space. They start placing their furniture into position and thinking of how the area could best work for them and their family. You don't want their attention drawn away from this and towards repairs as this is what turns a buyer from an emotional buyer to an rational buyer. An emotional buyer will most likely pay more for your property because they fall in love with it and all rational thinking goes out the door. But if they start to notice maintenance, this turns their mind to thinking of money that they will have to lay out on top of the purchase price. What they add up in their head will most likely be more than what it will actually cost you to fix it before they see it.

Walk throughout your home and ask yourself do I need to fix any holes in the walls, finish painting or do some touch up painting? Do I need to re-grout any tiles? Are all the lights working, are all fixtures & fittings there? Are the taps working or do they need replacing? Any plumbing, electrical and general maintenance that you have been putting off should always be completed prior to selling your home.







# INTERIOR CLEANING

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Grab your mop, bucket and cleaning products and get to work.

Start with decluttering your home, there is no point cleaning until the space is clear of overcrowding and unwanted items. Be harsh with yourself, if you have been going to fix a broken item for the past year just accept that it isn't going to happen and get rid of it.

Clean out the wardrobes and leave only the current seasons wear available, this will make it seem like the home has more storage as there is free space. The out of season clothing can be stored in vacuum sealed bags under beds or if you have furniture that needs to be removed from the home also you could hire a storage container until you move into your new home and place any extra furniture, clothing and toys here.

Then dust any cobwebs away, wipe down all the walls with sugar soap (or similar), wipe all surfaces thoroughly, clean exhaust fans, clean windows, vacuum the heat pump filter, clean out the fireplace, clean the oven, vacuum and mop the floors and even think about getting a professional carpet cleaner in to steam clean & deodorize - it really will make the carpet look new. Clean/organise inside cupboards in the kitchen, bedrooms & bathroom. Make sure you give your bathroom/s a through clean also ensuring the removal of any signs of mould.



# INTERIOR STYLING

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Each room should be carefully looked at to ensure that the whole house comes together. Ensure that none of the spaces are cluttered with too many items as this will take away from the home. You should also remove personal items such as photographs and children's artwork so that the potential purchaser can see themselves living in the home.

## Living

Remove magazines and arrange books neatly, for an open home you could leave a book open on the coffee table. Ensure that your sofa looks nice and is free of any tears, if your sofa is worn you may like to put a cover on it or arrange some cushions and a throw blanket.

## Dining

Keep the dining area simple with a vase of flowers as a centre piece on the dining table, a fully stocked bar cart or sideboard with some decorative items if space permits would also add to the room.

## Kitchen

De-clutter the bench and remove any items from the exterior of the fridge. You want your kitchen to feel spacious and clean. You can have a cookbook or statement appliance on display but make it minimal.

## Bedrooms

Make the beds, de-clutter bedside tables, add a throw blanket or nice quilt cover to the bed and pack away the kids toys. You want your bedroom to have a resort feel so adding an indoor plant or candles to the master bedroom is a nice touch.

## Bathroom

Add some spa like styling with a tray over the bath with a candle or some green leafy plants on the windowsill or in the corner. Make sure that toothbrushes, toothpaste and beauty products including shampoo and body wash are all out of sight.





# PUTTING YOURSELF IN THE BUYERS SHOES

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Buyers are critical of spaces they walk into, they will notice everything from maintenance, cleanliness to smells and offensive colour schemes. It is your job to make your property appeal to majority of the market so that you receive the optimum price for your home.

if you are a smoker or pet owner this can create an offensive odor for someone who is not. Ensure that all furnishings, curtains, drapes and carpets are cleaned and sanitised to remove the smell. If you smoke inside the home you may need to repaint the property prior to selling to remove the smell. When preparing for the open home try the old trick of baking bread or cookies to give the home a lovely scent when they walk into it.

If you are one who gets caught up in yearly trends you might have some questionable colour choices in your home in paint or carpet, the rule of thumb in most cases is that neutral tones are best. Majority of people will look at neutral tones as calming and easily changed if they are wanting a feature wall, however if they walk into a bright wall in suede style paint it may be a little harder to get them to see past it.

At the end of the day each property is different so if you would like obligation free advice about how you could best present your property to the market please don't hesitate to contact our expert Property Consultants for their advice.

Good luck with the sale of your home.