



Richard Matthews  
REAL ESTATE

MAKE A LASTING IMPRESSION





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REAL ESTATE

## A GUIDE TO PREPARING YOUR HOME FOR MARKET

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### FIRST IMPRESSIONS COUNT

Presentation can make the difference between a good price and a great price. When your home is placed on the market, think of your home as a showroom.

Let's impress your potential buyers with the presentation of your home compared to other homes on the market.

If you wish to obtain further advice on how to present your home for sale or for rent, please contact our agency on 9642 4288 for a professional opinion from one of our experienced agents.

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## A GUIDE TO PREPARING YOUR HOME FOR MARKET

**TIP:** It is always good to pay particular attention to kitchen and bathrooms when preparing your home. These rooms are usually favoured by prospective purchasers!

### KITCHEN

- Check that the sink is clean and sparkling. If you have a stainless steel sink, using baking soda and a soft sponge does wonders.
- Check all appliances are in working condition.
- Clean all appliances.
- Place small appliances away to avoid clutter where you can.
- Ensure bench tops are clean and polished.
- Clean cabinetry and wipe down cabinetry surfaces.

### BATHROOMS

- Clean all surfaces, mirrors, fixtures and shower screens in bathrooms.
- Clean all surfaces, fixtures and the exterior of appliances in laundry.
- Ensure all taps and fixtures are clean and are all in working condition.
- Ensure toilets are clean.
- Ensure there are no cracked or broken tiles in bathrooms or wet areas. If there are it is best to get them repaired. Approach a professional if you are unsure.
- Analyse the grouting around tiles. They may need either a good clean or more grouting.
- Ensure that seals around basin and bath are in good condition.



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### INSIDE YOUR HOME

- Declutter where you can. Remove personal items if you do not wish to have them displayed.
- Ensure house is clean and tidy.
- Ensure all beds are made. A few decorative cushions and a throw blanket can assist with presentation and individualising each room.
- Flood your home with natural light! Open all curtains, blinds and plantation shutters to allow as much natural light in your home as possible.
- If needed, you can create more space by storing extra furniture and clothes helping your rooms appear more spacious.
- Check that all lights and light fittings are in working condition.
- Clear and clean staircase, hallway and ensure walkways are clear of clutter.
- Ensure flooring, carpets and tiles are cleaned and vacuumed. Analyse your flooring to ensure it is in good condition. If flooring is damaged, look into getting a quote for replacement. If your carpet is stretched but in good condition, maybe approach a professional to stretch it back into place (this can be quite cost effective and a great solution!)
- If walls need painting or a touch up, approach a professional for a quote or if you are handy it could be something you can do yourself. Sometimes the walls may just need a good clean and skirtings may need dusting and cleaning. Make sure there are no cobwebs!



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### POOL, SPA & PONDS

- If you have a swimming pool, spa or a pond, ensure they are clean and the areas around them are tidy.
- Store any cleaning equipment or chemicals away.
- COMPLIANCE & NON-COMPLIANCE CERTIFICATES: If you have a pool, spa, or deep pond on your property, the NSW Government now requires you to be compliant with the current legislation and regulations. If you are unsure if your pool is compliant you can check online through this link: <http://www.swimmingpoolregister.nsw.gov.au/>

### THE EXTERIOR

- Analyse your exterior paintwork. May need to be touched up or repainted.
- Clear clutter from letterbox and ensure the house number is clearly visible.
- Ensure gutters are cleaned and repair if needed.
- Ensure roof tiles are clean and repair if needed.
- Clean and tidy garage and/or carport.
- Ensure rubbish areas and bins are clean and out of the way.
- Clean and wash all windows and glass doors and repair if any are broken.
- Clean deck, patio, balcony, verandah, pergola or vergola. Ensure they are safe and sturdy.
- Pressure clean driveway and/or footpath if needed.



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### GARDENS & LAWN

- Keep in mind your gardens and lawn are like a beautiful frame for your home!
- Ensure gardens are neat, pruned and garden tools stored away.
- An easy way to define your garden beds is by mulching.
- Trim your hedges and edges. Especially around your windows to help enhance natural light inside your home.
- Ensure lawn is freshly mowed and cut.
- If your garden beds are looking bare, approach a professional at a hardware store or nursery for low maintenance plants to help lift and elevate the area. Take photos as visual aids will help!

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For further advice and assistance with preparing your home for market, please contact us at anytime to speak with one of our professional and experienced agents.

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