

Preparing your home for sale

As with any sale, first impressions are a big factor. A home is a significant purchase and creating a good first impression can often be the difference between whether a home sells or not.

Cube Storage has created the following guide to help in the sale of your home.

1. Front Entrance

We viewing a home the first thing we notice is the entrance to the property. Make sure the gardens around the entrance are weed free and looking good. Check the fence is clean and standing upright, the mail box is clean and has the street number attached. Keep the path swept and weed free. Any paint on the door and frame must be in good order. Use additional pot plants along the path or at the entrance to enhance the look.

2. Gardens

Everyone can appreciate the beauty of a nice garden. Keeping your plants in check is a big plus in selling your home. Keep it simple, have a bit of space between plants and make sure there are no weeds. If necessary plant some additional plants to add colour and feel to the garden. Additionally you can use bark or river stones as a base for your garden, this gives a quick clean look. If there are areas of grass the need attention, either use some grass seed well before your open home or for a quick fix, ready lawn is available and looks great. Make sure there are no broken cars or other rubbish laying around in your yard.

Mow the lawns, pick up any debris, trim bushes and rake up leaves. Clean and tidy is the key.

3. Home Exterior

This is a critical part of selling your home. What does the house look like from the street?

If someone was to drive past and see the house at less than its best would they even stop for a look? You need to create a good impression from the street. Remove any flaking paint, touch up or re-paint the outside. Give the house a good wash, use a brush or water blaster. Make sure there isn't any moss growing up the wall. Give the guttering a good clean and wash all the windows thoroughly.

4. Home Interior

Buyers want a clean fresh home to view. Make sure walls are clean and carpets are thoroughly vacuumed or even washed. Touch up any marks on walls or loose wallpaper. Walk through the house a make a list of any small repairs that need to be done and get them fixed. Small problems such as leaking tap, blown light bulbs, jammed windows etc should all be taken care of before the buyer finds them. Your bathrooms and kitchen should be spotless, keep them as clutter free as possible. Leave lights on during the day and all curtains open, lighting is a great way to enhance any room. Remember to keep paint colours fairly neutral, your bright orange wall may be great for you but not so much for potential buyers.

5. Furniture

Real estate agents agree the potential buyers need to be able to see your home. Try to eliminate clutter. Too much furniture, overflowing drawers and cupboards, crowded bench tops all detract from the homes visual impact. Create a warm inviting atmosphere by keeping things clean and simple, you want to create a large spacious feeling. Remove excess furniture, have a few decorative items on display, arrange flowers in the main living areas for colour and fragrance. Use fresh clean linen on all the beds, make sure pillows and cushions are tidy and full. Keep your wardrobes well organised and not overflowing, buyers want to be able to see the cupboard spaces.

6. Fragrance

The inside of your home should have an inviting fresh smell. Remove ash trays, empty rubbish bins, cat litter or any other items that invite an unpleasant odour. Shampoo the carpets, wash the curtains and always use fresh clean linen. Use potpourri, flowers or air fresheners for a pleasing scent. The week prior to the open home refrain from cooking strong smelling food. Leave the house open to air and brew coffee or have some fresh baking on for a lovely welcoming smell to the buyers.

7. De-Personalise

Ideally you want to disassociate yourself with the house. You need to make the mental decision that the house is being sold and you are moving on and try not to dwell on all the fond memories and activities that happened in your home. Remove all your personal items from around the house, photos, heirlooms or anything personal. You want your buyers to picture what it would be like for them to live in the house, not what the old owners were like.

You need to give the buyer as much opportunity as possible to imagine themselves living in your house. Get rid of all things to do with your pets, the new buyer may love dogs but doesn't want to see and smell your dog.

8. Scrutinise

Go through each room and envisage how it would look to the potential buyer. Try different colours, furniture positions or new linen. Change the cushions or rugs around. Try to create the best image you feel would suit a buyer. Stand outside the house, does the house look good? Do the gardens invite you in off the street? Go through the whole property and make sure every area is up to scratch. Then when you feel you have done all you can, you are ready to sell.

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