

Preparing your property to sell.

Selling a property is a big decision.

From making the decision to sell to actually listing that property for sale can take weeks or months, and then there's the sales process itself to get through before you'll see that SOLD sticker across the sales board.

We've tried to take some of the stress away with this checklist of what you need to think about and complete before you sell.

Often these are only small items but can mean thousands of dollars to you and the price you achieve.

Let's take a look..

1. Prepare the contract of sale

Your lawyer or conveyancer will need to prepare a contract of sale for the property. This will include all of the details prospective purchasers will need including details of the owners, title, settlement dates, all conditions of the sale and what is included in it (for example, carpet, furnishings), as well as zoning certificate and sewer diagrams. You require this even if selling privately.

2. Is my property fully council approved.?

It is important to know what building works have been carried out on your home and if council approval was gained and occupation certificates. Many people find that some buildings or renovations were never approved. You can apply to your local council for free to inspect your records and take a copy which you can provide to your agent for prospective purchasers.

Also disclose if you have done any work no matter how small from the original plans. (adding a deck, moving an external wall, enclosing a patio, additional bathroom, sheds). Buyers hate getting surprises especially after they have negotiated a sale and if unapproved works are found, generally they want a discount on the price for them.

3. Repairs and Maintenance

Complete any outstanding maintenance and repairs. You may need to repaint certain areas and oil decks.

If you leave small items, like rotten timber or mouldy paths it sends a warning signal to the buyer that the house has not been looked after and there could be more hidden issues.

Pressure clean the whole house and pathways.

Make sure your property is looking its best inside and out

4. De-clutter

Pack up into boxes anything that you will not require, and store in the garage or shed. You will need to pack them up anyway.

This includes personal pictures and nick knacks that you have lying around or extra furniture.

Tidy cupboards and sell, give away, or take to the tip anything that you no longer need or want to take with you. Especially old stuff in the gardens and shed.

Keep everything very simple so the buyer can image themselves in your home without the distraction of your items.

Gardens and Surrounds

5. Give the garden a complete overhaul. A beautiful garden can add tens of thousands of \$ dollars to your sale price. Mulch all the gardens, plant flowers and bushes, to brighten up the areas. Trim any trees and bushes that are overhanging and make walking around the boundaries easy. Especially trim any branches that are blocking light into the house or views outside.

6. Windows

Clean all the windows so they are sparkling, including tracks. Do this just prior to marketing the property and conducting your first open home or inspection.

7. Photography

You will need to get professional photos taken for your property and generally most agents are doing ariels and video footage. Social media is a major avenue in which agents market your property. The impression your property has online makes a huge impact on your buyer engagement and inspections. Nearly all buyers use the internet for information and self-qualify based on your on line footprint. Make it stand out and showcase the best features of your property.

8. What to leave behind or take with you

If there are particular items that you want to take with you on sale like light fittings, Bose' stereo or blinds, it's a good idea to remove these items now and replace with something simple. Many buyers get attached to certain items that you have used to style your home and expect them to stay along with the sale.

To avoid any unnecessary stress its best to remove them, also, if you, intent on taking the dishwasher make sure that is clearly stated to the buyer by your agent on inspection.