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Presenting
your property



A guide to getting your home
ready for inspection

10 tips on preparing your property for sale



1. Clear the clutter

Less clutter will allow potential buyers to envisage what they could do with a room. Ensure trinkets and items of furniture that don't need to be there (such as high chairs or clothes racks) are stored away.

Think of this as a head start on the culling you'll have to do, come move time!

2. Don't let cracks show

Whether it's a leaking tap, cracked floor tile or blown light bulb, it's important that a bit of basic maintenance is carried out before you throw open your doors to potential buyers.

A new coat of paint or enlisting the help of a professional carpet cleaning service does wonders for freshening up a room.

3. Keep it neutral

Not everyone's taste is the same, which is why it's often a smart move to keep your soft furnishings as neutral as possible.

Consider updating bedspreads, bathroom towels or cushions. It also pays to hide away anything that could come across as slightly controversial.



4. De-personalise your home

Prospective buyers want to imagine themselves living in your home. So it's a good idea to take down personal items such as holiday happy snaps, portraits or family heirlooms.

It also pays to ensure that on 'open for inspection' day, your furry friends are elsewhere and the cat litter tray and food bowls are all out of view.

It's too risky to out off potential buyers who aren't pet lovers.

5. Maximise on space

A small room can feel larger without any furniture in it, but this is counter-productive for buyer appeal. If your home is vacant, you may wish to consider hiring some basic furniture, particularly in the bedroom, lounge and dining areas, for the duration of the viewing period.

This will help you showcase the purpose of each room and give it a more homely feel. Mirrors will also help to fill blank walls and make your rooms appear larger.

6. Create street appeal

Many buyers often do drive-by inspections, so if your street appeal is less than desirable, it could affect whether they decide to take the time to view your property.

If you're not green fingered, hire someone to pay a little attention to overgrown garden beds, trim the hedges and ensure that your front lawn is freshly mowed.

A lick of paint on your front gate will also help to create a fresh look.



7. Spruce up your spaces

On 'open for inspection' day, create a great first impression by making sure everything is looking spick and span.

Inside, think clean bathrooms, a kitchen that gleams, mopped floors, vacuumed carpets and beds neatly made.

For the exterior, ensure that any alfresco entertaining areas are freshly swept and that leaves are removed from pools.

8. Let there be light

Nobody wants to live in a space that feels dark and damp. Before the inspection begins, ensure all windows and glass doors are cleaned inside and out - it's surprising how much difference it can make to the natural light in a room.

Be sure to open up all internal doors, pull back curtains and switch on the lights. For particularly dark spaces, you may wish to consider adding lamps.

9. Work with the weather

It's a wise idea to prepare your home to suit the temperature of the day. If it's a little on the chilly side, light up fireplaces or turn on heating systems. If it's hot, turn on fans and air-conditioning.

Whatever the weather, it also pays to avoid musty, closed-in smells by opening up a few windows to allow lovely fresh air to circulate throughout your home.

10. Make the little things count

Last but not least, remember it's the little things that count. An inviting home that's cared for will definitely create a lasting impression as people leave the inspection.

Brighten your home up with fresh flowers or indoor plants, bake some bread, place scented candles in the bathrooms, spritz a little air-freshener or set the mood with music that creates a nice relaxed ambience.



Taking time to properly prepare your property will only add wow factor and create more competition. Follow these ten tips and you'll be on your way to a successful sale.

For more advice on securing a successful sale, visit www.timerealty.com.au or contact our team on 9712 1188.

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