



The decision to sell is often not an easy one to make. And it's not as simple as just calling an agent, getting photos done, popping it online and hoping for the best. There's a lot to consider before you even make the call to an agent. First and foremost, is your house ready to sell?

Now, there are plenty of "Get your home ready to sell guides" available online, we get it. So, what we've done is scour them all and simplified in an easy 21-day checklist to keep you on track. It's easy to become overwhelmed so just take it one day at a time.

READY, SET, SELL!



- **Day 1 – Prepare the paperwork.**

It's something many don't think about but a great place to start. Dig out your rates notice, water bills, renovation details, plans and contractor names, copies of warranties, tenancy agreements if selling an investment property and keep them all in one place so you have the information on hand when asked for it.

- **Day 2 – Get a spare set of keys cut.**

Make it easy for your agent to have access for inspections and save you having to rush around to accommodate timings. For the few dollars it costs, it's worth it.

- **Day 3 – Check all light globes and update fixtures.**

Making your home as bright as possible is key and it's easy to forget which globes have gone and haven't been replaced. Well today you check them all! Make sure they're all in working order and if any of the light fixtures are damaged it's time to fix them up.



- **Day 4 – Declutter the kitchen**

It's easy to want to start with fun jobs like styling rooms which is why we're tackling the kitchen head on today! It's not going to be fun, but you'll be super proud of yourself for getting it done. Start with cleaning the oven (worst jobs first!). Remove all air fryers, slow cookers, toasters, blenders etc from your bench. You want this area as clear and clutter free as possible. Clean both inside and outside of your fridge (I know it's yours but some people still look!). Remove your kids' pictures and keep safe, clear all magnets and reminder notes too. Clean inside all cupboards – yes, you have to take everything out. Wipeout shelves and repack them nicely. Don't forget to give the outside doors and handles a once over too. Under the kitchen sink. Let's all agree it's not the most lovely of spaces so make it as appealing as possible. Clear everything out, give it a good clean and consider popping things in little baskets to keep organised. Run a dishwasher cleaner through the dishwasher to eliminate odours and leave it sparkling fresh.





- **Day 5 – Get packing boxes and tape organised.**

You had a big day yesterday in the kitchen so have a bit of a rest and start looking for packing boxes, there's nothing worse than leaving this to the last minute. Whilst you can buy them new, I recommend asking friends, family and checking out Facebook Marketplace where you can pick them up extra cheap or even free!

- **Day 6 – Bathroom day.**

You didn't think you like this but look at what you get to do first! Invest in some new towels, it really is a great excuse for a little online shopping – one catch, you DO NOT use them. These are your display towels. Also check out the condition of your bath mat, shower curtain, accessories ie toothbrush holders and toilet seats. If they need replacing, or if you're not quite sure, replace them. Remove all toiletries from the vanity. Give the whole bathroom a deep clean.

- **Day 7 – Wardrobes and closets.**

Buyers WILL look in wardrobes and closets and the last thing you want buyers thinking is that there isn't enough space. Today you'll be ruthless!

Reorganise into seasons. If we're coming into winter start to pack away your summer gear and store elsewhere. Only keep what you KNOW you're going to wear and use in the future the rest can be put aside for what you do tomorrow.

- **Day 8 – Donate day.**

You know all the hard work you did yesterday sorting through your wardrobe? Well today is the day to give those things away. Pay them forward if you can.





- **Day 9 – Dining Room.**

Let's get organised with a space that you'll actually want to use to sit down and eat a family meal together. Remove kids piles of homework, your work you've brought home and just excess 'stuff'. If you're table has seen better days look at picking up a cheap tablecloth.

- **Day 10 – Bedrooms.**

Now that all the wardrobes are clean, tidy and not packed to the rafters it's time to look at the rest of the room. Bedrooms are sanctuaries so some fresh new linen or cushions may be in order. Clear bedside tables of personal items straighten bookshelves and toy boxes. If you have additional bulky furniture that can be moved out, move it to create more space. If the floor area is large and cold, consider getting a rug. If you have multiple bedrooms that have been turned into other spaces consider turning one back to an additional bedroom.

- **Day 11 – Living/Lounge/Rumpus/Media Rooms.**

Give your sofa and lounge suites a good clean. Freshen your cushions, clean the rug, hide any wires from the TV/speakers and put away any books and magazines that may be laying around.

- **Day 12 – Repaint/paint touch ups.**

One of the cheapest cosmetic ways to freshen up your home is to give it a coat of paint. As partial as you may be to a bold splash of colour, keep it neutral so it appeals to a wider audience. If a whole paint through is not required check around for any touch ups that might need doing or get any marks and scuffs off walls.

- **Day 13 – Repairs that you've been putting off.**

Today's the day to get those pesky little jobs you've been putting off done. You may have a leaky tap, holes in walls from picture hooks to fill in, repair a squeaky door or fix loose or broken fence palings.





- **Day 14 – Window washing day.**

You'll be surprised at how quickly windows can become dirty. Get moving with cleaning all windows. Take off all screens that you're able to so that you can clean them separately and get to all of the windows to give them a clean. There are companies you can hire to do this for you if it's something you really detest doing.

- **Day 15 – Get the carpets cleaned.**

It's a great idea to get your carpets cleaned throughout the year anyway so don't overlook this when getting ready to sell, particularly if you have pets. Odours can be eliminated and you'll be amazed at how they look once done.

- **Day 16 – Front yard time.**

First impressions are vital and curb appeal may make or break a buyer coming in to have a look if they aren't impressed when they do a drive by. Clear, tidy and prune the garden, plant some fresh plants and get the high- pressure cleaner out on the driveway, hide garbage bins and hoses. You'll be blown away at how clean it will look! Freshen up with some new mulch or woodchips in the garden beds. Have a good look at your front door. Wipe off any marks or scuffs and touch up any paint chips.



- **Day 17 – Hire an Agent.**

If you haven't already employed an agent, today is the day to get it done. They'll talk you through the process of what it takes to sell successfully. Since you've been busy getting your home prepped for the past two and a half weeks it's a good time to check in with the agent and get their opinion on what else, if anything, they recommend you do.

- **Day 18 – Put your personal stuff away.**

In preparation for professional photos, make sure you've put all of your family photos away somewhere safe. The less personal things you have on show the easier it is for buyers to imagine themselves living there and creating their own memories in the future. Also, have a think about what you will do with your pets while inspections are being conducted. Whilst I'm a dog and cat fan some people just aren't. Best to have a plan now to reduce stress come inspection time.

- **Day 19 – Back yard.**

Trim the trees, re-stain the deck, mow the lawn, high-pressure clean paths and make sure you give the BBQ and outdoor furniture a good scrub.

- **Day 20 – Photography.**

This is a fun day. Professional photos, video and floor plans are done and it can take hours so be prepared. You know your property better than anyone, so you let the agent know when the lighting is best to ensure you're able to get the best images possible.

- **Day 21 – Congratulations!**

You've just done 3 weeks of hard prep work on your home and you're now ready to hit the market. Trust that you've employed the best agent to work with enjoy the process. It can be as stressful or stress free as you make it but knowing you've already done a lot of the hard work you've put yourself in the best position possible to move forward smoothly.

Good luck!



Claire O'Donnell

Director – Principal – Auctioneer
0417 365 868
claire@risepropertyco.com.au

www.risepropertyco.com.au

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- Prepare the paperwork
- Get spare keys cut
- Check light globes
- Declutter & clean the kitchen
- Get packing boxes & tape
- Clean bathrooms
- Organise wardrobes
- Donation day
- Clear dining room
- Clean bedrooms
- Arrange living rooms
- Repaint/paint touch ups
- Repairs you've put off
- Window washing
- Clean carpets
- Tidy front yard
- Hire and agent
- Put personal stuff away
- Tidy back yard
- Photography arranged

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