

30 Days Before You Sell

The practical pre-market checklist - what is worth doing, and what is not.

THE RULE: DO THE BORING THINGS WELL BEFORE YOU SPEND BIG.

Clean, repair, declutter and present first. Before committing to a renovation, ask us whether buyers are likely to pay you back for it.

PAPERWORK + PROPERTY FILE

- ☐ Order the LIM if you do not already have a current one.
- ☐ Find warranties, invoices, plans and consent documents for work completed.
- ☐ Check the title and note any easements, covenants or cross-lease issues.
- ☐ Make a simple list of chattels that will stay with the property.
- ☐ If there is a known issue, tell us early so we can plan how to present it.

PRESENTATION

- ☐ Declutter benches, floors, bedside tables and the garage.
- ☐ Reduce wardrobes and cupboards by roughly a third so storage reads clearly.
- ☐ Deep-clean windows, bathrooms, kitchen, skirtings and light fittings.
- ☐ Trim hedges, mow lawns, weed gardens and clear outdoor clutter.
- ☐ Consider partial or full staging if the home will present better that way.

FIX THE OBVIOUS STUFF

- ☐ Fix sticking doors, loose handles, dripping taps and blown light bulbs.
- ☐ Touch up scuffed paint, especially entry areas and high-traffic walls.
- ☐ Pressure-wash dirty paths, decks and driveway where appropriate.
- ☐ Service or clean heat pumps and make sure key chattels work.
- ☐ Deal with obvious moisture or maintenance issues before photography.

GET CAMPAIGN-READY

- ☐ Agree on the selling method, timing and launch date.
- ☐ Confirm photography, video, floor plan and staging dates.
- ☐ Work backwards from launch so repairs are finished before photos.
- ☐ Decide how open homes and private viewings will work around your routine.
- ☐ Have a plan for pets, alarms, keys and anything buyers should not touch.

BEFORE YOU SPEND MONEY

Call us first. We can usually tell you which jobs buyers will notice, which ones are optional, and where spending will not be recovered in the sale price.