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STAGING YOUR HOME



What is staging your house?

Well in short it is making your home look great; imagine a display home, that is the look you are after. You can spend thousands of dollars doing this but you don't have to. With only a few small changes your house should sell faster and you could increase the sale price. Research has shown that staging your house increases the sale price about 3% and in a few cases has increased it 10%. With a median house price of close to \$500,000 (as at mid 2009) an extra 3% is \$15,000 in your pocket. So a few tips on staging your home.

Inside

Make your house sparkle

Wash windows inside and out

Remove cob webs

Clear benches and tables

De clutter, less clutter makes the house feel bigger

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Make your bathroom/s sparkle

Hang fresh towels on towel rails

Replace or at least remove worn mats and rugs

Clean (bleach if necessary) grout between tiles

Remove tardy furniture

Polish chrome fittings and clean mirrors

Beds should be made and wardrobes closed

Make sure everything is dust free, bench tops, book shelves, ceiling fans etc

Remove bills, magnets etc from the fridge

Make sure the house is aired out, odors and unwanted smells can put potential buyers off.

Clear you bench tops of all appliances

Clear off coffee tables, a vase of flowers is OK

Hide items that are used every day.

If you don't need it, pack it or give it away.

Remove 90% of your ornaments.

Remove excess books from book shelves

Remove excess furniture, take it to a friend's house or a storage unit or hide it in a shed that people will not be looking in.

Remove evidence of pets. Not everyone loves animals, dog bowls and pet hair could put off a potential buyer.

Depersonalize your house

Pack up most of those personal photographs and family heirlooms. Buyers can't see past personal artifacts, and you don't want them to be distracted. You want buyers to imagine their own photos on the walls, and they can't do that if yours are there! You don't want to make any buyer ask, "I wonder what kind of people live in this home?" You want buyers to say, "I can see myself living here."

Remove and replace

If you want to take chattels with you (your favorite curtains, chandelier, spa or gas heater) take them down, remove them or replace them before you open your house. This can save thousands around the negotiation table if your buyer decides they want an item you are going to take

Outside

Mow lawns and trim edges

Trim hedges

Remove weeds especially in paved areas

Hide rubbish bins

Hide kid's toys

Uncover BBQ's, pools and spa's

Make pools sparkle

Close garage and shed door/s

Use a pressure cleaner to clean paved areas and the outside of your house if it needs it

Replace any broken pavers

Painting eaves and gutters can help.

Make repairs

If there is anything a buyer can use to knock down your price they will, so make minor repairs before they get to see your house. This way the house looks like it has been well maintained and it removes any excuse the buyer has to lower the asking price.

Replace cracked tiles

Fix leaking taps

Replace runners on sliding doors

Fill any holes or cracks in walls

Layout

Look at the layout of each room, is there any way you can rearrange it to make it look and feel bigger?

Less clutter equals more room.

A correctly prepared and staged house will drive you nuts to maintain and it should almost feel like nobody lives there. If you have got to this stage Congratulations!!