

# CHEATSHEET

*ready  
for sale,  
without  
spending the  
earth!*

Simple steps to help  
your home stand out  
from the crowd!



ROCKPOOL  
REAL ESTATE



GET STARTED

Congratulations you have taken the first step to getting your home into Rockstar mode and ready for Sale. Presentation is more important than ever, and helps your home to stand out in a busy marketplace. Although market conditions fluctuate, presentation is something that you have absolute control of - make it count!

INTERNAL PREPARATION

### TASK CHECKLIST

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- Remove excess family photos
- Remove evidence of pets
- Declutter bedrooms and living areas
- Remove excessive or daggy furniture
- Take unnessecary items off site
- Remove old curtains and rugs
- Give every room a purpose
- Tidy all walk in/built in robes - store excess elsewhere
- Furniture layout to maximise space and flow
- Add fake plants for a fresh look

### EXTERNAL PREPARATION

#### TASK CHECKLIST

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- Replace or repair patchy lawn
- Trim and weed entire area
- Stage the outdoor areas with furniture and potted plants
- Check front door - clean repair and paint
- Driveways and walkways clear from cracks or loose tiles
- Fix cracked roof, patio roof or torn shade sails
- External paint touch up
- New Welcome Mat (check all mats)

### CLEANING

#### TASK CHECKLIST

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- Deep clean all bathrooms
- Deep clean kitchen (blast the oven)
- Wash and clean all skirting boards and window sills
- Clean all windows and mirrors

**HOT TIP** - Vinegar and HOT water prevents smudging

CLEANING CONT..

- Steam clean carpet
- Patch up grout and/or replace caulking
- Deep clean furniture (scrub or steam clean couches)
- Scrub walls with gumption
- LED lights throughout the home
- Internal repaint where required

PREPARATION FOR OPEN DAY

TASK CHECKLIST

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- Sweep or vacuum entire home
- Sweep entry way and side walkway
- Clear all benchtops and wipe down
- Give appliances and fixtures a wipe down
- Close toilet lids
- Burn scented candles
- Hang fresh towels throughout
- Open windows (weather permitting) and curtains
- Clean backyard, pool area and pool

ADDITIONAL NOTES..

Remove excess of family photos - you want to be sure that buyers only see a glimpse of you, as they want to be able to imagine themselves living there. A couple of photos here and there are ok, but an excess of family photos can make people feel uncomfortable.

Pets - you may love them but not everybody does. Unless it suits the style of the home and smells fresh as a daisy, any pet bedding, pet food etc, needs to be out of sight.

Declutter - less is more! Decluttering involves removing anything that doesn't serve a purpose. If you can't bring yourself to throw it out, then you need to store it off site if possible. This includes furniture that doesn't compliment the style of your home.

Don't make the garage a storage room. The garage or car port is part of the house too, so don't make it an afterthought. Make sure any storage shelves are neatly presented and the space is easy to walk around and inspect.

Give every room a purpose. This means making sure every corner is considered. A spare room can be turned into a study or childrens play area and adding a reading corner or study nook is a good way to fill an area that seems bare.

Get everything sparkling. Clean your home like you've never cleaned it before. If you need to hire a professional, do that. Windows, mirrors, bathrooms, kitchens and carpets all need to be super clean and smelling fresh. Consider replacing old carpet.

General repairs. If you need to have a painter or maintenance person repair or repaint it is a worthwhile investment. Neutral tones are always a safe option.