Selling in Spring

A simple preparation checklist for Central Coast sellers. Work through it at your own pace and tick items off as you go. **All costs shown are rough estimates only** — they vary with your property, the tradesperson and current demand, so please get your own quotes.

YOUR COUNTDOWN

8 WEEKS OUT

Decide & plan

- [ ] Get two or three appraisals — compare strategy, not just price
- [ ] Choose your agent and sign the agency agreement
- [ ] Speak to your bank about mortgage discharge
- [ ] Speak to your accountant if it is an investment property
- [ ] Set your target launch date and work backwards

6 WEEKS OUT

Repairs & fixes

- [ ] List everything broken, sticking, dripping or squeaking
- [ ] Book a handyman for the small jobs
- [ ] Fix gutters, cracked tiles, peeling paint, fly screens
- [ ] Service air con, check smoke alarms, replace blown bulbs
- [ ] Do any painting now so the smell clears before photography

4 WEEKS OUT

Declutter & clean

- [ ] Pack anything you will not need for two months
- [ ] Clear wardrobes to about half capacity
- [ ] Remove personal photos and anything too personal
- [ ] Book a professional clean including windows, oven, carpets
- [ ] Clear the garage so buyers can see a car fits

2 WEEKS OUT

Style & garden

- [ ] Bring in a stylist if the budget allows
- [ ] Mow, edge, weed, mulch and pressure wash outdoor areas
- [ ] Add potted colour at the entry and on the deck
- [ ] Buy fresh white towels and linen for inspections only
- [ ] Trim anything blocking light through the windows

LAUNCH WEEK

Go live

- [ ] Photography and floorplan booked for a clear, sunny morning
- [ ] Listing goes live and the signboard goes up
- [ ] Agent notifies their buyer database before the public listing
- [ ] First open home held that Saturday
- [ ] Agree how and when you will get feedback each week

Presentation checklist

Start with the free items — they cost little and make the biggest difference. Costs are estimates only.

KERB APPEAL

- [ ] Mow, edge and weed — free
- [ ] Pressure wash paths & driveway — ~$60
- [ ] Fresh mulch on garden beds — ~$80
- [ ] Clean or paint the front door — ~$40
- [ ] New doormat, tidy the entry — ~$30
- [ ] Clear gutters, check the roof — ~$200
- [ ] Potted colour at the entry — ~$60

INSIDE — GENERAL

- [ ] Declutter every room — free
- [ ] Remove personal photos — free
- [ ] Clean windows inside and out — ~$200
- [ ] Replace blown light bulbs — ~$30
- [ ] Touch up scuffed walls — ~$60
- [ ] Deep clean the carpets — ~$250
- [ ] Professional whole-home clean — ~$450
- [ ] Fix squeaks, sticks and drips — ~$150

KITCHEN & BATHROOMS

- [ ] Clear all benchtops — free
- [ ] Degrease rangehood and oven — free
- [ ] Regrout and reseal wet areas — ~$80
- [ ] Replace shower screen seals — ~$40
- [ ] Update tapware or handles — ~$180
- [ ] Fresh white towels for opens — ~$70

BEDROOMS & LIVING

- [ ] Clear wardrobes to half full — free
- [ ] Fresh neutral bed linen — ~$150
- [ ] Remove excess furniture — free
- [ ] Neutral paint in bold rooms — ~$200
- [ ] Style the outdoor area — ~$120

THE BIGGER CALLS

- [ ] Professional styling — $1.5–6k
- [ ] Interior repaint — $4–9k
- [ ] Recarpet bedrooms — $2–5k
- [ ] Landscaping refresh — $1.5–4k
- [ ] Building & pest report upfront — ~$600

A FEW THINGS WORTH REMEMBERING

Price in line with the market
A guide that reflects genuine comparable sales brings buyers through the door and lets competition set the final price. Pricing above the market tends to stall enquiry early, and enquiry is highest in the first two weeks.

Get in before the rush
Listing early in the season means competing against fewer comparable homes.

Photography is not optional
Most buyers see your home on a screen first. The main image decides whether they click at all.

Present for photos, then keep it that way
Build a reset routine before each open so the home always matches the photos.

Look at the whole offer, not just the number
Deposit, settlement date and any conditions all carry real value. Your agent should walk you through each offer in full so you can weigh it properly.

Want a hand working out what is worth doing?
Book a free, no-obligation walkthrough and I will give you an honest plan for your property.

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