



Pre-sale renovation tips:

Does your kitchen need a makeover?

One of the first questions we get asked by owners who are thinking of selling is:

Do we need to renovate before we sell?

Smart owners realise that presentation has a big impact on the final sale price and are keen to maximise the result. At the same time, your thoughts are probably already focused on your new home, and the renovations you want to undertake there.

It's hard to spend thousands of dollars on a property you are about to leave unless you are sure you will get a good return on your investment.

What if you could get the best of both worlds?

What if you could maximise the potential sale price, appeal to a wide group of buyers and keep your pre-sale renovation costs down?

This is possible. All it takes is a little creative attention. And usually, a decent amount of paint.

De-clutter and inspect.

The look and feel of any living space can often be improved by simply removing clutter from the room. Clear all your kitchen shelves and surfaces and then step back and take a look at your blank canvas.

What sticks out the most? Are there dated cupboard handles? Tired, worn flooring? Or not enough light? Is the cabinetry itself in decent shape? Is your fridge too big for the space, making your kitchen feel smaller than it should?

It's easy to say: *"Our kitchen is old. We need a new one."* As owners, we spend hours in our cooking spaces, and naturally, can only imagine a positive future where everything is fresh and new.

But when it comes to selling your home, a massive improvement can be achieved by simply removing any off-putting aspects, rather than going for a complete overhaul.

For example...

- **Dated cupboard handles** can be replaced for a few dollars each at any decent hardware store. You probably won't even have to drill new holes.
- **Tired vinyl flooring** can be updated for far less than the cost of a new kitchen and transform the space.
- **Dated, overpowering colours** can be painted over with neutral, bright shades of white or grey for a tiny fraction of the cost of new cabinetry. Be sure to remove any other items that date your kitchen like net curtains, or an old worn-out stove.
- **Lack of natural light** can be fixed by adding a skylight or 'solatube'. This can involve some expense but still far less than the cost of a new kitchen. A cheaper option is simply to add mirrors in or near your kitchen space to bounce more natural light around. New splashbacks work well for this, too!
- **Lack of space** can be improved by removing oversized appliances, or possibly removing a poorly-placed overhead cupboard.

Now sit back and imagine your kitchen with these changes, along with a bowl of fresh fruit on the bench and some freshly-picked flowers to add warmth. Chances are it will look so good you'll wonder why you didn't do it all sooner!

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Sometimes, all it takes is a fresh coat of paint and a good clean to transform a kitchen space.

This sort of approach will likely improve the saleability of your home and increase its value without breaking the bank.

You also avoid risking a large chunk of money on a full-scale renovation without a guaranteed return. Plus you will save massive amounts of time and the stress involved in project managing multiple contractors and making endless decisions around fixtures, fittings, colours and more.

What else can you improve?

This 'spruce up' approach can be applied to any aspect of your home pre-sale. Bathrooms respond well to a fresh coat of paint, as do well-used bedrooms, exterior doors, window sills, the list goes on.

What is the next step?

Call today to book a free consultation to talk about your property. We can help you with colour recommendations and answer any other questions you might have about maximising your sale price before going on the market.