



# Renovating for sale

How to Add Thousands in Value to Any Home Before You Sell in Hobart

**nest**  
PROPERTY

Together.



# Welcome.

**S**o you've decided to sell your home... Congratulations! This is the first stop of a very important journey in your lifetime and is no small decision. That's why it's important to ensure you achieve the best possible outcome, to give you the best future moving forward from such a large change in life.

To do this, many people choose to increase their home's value by performing renovations, fixes, and extensions — something you're probably considering if you've downloaded this guide!

As real estate agents, we're not just brought on to sell your home; we're here to help you achieve the best result and highest sale possible, to set you up for the future.

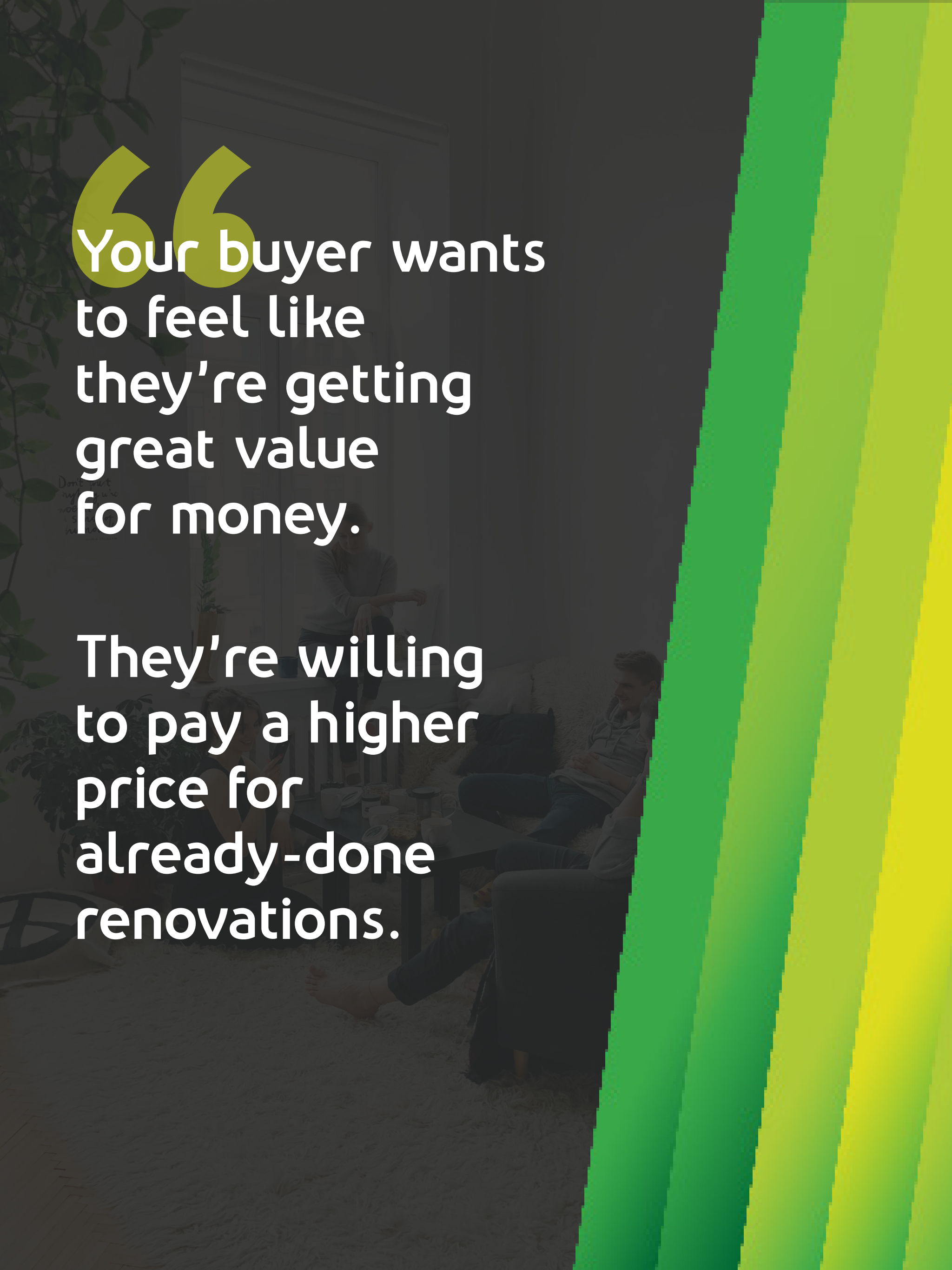
As part of this, we recommend such fixes and value-adds to help you get your desired outcome, as we've done with many of our clients over the years.

Here are just some of the recommendations that have helped our clients earn tens of thousands above what they thought possible!

*Michael Hurst*

Managing Director, Nest Property

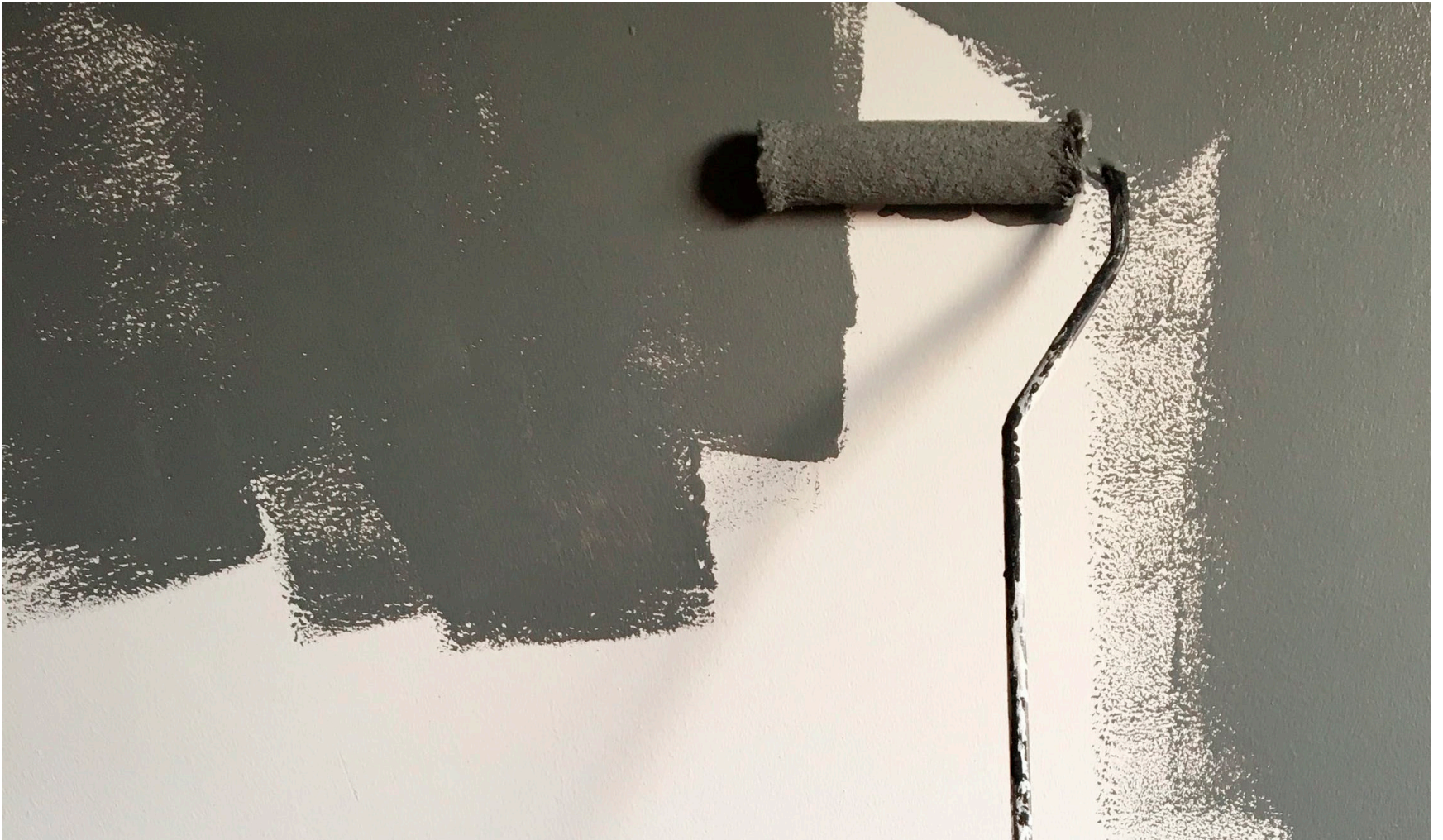


A group of people are relaxing in a modern living room. A woman is standing near a large window, and a man is sitting on a sofa. There are indoor plants and a coffee table with drinks. The room has a bright, airy feel with large windows and a light-colored rug.

66 Your buyer wants  
to feel like  
they're getting  
great value  
for money.

They're willing  
to pay a higher  
price for  
already-done  
renovations.





# What you need to know about renovating for maximum sale...

## I. Planning 5

1. Choose a look. 5
2. Create a budget. 5
3. Create a timeline. 5
4. Seek professional help. 6
5. Create a checklist. 6

## 2. The bare necessities 8

1. Carpets
2. Hinges
3. Flooring & tiles
4. Lighting
5. Gutters

## 6. Cleaning

## 3. Renovation essentials

1. Painting
2. Flooring
3. Space

## 4. Top 5 tips for renovating to sell 9



# I. Planning

Planning is the most essential part of any project. Especially when it comes to renovating, where the aim is to add value to a home in preparation for sale, ensuring you stick to your timeline and desired budget is key.

Imagine building or adding a feature only to find out that it's incorrect and

A “mix-and-match” approach will result in the home feeling cheap and thrown together—which is not what a premium buyer is looking for.

You can find inspiration on design blogs, Pinterest (which we recommend for sorting and compiling ideas) and showrooms.

## 2. Create a budget.

Having a planned budget and break down of costs is vital for a successful renovation.

Renovations often take longer and cost more than planned, so be prepared and do your best to stick to the final amount you come up with.

will need to be redone with a different material, contractor or design... yes, it's expensive and adds days, weeks, or months to your completion time.

In short - the upfront planning is worth it, and your wallet will thank you later.

To ensure a successful renovation, we recommend the following...

## I. Choose a look.

Creating a cohesive look for the home is key for capturing buyer interest.

Your chosen “theme” should carry throughout the entire home so it feels well put together.



## 3. Create a timeline.

This is the next most important part of your planning: how long you have to complete your desired renovations.

A good place to begin is with putting

# I. Planning

down your desired start and finish dates, from there you can fill in the gaps with the different stages or renovations you're having done.

Remember to think ahead: ordering benchtops, doors, carpet, etc. can all take a while to arrive; especially if they're custom made. Consider making orders in advance so impact is minimal.

If using contractors and other professionals, remember you'll need to fit in with their schedules as well.

## 4. Seek professional help.

We cannot stress the importance of this enough! Ensuring you get the right advice, right permits and approvals, and experienced/certified contractors will save you thousands of dollars down the track.

While there's many renovations and updates you can do yourself, some of the more expensive and specialist fixes should be left to professionals.

Things like plumbing, sinks, electricals, anything high-risk or expensive, should be handled professionally; we strongly recommend getting help for kitchen and bathroom works.

## 5. Create a checklist.

A good checklist is worth its weight when renovating. Write down every task and item required so you can be

sure everything is being completed properly. This helps greatly if you're managing contractors or enlisting the help of friends and family, too!

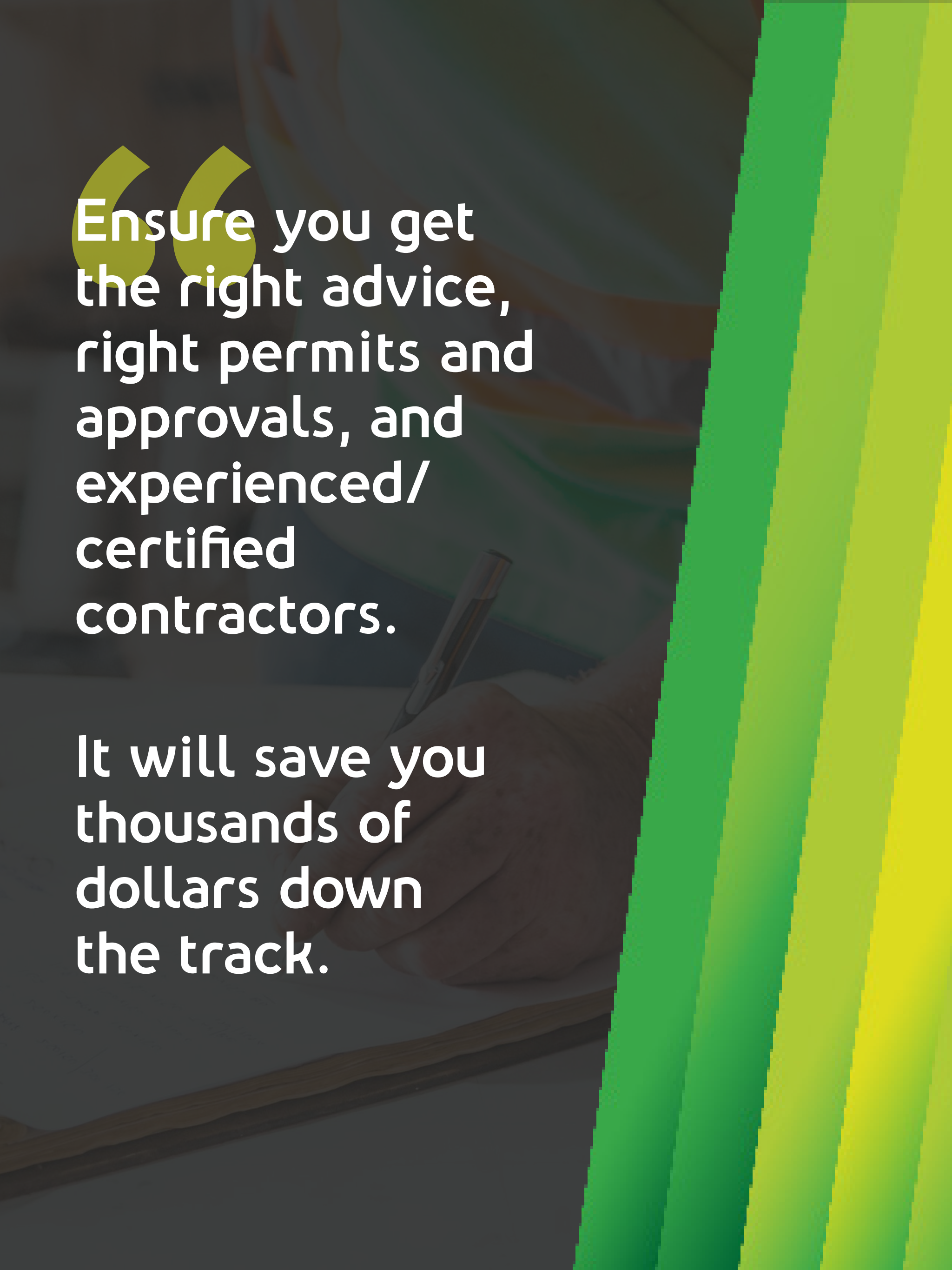


## 6. Do *final touches last*

It sounds simple, but it's easy to get carried away and do things that make sense to do last early on.

Resist the urge to lay that new flooring or install the new lawn—it's likely to only get scratched, covered in dust, paint or trodden on by tradesmen during the remainder of the renovations.





“Ensure you get  
the right advice,  
right permits and  
approvals, and  
experienced/  
certified  
contractors.

It will save you  
thousands of  
dollars down  
the track.

## 2. The bare necessities

Now that you've got your plan ready, and you've decided on your "look", it's time to get started!

Begin with the bare necessities; large jobs like new flooring or a slick outdoor entertaining area are not as important as fixing a creaky front door that doesn't close properly.

Your first priority should be to fix any basics, before adding anything to alter or upgrade the home.

These can mostly be done by yourself, with a few exceptions that can be solved quite affordably and quickly.



### Clean carpet surfaces.

If they're quite dirty or you own pets, consider having them professionally steam-cleaned. Clean carpets can lift the perception of a home greatly.

### Fix any doors that squeak or don't close properly.

Buyers don't want to purchase a home with problems or annoyances.

### Replace any cracked floors or broken tiling.

This is only if the entire floor or tile surface isn't being replaced as part of your upgrades.

### Change broken lightbulbs.

Consider upgrading to LED bulbs. They're affordable and can be bought from your local supermarket; they outlast normal bulbs 10x and create a brighter, more premium feel.

Opt for warm-white bulbs to create an inviting, warm glow about your home.

### Clear your roof's gutters.

Clean and tidy roof gutters make a property look well maintained and looked-after.

### Wash windows and doors.

Clean, sparkling glass surfaces make a home look fresh and brand-new.

### Remove any cobwebs, clean fixtures and lights.

Having a clean, cobweb-free home makes painting and renovating easier.



# 3. Renovation essentials



Now that the most important fixes have been made, it's time to move onto upgrades. These are the timeless, most commonly used ways to add value to a property.

## 1. Painting

Painting is the easiest way to transform a home for maximum impact, and it's also one of the most affordable ways as well.

A fresh coat of paint can make a room feel twice the size it was before, especially if you're opting for light colours over darker ones.

We recommend playing it safe when it comes to colour — stick to neutral tones to avoid clashing with decor or home features. Whites, light beiges, or very soft greys brighten spaces and pair well with items in the home.

## 2. Flooring

Floors, walls, and ceilings are the canvas that makes up any given room.

Next to painting, flooring is a very effective way to improve a space.

Hardwood floors are a popular choice, as they liven a space, are easy to clean, and are durable in comparison to carpet. There's even evidence to suggest homes with hardwood floors fetch a higher price at resale. If you want the same finish at a lower cost, vinyl planks are a good option.

Carpet is soft, comfortable and ideal for bedrooms and living rooms. It's also more affordable than vinyl or wood and comes in a greater range of colours and styles.

A refreshed tile in a bathroom or kitchen is also a powerful way to transform a space and make it feel newer and more premium (smoky grey tiles are particularly in vogue at the moment).

Don't be afraid to use different materials for different sections of the home, just be sure that the arrangement makes sense and your options fit within your budget.

## 3. Space

Space is a huge factor in buyer decision-making. No one enjoys feeling crowded or closed in—once you've painted, rearrange furniture, remove unnecessary items and experiment with layout to make the space feel as open as possible.

# 3. Renovation essentials

## 4. Open-plan living

Everyone is looking for open-plan living these days. Open-plan feels more spacious, is more functional for entertaining, and gives parents peace-of-mind by being able to watch their children while cooking, cleaning or enjoying entertainment.

Consider removing unnecessary walls between your kitchen, living, and dining spaces if you don't already have an open-plan space.

However, be sure to maintain privacy in areas close to bedrooms, bathrooms and studies.

Non-structural walls can be removed fairly affordably, but structural walls carry a greater cost to remove.




## 5. Home efficiency

Home features like double-glazed windows, solar hot water and electricity systems, highly-efficient appliances and LED lighting (but particularly solar systems) can increase home value and attract buyer interest.

Energy-efficient features not only increase home value, they minimise utility bills for the occupant ongoingly and can help reduce environmental impact.





“Painting is the easiest way to transform a home for maximum impact, and it’s also one of the most affordable.”

# Top 5 tips for renovating to sell

1

## **Take advantage of the seller's market**

The next couple of years look to be providing stable demand balanced with maximum sale opportunity.

2

## **Demand is high but some tides are rising differently**

While we are still seeing growth in some areas, some suburbs require a different approach.

3

## **Stay pro-active when selling your home**

While there is strong demand, the best results are still coming from well marketed homes.

4

## **Premium buyers still want that bit extra**

A styled and well presented home still performs best in the marketplace.

5

## **Get a free appraisal - even if you're not yet ready to sell.**

Understanding your home's possible sale price is vital for your decision-making. Get it checked yearly.





# Together.

Nest Property - Hobart  
49 Sandy Bay Rd, Sandy Bay TAS 7005  
hobart@nestproperty.com.au  
(03) 6224 2004

[hobart.nestproperty.com.au](http://hobart.nestproperty.com.au)



/NestPropertyHobart

**nest**  
PROPERTY