Preparing to sell your rural or lifestyle property

Taking care of these tasks before putting the for sale sign up will help to minimise the tension that can come with selling up, and also increase buyer appeal.

- Get all your paperwork in order. From accounts, to record of title, land use and purpose, water consents and compliance records.
- Choose the right real estate agent. A good real estate agent will be able to guide you through the preparation and selling process.
- Know who you're selling to. It helps you better to understand what buyers are looking for, and how you can make sure your property ticks all of their boxes.

Preparing the interior

- Declutter and depersonalise: Create a neutral canvas for potential buyers to envision their own belongings in the space.
- **Freshen up with paint:** A fresh coat of paint can breathe new life into your interiors and make them more appealing.
- **Repair and upgrade fittings and fixtures:** Address any broken fixtures or outdated elements to present a well-maintained property.
- **Enhance natural light:** Maximise the natural light by opening curtains, cleaning windows, and cutting down any trees that could be blocking light.
- **Stage strategically:** Highlight the best features of each room and showcase the potential of each space to buyers.

Enhancing the exterior:

- **Improve curb appeal:** Create a lasting first impression by sprucing up the entrance, driveway, maintaining the landscaping, and more.
- **Tidy up the outdoor space:** Clear debris, trim hedges, and mow the lawn to create an inviting outdoor area for potential buyers.
- Make necessary repairs: Fix any structural issues, repair fences, and ensure that the exterior of all buildings are well-maintained.
- Showcase unique features: Emphasise any unique aspects of your rural property, such as stunning views or recreational amenities.

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