



The Value of Decluttering

Increases the Value of your home

Decluttered homes sold 7 times faster than homes not staged. Decluttering your home before being listed can increase the value of your home by an average of 3 – 7 % **
That could be a return of \$27 300 - \$63 700 for a Home worth \$910K *

** As per the National Association of Realtors, US 2017. * Based on the average price of an Auckland home in October 2017

Maximise Space in your home

Buyers need to see the space they are getting, to see how good the value is. They want to see the condition of the walls, floors etc. and this is really hard when you have most of it covered with your belongings. If you declutter your stuff from your home then you are allowing the buyer to see the space and imagine themselves living in it – you are selling a lifestyle and a dream.

You will be more prepared

Decluttering for selling may well mean that you need to pack away, or store offsite items that you don't need until after the move, in order to make more space in the house. If you have started the packing and sorting process ahead of time then you will be in a really good position to finish packing when the time comes – and it will be so much less overwhelming.



Suggestions & Tips

Consider the season – Pack anything away that is not in season i.e. if it's summer you should pack away winter clothing and extra blankets as well as heaters and electric blankets, winter sports gear etc.

Remove all personal items – Pictures, certificates & personalised items distract the potential buyer from the house's features and also inhibit a potential buyer to visualise their own family creating a home from your house. All bench and cabinet tops should be completely clear and clean throughout the sales campaign.

Linen Closet – Only keep what you will actually need; excess sheets, duvet covers, sheets, pillows should all be packed away

Bathroom cabinets – Only keep what you need, dispose of any expired or unneeded items and pack the rest away for your new home

Kitchens – One of the key areas that sell a home. Potential buyers want to know there is plenty of space and that they will be able to feed their families from their new kitchen. Be brutal; only keep what you absolutely can't live without. Clear out everything else, each cabinet and draw needs to look like you have space for what you need, plus room to spare. Always have the bench top & sink clear & clean.

Excess Furniture – Remove extra tables, sideboards and chairs from rooms to open up the walkways & create the feeling of more space.

Storage areas – If it's in your storage area, you likely won't need it anytime soon anyway. Clear out as much as possible, it should look minimalist and not overcrowded

Garage and sheds – Leave this till last, it is often the most difficult area to manage. All old tools, sports equipment and camping equipment, paint, appliances you are going to repair 'one day' – they can go! Everything else should be packed and neatly stacked ready for potential buyers to see the space.

Downsizing or moving to a Lifestyle Village?

Create more living space – Unnecessary décor, unused furniture, full closets and junk draws can make you feel like your home is closing in on you. Too much stuff makes a home uncomfortable. You've worked hard for all that you have but comfort in your own home should be top priority.

Reduce the burden on Family – Some save family heirlooms for decades with the expectation their relatives will want them. But younger generations often don't want any more stuff. Many families are choosing to live in smaller homes, rejecting the excessive accumulation of material objects – even family heirlooms.

Help others with donations – By clearing your house of unused items you can help others by donating the times to charity. This is a simple way to both declutter your home and help someone in need. Charities like Goodwill and the Salvation Army serve as local depositories for your donated items.

