

Open Home **CHECKLIST**



A sellers guide to prepare
for an open home

watson
INTEGRITY

Open Home Checklist

Your Ultimate Open Home

1. Getting prepared

2. Show time!

Ask the open home experts

Create your own checklist



Your Ultimate Open Home

Opening up your home is a key part of showing your property to potential buyers.

If your first open home is approaching then the thought of multiple potential buyers coming through to 'inspect' your home could feel a little daunting!

That's where our ultimate checklist comes in.

To make your open home a breeze we've broken the process down into two simple steps for you to focus on -

1. **Getting prepared**
2. **Showtime**



1. Getting prepared

Decluttering is the name of the game when it comes to prepping your home.

To start with you'll need to be a little bit ruthless and remove ALL unnecessary items from view. While this may sound like a simple step, decluttering will make your home look much more appealing and spacious to prospective buyers.



Your preparation checklist

- ☐ **Depersonalise** - it's a good idea to minimise family items and photos. Remember, you want buyers to be able to imagine living in your home so avoid having too many personal items on view. The fridge is another area that often ends up with lots of personal items on it.
- ☐ **Clean** - of course a good clean is important for showing off your home - don't forget the windows inside and out as this will help let in the most light. Cleaning the whole house is ideal, if you want to shortcut it or gloss over a few areas, then kitchen and bathroom should be the areas you give the most attention.
- ☐ **Storage** - on your decluttering and tidying mission don't neglect areas like cupboards and storage spaces. Yes, buyers may look in these areas!
- ☐ **Kitchen** - with the cooking area of the house it's best to declutter as much as you can, this includes clearing off as much bench space as possible to maximise the space you have available.
- ☐ **Pantry** - pro tip, a bit of time spent now organising your pantry shelves will help make it look bigger to prospective buyers!
- ☐ **Walls** - give the paint and wall paper a check over - now is the time for any touch ups or repairs in this area.
- ☐ **Fireplace** - if you have one then give it a sweep out. It's also a really nice touch to have it 'set up' during the open home
- ☐ **Bathroom** - clearing off all those shower and vanity items is key. You want to minimise these as much as possible and hide them where needed. If you have a shower curtain then a new one could be a great investment to help brighten up the space.
- ☐ **Outdoors** - an outdoor area is an attractive element to many buyers, so you'll reap the (price) rewards from any time that you invest in this area - whether it's a few new plants or adding a BBQ area. Mow lawns and tidy up the garden. Again clear up any extra clutter (toys etc) that you may have lying around the lawn.
- ☐ **Feature** - now that you're done decluttering consider making one feature point of each of your rooms - this could be cushions, throw rugs, a feature wall or even a piece of art.

2. Show time!

So all the effort you've put into prepping your home is about to pay off! Take a final wander through your home (or ask a friend to do it for you) from the front entrance right through and try to imagine it from brand new eyes - you may spot a few last minute items to tidy away.



Show time tips:

- **Make yourself scarce** - assuming your working with an agent (who will handle the open home guests), it's best to make yourself scarce during the open home as the owner being present can put off prospective buyers.
- **Pets** - if at all possible its best to take your pets offsite during the open home, especially if your pet includes a large dog that may scare off buyers! While cats are less of a worry, some people do suffer allergies from them.
- **Smell** - take a notice of any smells and make sure they are pleasant ones! Use an air freshener to minimise any damp smells, you may also like to consider flowers, a candle or even doing some baking for an extra sweetner!
- **Let in the light** - before you leave, make sure you've opened up all the windows to let the fresh air in. Depending on the timing you might also want to leave on some of your lighting to brighten up spaces (such as lamps).
- **Finishing touches** - now is the time to add any last minute touches like fresh flowers or some fruit as a centrepiece in a central area.
- **Music** - some light music in the background can be a good added touch for buyers that are inspecting yourchecking Council Records or LIM.



Ask the open home experts

Now you've put in the hard work why not take your open home even further? Companies like Watson Integrity are now offering amazing virtual 3D tours so buyers can 'walk-through' a home at any time from any location! Visit [▶ watsonrealestate.nz/resources/go-3d](https://www.watsonrealestate.nz/resources/go-3d) to find out more.

☞ Declutter

De-clutter and create space from the letterbox to the loo. Box up excess items and store neatly in the garage or off-site at a friends. ☞☞

ERIC DONG

RESIDENTIAL SALES CONSULTANT



☞ Smell

Think about what it might smell like to someone who isn't used to the scent of your home. Does it smell like smoke? Or musky? Or maybe it smells like your furry family member! Buyers always link to their senses so even if your home is spotless, if it smells people will think it's dirty. Being aware of this is important, so consider using an air freshener or opening up some windows beforehand to air everything out. ☞☞

ANANDA DE KONING

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☞ Talk to a good agent

Talk to a good agent and get on their buyer database. Let them know what you're searching for in terms of price range or suburb preferences so that you'll be contacted as soon as something suitable hits the market. Agents may also know of quiet listings that aren't on the market, so you can get in ahead of other buyers. ☞☞

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☞ Exterior

Good exterior presentation of your home will give that great 'first impression' to the prospective buyer. The last thing you want is for a buyer to pull up outside your Open Home and then simply drive away again as the exterior does not appeal to them. ☞☞

CHRISTIAN BAAS

RESIDENTIAL SALES CONSULTANT



☞ Timing

Time your Open Home for the quietest time of the neighbourhood (if possible) and also to enhance any sunshine the house receives, this will help ensure your home is as well lit as possible while people are visiting. Your property consultant should work with you to recommend the best timing to showcase your home in the best light. ☞☞

MARCUS WATSON

RESIDENTIAL SALES CONSULTANT



When you want expert advice ask the agents who have conducted thousands of successful open homes!

Create your own checklist

Now you've finished our guide it's time to create your own checklist for tidying up your property. If you'd like advice at any stage of the process then feel free to give one of our friendly team a call.



My open home checklist:

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