



NOBLE AVENUE **SPRING** **SELLING GUIDE**

Winter is the perfect time to prepare your home for the busy spring real estate market.

By starting now, you can address repairs, improve curb appeal, and stage your home to perfection, making it stand out to potential buyers.

Don't wait until spring to begin, contact us today for expert advice and support in making your home market-ready.



HIGH-IMPACT *Upgrades* FOR MAXIMUM RETURN



PAINT IS YOUR BEST FRIEND

Painting is a top home improvement investment. Don't just paint walls; also treat cupboards, doors, and even update bathrooms for a modern touch.

REPLACE TAPWARE

For a fraction of the price of a full renovation, you can subtly lift the look of a whole room by replacing dated taps in the kitchen and bathroom with more modern options – think contemporary matte black or brushed brass.

UP YOUR STORAGE GAME

Remove clutter and free up your life spaces. A simple trip to IKEA or Bunnings will help you find built in storage heaven with plenty of modern and affordable storage systems that you can DIY.

REPLACE OLD HANDLES

Upgrading handles is often overlooked but can significantly enhance your home's appearance. For under \$100, you can replace kitchen handles using a tape measure, screwdriver, and an hour's work. It's a small change, but you'll notice it every time you open a cupboard.

HIGH-IMPACT *Upgrades* FOR MAXIMUM RETURN



BRIGHTEN UP WITH LIGHTING

Built-in lighting requires professional installation, but affordable battery-operated options are DIY-friendly.

To make a real impact, think about pendant lighting over dining and kitchen areas, LED downlights in living spaces, and directional lighting in the bathroom.

This upgrade, costing just a few hundred dollars, improves visibility and proves its value over time.

RECONSIDER YOUR OLD BENCHTOP

Don't delay your dream kitchen. Replacing old kitchen or bathroom benchtops, especially dated laminate ones, can transform the room's look and feel.

Quality stone is vital, as cheaper options may stain. Alternatively, you can refresh existing benchtops with paint, such as the Dulux Renovation Range, or hire a professional for the job.

KEEP AN EYE ON YOUR WINDOW TREATMENTS

Small changes can transform a space: Elevate curtains to create a sense of higher ceilings. A curtain kit under \$100 can make the room feel airier.

Try Spotlight's Hotel Collection Luxe S-Fold Sheers for a trendy and affordable option.

Update old blinds with modern ones to add style. You can hire a professional or DIY with ready-to-install blind kits from local stores or online.

PRE-SPRING *Checklist*

DECLUTTER & DEPERSONALISE

Pack away personal photos, kids' art, excess décor, and bulky furniture.

GARDEN & OUTDOOR SPACES

Mow lawns, trim hedges, mulch garden beds, clean paving, pressure-wash driveways.

MINOR REPAIRS

Fix dripping taps, patch wall scuffs, replace blown light bulbs, oil squeaky doors.

DEEP CLEAN

Wash windows, steam clean carpets, clean gutters, refresh curtains and blinds.





THE SALES *Timeline*

AVERAGE TIME FROM APPRAISAL TO SETTLEMENT:



FAST TRACK
(no upgrades)

= *8-12 weeks*



**FURNITURE
STAGING**

= *10-14 weeks*



**MINOR
UPGRADES**
+ STAGING

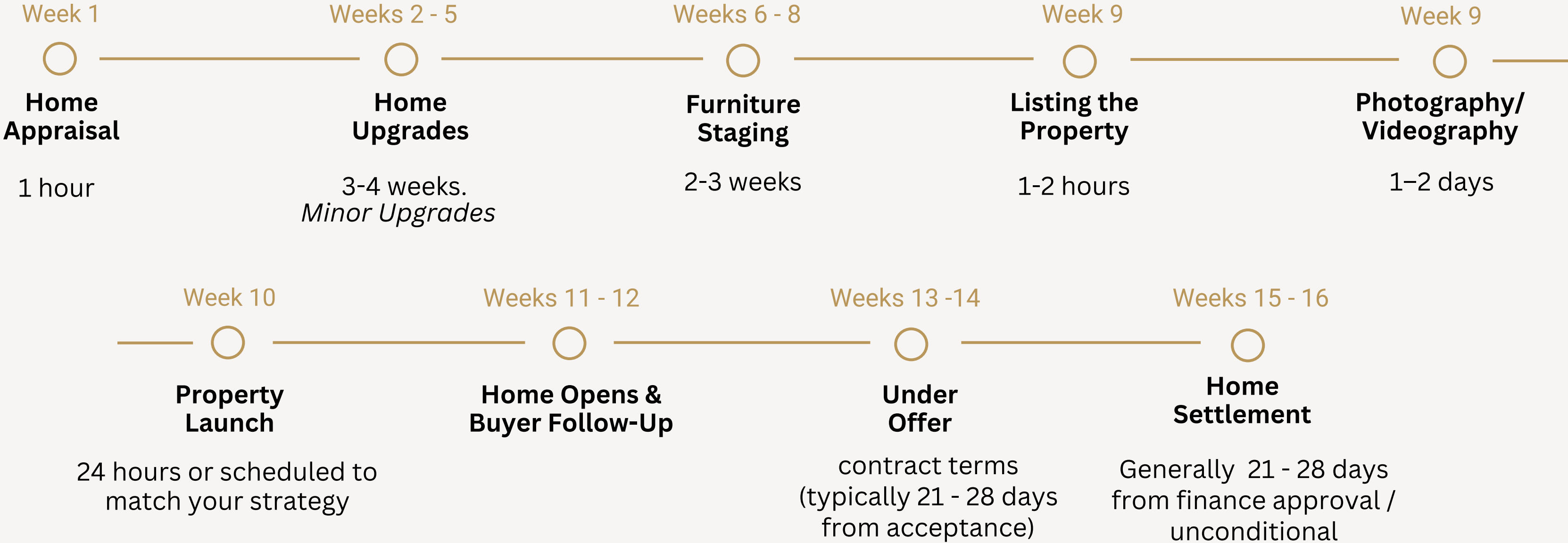
= *12-16 weeks*



**MODERATE
RENOVATIONS**

= *5-7+ months*

THE SALES *Process*



Above is an example timeline for a home sale with minor upgrades and furniture staging. Timelines will differ for each client

THE SALES PROCESS:

1. Appraisal

TIMELINE: 45 minutes – 1 hour

WHAT TO EXPECT:

- Guided tour of your home with our agent
- Review of recent comparable sales in your area
- Discussion of current market trends and buyer activity
- Presentation of a tailored marketing strategy
- Transparent overview of fees and selling expenses
- Honest advice on renovations or upgrades to increase value
- Our goal: To leave you feeling fully informed and confident about the process ahead



THE SALES PROCESS:

2. Home Improvements

TIMELINE:

- 3 – 4 weeks for Minor Upgrades (paint, lighting, garden refresh)
- 6 – 8 weeks for Moderate Renovations (bathrooms, benchtops)
- 3- 6+ months for Major Renovations (kitchen remodel, flooring)

WHAT TO EXPECT:

- We assess the scope of work based on recommendations made at appraisal
- You can opt for our team to project manage the upgrades
- Alternatively, we can connect you with our trusted network of trades
- Timeline depends on the nature of upgrades and trade availability



NOBLE ELEVATE.

Fronting your costs

Let us help cover the costs to elevate your home to attract more buyers, drive competition & maximise your property's price at sale with Noble Elevate.

With a team educated in identifying what enhancements will maximise return most in your area, and what buyers are actively seeking, we guide what's worth doing and what isn't.

No time wasting, just the essentials. Plus, we front all the costs until your home sells and manage the whole process.



CLEANING & ESSENTIALS.



EXTERIORS & LANDSCAPING.



PAINTING & TOUCH UPS.



RENOVATIONS & IMPROVEMENTS.

THE SALES PROCESS:

3. Furniture Staging

TIMELINE: 2 - 3 Weeks

WHAT TO EXPECT:

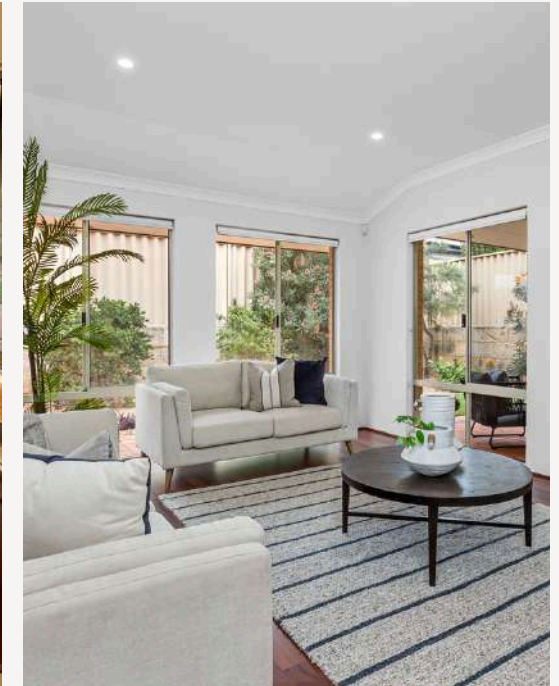
- Initial consultation with our team to create a tailored staging plan
- Selection of modern, on-trend furniture and décor to suit your home
- Professional delivery, installation, and styling of each room
- Photography and videography booked immediately after staging

85%

of staged homes sell for more than the asking price.

90%

of buyers can't see the full potential in un-staged homes.



THE SALES PROCESS:

4. *Listing the Property*

TIMELINE: Flexible. Typically within a few hours once you're ready

WHAT TO EXPECT:

- Your agent will prepare an Exclusive Selling Agency Agreement
- You'll complete a Seller Disclosure Statement and an ID Verification Check
- A Marketing Annexure will be signed, confirming your chosen advertising budget
- All paperwork can be completed in person or electronically via DocuSign
- We work at your pace – some listings are ready in a day, others take longer, depending on your goals



THE SALES PROCESS:

5. Photography

TIMELINE: Begins once the property is launched

WHAT TO EXPECT:

- Home opens typically scheduled for weekends and mid-week
- After each open, you'll receive a detailed update including buyer numbers and feedback
- Our team follows up with all interested parties within 24–48 hours
- We aim to capture and negotiate offers efficiently

THE SALES PROCESS:

6. Property Launch

TIMELINE: Photos are received within 24 hours of shoot
Marketing materials are prepared the same business day

Launch date can be immediate or scheduled to match your marketing strategy

WHAT TO EXPECT:

Our team selects the best images and prepares:

- Online listings (real estate portals)
- Brochures and signage
- Social media and email campaigns
- You'll receive a marketing proof to review and approve before anything goes live
- Once approved, we'll launch the campaign and schedule your first home open

THE SALES PROCESS:

7. Home Opens & Buyer Follow-Up

TIMELINE: Begins once the property is launched

WHAT TO EXPECT:

- Home opens typically scheduled for weekends and mid-week
- After each open, you'll receive a detailed update including buyer numbers and feedback
- Our team follows up with all interested parties within 24-48 hours
- We aim to capture and negotiate offers efficiently



THE SALES PROCESS:

8. Under Offer

TIMELINE: Varies depending on buyer finance and contract terms (typically 21 - 28 days from acceptance)

WHAT TO EXPECT:

- Once an offer is accepted, the property goes “Under Offer”
- We will coordinate with the conveyancers, brokers and building/pest inspectors.
- You’ll be kept informed throughout the finance and inspection process
- The agent will assist with any required conditions (e.g., repairs, termite checks)

THE SALES PROCESS:

9. Settlement

TIMELINE: Generally occurs 21 - 28 days from finance approval / unconditional

WHAT TO EXPECT:

- Final property inspection by the buyer (usually 1–5 days before settlement)
- Legal and financial processes are completed behind the scenes by your conveyancer
- On the day of settlement, funds are transferred and keys are handed over
- Congratulations! The sale is complete

NOBLE AVENUE

Stronger
TOGETHER

Your team of Local Northern Suburbs Specialists working collaboratively to get you the BEST RESULTS.



FOUNDER
LINDA NOBLE



PROPERTY PARTNER
JAY DASS



PROPERTY PARTNER
KAREN RICHES



PROPERTY PARTNER
NIKKI KALE



PROPERTY PARTNER
ANDREA LLOYD



PROPERTY PARTNER
BRETT MOORE



PROPERTY PARTNER
SHIRLEY HESLIP



**SALES ASSOCIATE -
KAREN RICHES TEAM**
ALEX MCINERNEY



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