



## 9 Smart Hacks to Maximise Your Sale in 2025

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### Hack 1: Sell the Lifestyle, Not Just the House

Home buyers aren't just buying four walls - they're buying the dream. And guess what? According to a NAB survey in 2024, over 72% of homebuyers said their final choice came down to "how the home made them feel." That's huge!

Women still lead or influence up to 80% of all household purchase decisions - especially big ones like real estate. So, hone in on what will appeal emotionally to your ideal buyers.

Pro Tip: Think like a matchmaker! Ask yourself: "Who would fall in love with this home?" A growing family? A downsizing couple? A remote worker seeking that perfect home office nook?

Recommendation: Style each space with your likely buyer in mind. Show off the breakfast bar for family life, or stage that spare room as a calm, productive office space. This is where the magic happens.

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## Hack 2: Declutter the Life Out of It (In the Best Way!)

Buyers need to see their life unfolding here - not yours. Today's buyers scroll through listings at lightning speed, and clutter or over-personalisation stops them in their tracks. Clean, styled, and neutral homes sell 20 - 30% faster in today's competitive market.

Take a cue from Louise, who decluttered, painted and styled her home - and walked away with \$60K more than her agent's original estimate. Yes please!

Recommendation: Remove at least 60 - 70% of personal items. Begin room by room and cupboard by cupboard. Consider investing in a home stylist or grab an eBook like "Style Your Home Like a Pro."

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## Hack 3: Get Legally Ready Before You List

This one's non-negotiable. You can't sell your property without the legal documents in place - and delays here can cost you interested buyers.

Each state has its own rules, but you'll need a Contract of Sale and relevant disclosures before going live. Your conveyancer or solicitor is your go-to here.

Recommendation: Start this process the moment you decide to sell. Don't wait until you're "nearly ready." A fast-moving buyer could come knocking sooner than you think!

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## Hack 4: The Buyers Set the Price - Not the Agent

Let's bust a myth: Agents don't set the sale price - buyers do. Your job? Make sure your pricing is bang on.

Keep your finger on the pulse of your local market. Compare recent sales of similar homes, note renovations or upgrades, and consider changes in your area like new schools, transport or zoning.

Recommendation: Create a spreadsheet of recent local sales. Get three market appraisals, and if you're unsure, invest in a professional valuation. It's a small cost that can save you thousands in negotiation.

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## Hack 5: Choose Your Agent (or Method) Like a Boss

Real estate is a service industry - and the quality of your agent or platform matters. A recent 2024 CoreLogic survey revealed that 38% of sellers were disappointed with their agent. That's a red flag.

And fun fact: female agents consistently rank higher in communication and client satisfaction. Love that!

Recommendation: Interview at least three agents or online platforms. Ask the hard questions. Trust your gut. And don't be dazzled by charm alone - look at track records, strategy, and transparency.

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## Hack 6: Know the Process - Know Your Power

Did you know you can legally sell your own home? In the age of virtual tours, AI marketing, and remote work, DIY selling is more viable than ever.

That said, if you choose an agent, know what you're signing. Real estate agreements are legally binding for up

to six months, and commissions (which can range from 1.5% to 3.5%) are 100% negotiable.

Recommendation: Read the fine print, negotiate everything, and explore modern alternatives like fixed-fee models and digital platforms.

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### Hack 7: Ditch the Tyre Kickers with Virtual Tours

A 2025 update you'll love: virtual tours are now the must-have in your marketing toolkit. Listings with virtual tours get 5x more inquiries and filter out time-wasters.

According to recent industry stats, properties with 3D tours sell up to 31% faster, and buyers who view one are more emotionally engaged before they step foot on your lawn.

Recommendation: Invest in a Matterport or similar virtual tour, professional photography, floorplans, and even drone shots if possible. Skip expensive print ads - they're yesterday's news.

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### Hack 8: Communicate Your Expectations Loud and Clear

This is your sale, your money, your life. Too many sellers feel let down because they didn't set boundaries or clearly communicate expectations upfront.

Do you want text updates? Weekly reports? Immediate notice after every inspection? Define your communication style.

Recommendation: Create a "Sellers Agreement" of your own. Document your communication preferences, goals, and expectations - and make sure your chosen agent or platform is on board.

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### Hack 9: The Five P's Still Rule

Proper Planning Prevents Poor Performance. It's as true in 2025 as ever.

Selling a home is a team effort - between you, your household, your stylist, legal team, and chosen sales method. Planning well means fewer surprises and more success.

Recommendation: Take a step back, create your plan, write your checklist, and delegate where you can. This is your journey - own it.

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### Final Thoughts from Julie

Selling your home in 2025 is about smart strategy, emotional intelligence, and informed choices. Whether you're going full DIY or engaging an agent, make your process feel good - for you and your buyer.

And above all? Stay curious, stay empowered, and don't be afraid to ask questions.

Happy Selling!

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<https://nextaddress.com.au/blog/8-super-easy-life-hacks-so-you-sell-home-for-more>