

The Sale Gap Checklist.

The complete eight-zone, 64-point walk-through of your property. Tick every item that is true today, add up the ticks, and read your band — the same Platinum-to-Bronze scale as your Property Performance Score, converted to 64 points.

HOW TO WALK IT

Print this list and walk the home with it — every zone, every item, honestly marked. Owners stop seeing their own homes; the list sees for you. One tick per item that is true right now, not after the weekend's jobs.

HOW TO SCORE IT

Each zone holds eight checkpoints worth one point each. Subtotal each zone out of 8, add the eight subtotals for your score out of 64, then read your band on the last page.

UNITS & APARTMENTS

Wherever an item says garden, kerb or street, score your building's entry, lobby and corridor instead — and your balcony for the outdoor items.

01 Street appeal & the kerb

/ 8

- ☐ From the kerb, a stranger would slow down for a second look
- ☐ Lawn mowed, edges cut, garden beds mulched, dead plants gone
- ☐ Front fence and gate upright, palings complete, latch working
- ☐ House numbers clean, straight and legible from the street
- ☐ Letterbox sound and standing straight
- ☐ Driveway and paths swept, clean and weed-free
- ☐ Facade paint sound — no peeling, flaking or heavy grime
- ☐ Bins, hoses, trailers and project clutter out of sight

02 The arrival zone & entry

/ 8

- ☐ The walk from street to front door feels welcoming and tended
- ☐ Path and steps level, safe and well lit
- ☐ Front door clean or freshly painted; glass wiped; doormat straight
- ☐ Doorbell working — it is the first thing many buyers touch
- ☐ Locks and latches smooth, keys turning cleanly
- ☐ Entry light bright and warm; fitting clean
- ☐ No odour at the threshold — the entry smells clean, or of nothing
- ☐ The first sightline inside is bright, clear and uncluttered

03 Living areas

/ 8

- ☐ Every main room would photograph well right now, without apology
- ☐ Decluttered to one-third — surfaces and floors carry only what sells the room
- ☐ Furniture placed to define each zone; nothing blocking the flow
- ☐ Every room answers one obvious purpose
- ☐ Personal photos and bold personal items packed away
- ☐ Wall marks patched and touch-up painted
- ☐ Curtains and blinds open fully; windows clean; light maximised
- ☐ Floors sound — carpet clean, boards unscratched, tiles intact

04 The kitchen

/ 8

- ☐ Benchtops clear except two or three styled items
- ☐ Surfaces sound — no chipped benchtops or tired cupboard doors
- ☐ Stove, oven and rangehood degreased; appliances clean
- ☐ Cupboards and drawers glide; handles tight and matching
- ☐ Sink and taps polished dry to a shine — no drips
- ☐ Splashback and grout clean
- ☐ Lighting bright and warm — every globe working and matched
- ☐ No cooking odours held in the room

THE UPLIFTA RULE

A low score isn't a bad home — it's a wide gap, and a wide gap is opportunity.

BEFORE YOU CLIMB ANYTHING

Gutters, roof tiles and anything above shoulder height are jobs to point a tradesperson at — not to climb a ladder for. No sale price is improved from a hospital bed.

Zones five to eight.

05 Bathrooms & wet areas / 8

- ☐ Sealant and silicone fresh and mould-free
- ☐ Grout clean; cracked or chipped tiles replaced
- ☐ No dripping taps; no running or hissing toilets
- ☐ Shower glass clear — no soap film or mineral haze
- ☐ Exhaust fans working; ceilings mould-free
- ☐ Benches clear; fresh towels folded; toilet lids down
- ☐ Laundry tidy — machines clean, products stored away
- ☐ Wet areas smell clean, with bright working light

06 Bedrooms / 8

- ☐ Beds made hotel-tight with fresh, neutral linen
- ☐ Wardrobes decluttered — doors close, storage reads generous
- ☐ Bedside and dresser surfaces near-clear and styled
- ☐ Clear walkways — the room moves easily around the bed
- ☐ Window coverings open; morning light in
- ☐ Carpets and floors clean underfoot
- ☐ Valuables, medications and personal clutter locked away
- ☐ Every bedroom presented as a bedroom — not overflow storage

07 Outdoor living & garden / 8

- ☐ The strongest lifestyle moment is staged — the set table on the deck, the reading corner in the light
- ☐ Deck or patio swept and washed; oiled if tired
- ☐ Garden beds weeded and mulched; plants alive
- ☐ Trees and shrubs trimmed — none blocking window light
- ☐ Outdoor furniture clean and arranged for use
- ☐ Clothesline, shed and service areas tidy
- ☐ Pool or spa (if any) clean, with gates and fencing latching
- ☐ Pet areas — bowls, beds, litter — out of sight

08 Condition & confidence / 8

- ☐ Gutters cleaned and secured; downpipes connected and discharging clear
- ☐ Roof checked — no slipped tiles, lifted flashing or moss
- ☐ Visible rot or rust treated and painted
- ☐ Sticking doors eased; squeaky hinges oiled
- ☐ Every light, switch and power point works — globes matched warm-white
- ☐ Stained ceilings sealed and painted
- ☐ Flyscreens repaired or removed
- ☐ The home can reach inspection condition — light, temperature, sound, tidiness — within one hour

ADD UP YOUR TICKS

/ 64

Eight zone subtotals, one number. The bands are your Property Performance Score's Platinum-to-Bronze scale, converted to 64 points.

● Platinum	58–64	Market-ready. Strong confidence, polished presentation — only fine-tuning left.
● Gold	42–57	Strong, with clear next moves. Targeted work will still lift freshness, clarity or confidence.
● Silver	29–41	Real money on the table. A workable foundation with several moves that would materially help.
● Bronze	under 29	A significant Sale Gap. A structured plan is worth having before you go to market.

YOUR REAL NUMBER GOES DEEPER

This walk-through is the self-check. Uplifta's full Property Performance Score grades dozens of individually weighted details against current sales in your area — evidence-backed, not eyeballed — and rolls them into your Buyer Readiness Score, your Sale Gap and a costed, prioritised plan.

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