

10 Top Tips on selling your home



Here are 10 basic rules you should always follow before putting your house on the market.

Kerb appeal: It's said, you can only make one 'first impression' and people usually form their first impression within 15 seconds. The front of your house is a good place to spend a little extra time and money; plant flowers, trim bushes, weed, pick up leaves, repaint your front door and park your 'old' car somewhere else!

Clean: Your home has to sparkle! Spring clean your house from top to bottom before you put it on the market; think about employing a weekly cleaner while selling.

Fix: If you've got a dripping tap or a cracked tile, get them fixed. These will send the wrong message to potential buyers. Getting all problems fixed before you put your house on the market is essential.

Eliminate Clutter: This may be the hardest thing to do, but it's a 'must'! Most people love clutter – it reflects our memories, hobbies, and values, but it doesn't sell houses! Clutter makes homes seem smaller and disorganised. You will have noticed that expensive stores seem to have a clutter-free layout, while 'cheap' shops are often a jumble of merchandise.

Neutralise: Neutral colours sell; it's a fact. Convey an image of quality and neutrality. Potential buyers walking through your home want to imagine themselves as the owners; if you use styles or colours they would never select you've just turned them off. Stay high-quality, but 'neutral' is safest.

De-personalize: Remove objects that your potential buyers won't be able to identify with. Buying a home is an emotional decision; you want potential buyers to make an 'emotional connection' with your home by being able to see themselves in it.

Pets: If you have any pets, keep them under control. Preferably confine them to a specific area. Although you may love your pets, they can be extremely off-putting to other people; pet smells can be offensive too, so make sure there are no lingering odours in furniture or flooring and if there are get them cleaned before you put your house on the market.

Define each area: Buyers want to know what each room is for, so that they can decide where they will place their own items. 'Sell the lifestyle' and you'll sell your house.

Lighting: Make sure you have adequate lighting in every room; 'more' is definitely 'less' where lighting is concerned. Use lots of subtle mood lighting to create the right atmosphere in each room (and check that all your bulbs work).

Accessories: By using the right accessories, you can often enhance your rooms and create a feeling of unity by using harmonious colours. Use mirrors to reflect light and space and use plants and fresh flowers to bring life into rooms and add a natural fragrance.



Here are 10 more top tips to help you get your home ready for sale.



1. Lots of different floor coverings will make any area seem smaller. If you can't afford to replace all your flooring so that it matches throughout, close the doors on the other rooms until you show each room in turn.

2. Bedrooms:

- Never underestimate the importance of bedrooms; it's the reason why 60% of people move home.
- A bedroom adds more value than a study or storeroom, so make sure every bedroom has a bed in it.
- Concentrate on the Master Bedroom - adult buyers are the ones who pay for the property, so impress them with new bedding and curtains.
- Look at the layout; buyers must be able to walk around the bed, or they will think the room is too small.
- Remember storage, it's particularly important to female buyers. Built in MDF wardrobes can cost as little as £200 and by adding stylish handles you can create an elegant finish.
- Buyers aren't usually so bothered about children's rooms, but they must be clutter free and tidy, so bribe your children to keep their rooms immaculate.
- If you have a lodger – and lots of people do – make sure that their tenancy is finished before you put your house on the market, so that you can present the 'spare room' in the best way.

3. If you need to re-tile your bathroom or kitchen, consider tiling over the existing tiles? By using the correct adhesive, it will allow you to tile onto a flat surface and you don't have to worry about repairing the wall after the old tiles have been removed.

4. If you've loads of rubbish to get rid of, such as old toys, carpet, even furniture etc, think about doing a deal with your neighbours, you could share a skip and split the price.

5. Know all you can about your home. Now that homebuyer packs have become a legal requirement, it would be a great idea to have a small pack ready for your viewers to check; your information could include details of when the wiring was changed, when the boiler was last serviced and when the double glazing was done. AND, if you live in an old house, know your history, buyers love it.

6. Replace heavy Artex patterns on ceilings and walls with . . . Artex! Going over heavy patterns with a softer, stippled effect on ceilings is a cheaper and easier way than trying to remove it.

7. If you have bulky furniture in a small room, remove it and either borrow, buy new or hire in some replacement furniture in a colour to match your scheme so as to give buyers a sense of space.

8. Most properties have a good and bad side to them so avoid showing people the bad view, or even commenting on it, show them the views from the good side of your house. Inevitably viewers will ask you why you are moving, so have your 'positive' answer ready.

9. If you're not prepared to drop the asking price, remember that buyers will only pay what they perceive your house to be worth; if your house is not presented at its best then people will not buy.

10. Finally, period properties should show period features. Try replacing things that have been removed; you can use reproduction as long as its good quality.

If you need further assistance, contact us, we're only a phone call away.