

Preparing to Sell

Selling a house is about so much more than just a set of property details full of facts and figures. We will present your home in its best light, but there is a lot you can do yourself to make your property work for you and attract any potential buyer.

In short, your home needs to have sense appeal.

SENSE OF SIGHT

The property's visual impact is probably the most important of all and the one that can tip the scales for or against you.

Firstly, make your home inviting from the outside to entice any potential buyer through the front door. The front garden should be well kept - trimmed hedges and lawns, weeded flowerbeds and all free from clutter. Keep your driveway clear and make sure that the name or number of your home can be clearly seen.

Once over the threshold, the home itself should be as clean and tidy as possible; make sure beds are made, clothes are put away and paper kept neatly piled. By improving the overall impression of each room, you will give a better impression of your home and achieve a better price!

SENSE OF HEARING

If you're lucky your choice of background music may appeal to your potential buyer and create a positive ambience. But at worst, noise - whether it be music or television - can distract. Play it safe and keep your home peaceful during viewing.

SENSE OF TASTE

Shared taste, in the sense of personal choice, is a matter of chance. However, it's a fact that good bathrooms and kitchens help sell a property. Make sure they're clean, tidy and as well organised as possible. Don't forget to tidy cupboards and keep the washing up at bay.

SENSE OF SMELL

Much has been made of the positive impression made by brewing coffee or baking bread, or fresh flowers which may or may not work. But, it's true to say that you do want pleasant smells in your house. So be conscious of animals and if possible keep them out of sight (and smell) altogether to avoid disruption. Not everyone will share your love for your furry friends. And be aware of any lingering cooking smells which may not be so attractive the morning after.

SENSE OF TOUCH

Make sure there are no sticky finger marks, unwiped tables or smudged windows and mirrors on show.

ALSO..

Be pleasant, honest and informative.

Have you sorted out all those little DIY jobs? The ones you have been meaning to do for ages, such as fixing that leaky tap, replacing a lightbulb touching up a bit of paintwork here and there. Not only will your home appear cared for, but you won't find yourself apologising all the time and presenting a negative image of your home.

Offer to answer any questions after you have shown the viewer your home and then give them the opportunity to see round again by themselves. This is a big decision for them and they need time to consider and 'feel' as though they can live in the property.