



TOP TIPS FOR SELLING YOUR HOUSE

Selling your property quickly and gaining the best possible price is the priority for any prospective seller. The key to achieving this is to present your property to its best potential. This will help the buyer to connect with the property, to picture themselves in it and then to make that all important offer.

Our top tips for securing a quick sale are listed below:

Kerb appeal

People form an immediate opinion of a house based on how it looks when they see it from the outside. Maximise this opportunity by making the appearance of the house as attractive as possible. Ensure that your garden is kept tidy, it will look larger and in need of less maintenance than an untidy one. Put pots of flowers at your door to add a nice welcome. A fresh coat of paint can work wonders to improve the appearance of your front door and window sills.

De-clutter

People need to be able to imagine how the house would look with their possessions in it. To allow them to do this, you need to declutter, but not completely depersonalise. Make sure the interior of your home is free of clutter. Remove bulky furniture and clear out unwanted ornaments, books and toys.

Complete DIY jobs

Buyers do not want to buy a house which requires a lot of work done to it. And so it is important to carry out all the DIY jobs you have been putting off: change the lightbulbs, fix the gate, replace missing handles. You might even want to consider a fresh coat of paint throughout the house.

Pets

Buyers will love them, hate them, or be allergic to them so make sure that your pets are out of the house during viewings and ensure that you freshen up your home to remove any pet odours.

Viewing the property

If you are showing people around your home try to be as helpful as possible and answer all their questions truthfully. Give local Information about the community and transport and also any history about the property which will help people imagine what it would be like to live there. Give ideas about the potential of the property i.e. extending into the attic, and describe how others nearby may have done this.

Light and airy

Wall mirrors make a room look much bigger and lighter. Consider putting some up, especially in smaller rooms or hallways. Clean windows inside and out, and replace any broken light bulbs. Making the place feel light and airy makes rooms feel bigger and the property more attractive. Ensure that you have lamps on in any dark corners. Putting a soft lamp in the bathroom can create a warm glow.