

Selling Tips

For those vendors who like to do as much as they can to present their homes to the market then here are some Tips that may be useful and help with the presentation of your property to prospective buyers.

1. Kerb appeal

Give a front door a coat of fresh paint and any surrounds, wipe it down and brush away cobwebs etc. Planters to either side of the front door with clipped shrubs look good (both readily available from garden centres or DIY shops)- weed the front garden – clear away anything extraneous - clip shrubs and hedges, check gates, posts and any fencing - clear moss etc. from slabs.

2. Driveways

A revitalised driveway can make a really significant impact. Freshly laid gravel can dramatically increase the sense of space with the uniformity it provides. De-weed the drive – ship in new gravel. The same goes for pathways.

3. Garden haircut

Go around the garden and give everything a haircut – it gives instant results. Trim hedges, shrubs and anything on or near the house. Cut the grass – get some stripes on the lawn if possible. Look at any trees near the house if they have become overgrown and are taking light. Weed and rake. (if you do not have time - get a contractor in – it will be money well spent). If lawns are bald – get some seed on.

4. External paintwork etc

Look at all external joinery – Eaves, roof lines, windows, doors and painted walls – clean down dirt and algae – total redecoration may not be necessary, touching up may be satisfactory. Clean down rainwater goods too.

5. Basic Repairs

Replace any broken glass. Go round the property and check to see if anything is broken – effect repairs or replace any damaged fittings (DIY shops have a very extensive range of products to suit a variety of budgets)

6. Heating

If it is a bit chilly outside turn the heating on (but not blasting) - show that it works well and is capable of heating the property. Do you have a stove or open fire? get them going. If it is particularly hot weather – get the windows and garden doors open to get a breeze through – and the patio furniture out with a cold lemonade on offer.

7. “Let there be light ” -

Get lamps on and other lights, particularly if it is a dull day- better to be on as buyers are being shown around. Draw back curtains fully and open blinds.

8. - and Air

VENTILATE – we get used to our surroundings – it may not be what prospective buyers are used to –everyone is different – get rid of strong odours e.g smoke, animals, etc - brew some coffee or tea – and yes, the smell of freshly baked buns or bread is hard to beat!

9. De – Clutter & Tidy

It's a balance between probably being a bit more tidy than usual and continuing to live in your home. Increasing the sense of space will help. A lot is written about this, but for a family, creating a “show home” is likely to be impractical, and most viewers understand this. Excessive clutter needs dealing with and TIDYING UP IS ALWAYS WORTH IT.

(even if it is a temporary hide- away)

10. Fix - It

Check round the house and fix any sticking doors or loose/missing handles, loose kitchen cupboards, past-it taps, and any electrical fittings (use a professional). Anything broken or defective should be attended to. (Remember - proficient DIY is OK – crude DIY is a significant detractor)

TOP TIP: replacing old/ tired internal doors can have a dramatic effect compared to the outlay, coupled with new door furniture.

Selling Tips contd

11. Décor

It depends how far you want to go with things – touch up joinery, if a room is tired and a dark colour- go for white. TOP TIP; there are some good one/two coat colour blocker paints in the DIY shops. White is bright- and purchasers can easily live with it and then add their own colour later.

12. Pets

Some purchasers may equally delight in your menagerie, others may not. Play it safe and keep pets back or have someone take them for a walk – think about “ventilation”. Caged, small furry things are usually not a problem, as long as they have no more than four legs.

13. Sound

Turn TV's off – turn the radio down. Background light music or talk radio is OK, AC/DC Thunderstruck is probably not .

14. To carry out improvements?

TOP TIP; The most cost effective “improvement” to make is often just try and do a clean round. Pay attention to kitchens and bathrooms. Even if a property is a bit dated, if it is clean and with reasonable décor, many buyers consider it satisfactory to be getting on with, saving time, money and effort to begin with .

By utilising some or all of the above you will be taking practical and reasonable steps to entice someone into thinking *your home* could be *their next home*.

LANDLES

Estate Agency Service

acting on your behalf we will:

- Prepare detailed sales particulars with multiple colour images and floor plans to promote the property both in print and as downloadable pdf's online.



- Arrange for a prominent for sale board to be placed.

- Enter the property onto the subscription *Rightmove* website which gives 24 hour national marketing – this is a powerful tool that results in thousands of hits on property details.



- Utilise our applicants mailing list and promote the property to enquirers.

- Advertise at intervals in the local press.

- Accompany any applicants to view – we will be pleased to hold keys in order to deal with viewings.



- Obtain feedback and report to you.

- Report any OFFERS received for your further instructions – we clarify purchasers details inc finance arrangements, any chain details etc in order to formulate a view on the veracity of the offer for your consideration.



- Advise on the offer in the context of the response to marketing and current conditions and Negotiate on your behalf based on your instructions to us.

- On agreeing a sale, subject to contract, further clarify purchaser's details inc ID checks as required, prepare a Notification of Sale and issue to all parties and legal advisors.

- Regularly monitor the sale progress to ensure target actions are met and advise accordingly – liaise with your legal advisor as may be required.

- Work towards ultimate completion and deal with release of keys.



THINKING OF SELLING?

Call us for a **FREE** no obligation Market Appraisal
on **01553 772816**