



ADVICE TO PEOPLE BUYING AND SELLING

Selling your property quickly and gaining the best possible price has got to be a priority for any prospective seller and there are a few simple steps which you can take to improve your chances greatly.

First impressions are very important, your prospective purchaser will form an opinion within thirty seconds of arriving outside your property. So make sure your garden is kept tidy, as a well kept garden usually looks larger and needing less maintenance than an untidy one.

A fresh coat of paint can work wonders to improve the appearance of your front door and window sills. Make sure the interior of your home is free of clutter. Consider short term storage options to allow your rooms to show off their true size and allow potential buyers a clearer picture of how a room could look to them.

The smell of flowers can make a room feel more welcoming as can a warm home in Winter and open windows in the Summer.

If you are showing people around your home try to be as helpful as possible and answer all their questions truthfully. If you have a dog or cat try to keep them isolated when people visit as not everyone likes animals.

There are very few purchasers who buy the home of their dreams and do not want to change anything. Try not to be offended when viewers talk about the changes they want to make, we all have different taste, style and needs.

The best way to view a property is to use the viewing record page in this guide. List all the positive and negative points of the property and your feelings about it.

The businesses in this guide are there to help you before, during and after your move.