

# “Top TEN TIPS” when selling your Property

## 1. Curb Appeal

First impressions count and you want the front of your house to feel welcoming to prospective buyers. Consider the following for your front yard:

- Lawns Mowed
- Trim and tidy up gardens, weeding.
- Add some vibrant flowers
- A fresh Woodchip covering or rocks in your garden will really spruce things up.
- Reduce clutter (bikes shoes etc..)
- Clean up litter and debris
- Create a sitting area out the front

## 2. Declutter

Take one room at a time and **Declutter !**

- Clean out closets, underneath beds, cabinets, garage and storage areas. Buyers are curious and like to look at their possible storage capacity. Messy over packed areas are not inviting.
- Get all unused items off the kitchen bench. “Less is more” This applies to all rooms.
- If you don’t need it get rid of it ! A good rule of thumb is if you haven’t used it in 1 year you’re not going to. You can donate these things to charity. If you do have extra clutter you do want to keep send it to a self storage unit.
- Clutter sends confusing energy through a home and is draining. That’s not the feeling you want potential buyers to feel from your house.

## 3. Complete Minor Repairs

Buyers find this distracting and will consider this an opportunity for them to get a reduction in price.

- Ensure doors and cupboards open and close properly
- Fix leaky taps
- Patch holes in walls
- Replace light bulbs that have blown
- Replace cracked tiles
- Touch up chipped paint or peeling wall paper

## 4. De-personalise

People are distracted by other people’s personal items and they cannot visualise the house being theirs. Remember you are “designing to sell not live”. Take down:

- Personal photos
- Religious items
- Certificates

## 5. Paint and floor coverings

- Get carpets cleaned
- If floor coverings are worn and need a revamp look into replacing them, this really adds value to your house.
- If you are confused about wall paint always pick neutral colours. Too many bright colours are distracting to buyers and if it is not their personal taste they will take an instant dislike to your property.

## **6. Furniture arrangement and storage**

- Don't push all your furniture up against a wall; it doesn't make a room look bigger.
- Get rid of at least one piece of furniture in each room. We might use all our furniture in our day to day lives but when selling a house we need to make it appear roomy and relaxing not cluttered and overcrowded.
- Put excess clutter and furniture into a storage facility or borrow a friend/family member's spare room for a few months.

## **7. Get into cleaning mode**

- Clean the house from top to bottom, paying attention to every small detail. Make everything sparkle and gleam.
- Don't forget windows and glass doors, dirty walls and place clean, matching towels in your bathroom.
- If you don't have time to do this hire a cleaner, it will be worth the investment.
- Whilst your home is on the market dedicate 30min a night to doing a maintenance clean up. This will help maintain the cleanliness.

## **8. Friendly inspection**

Get a good, honest friend over and ask them to give your house the once over to see if anything catches their eye that needs attention. Sometimes with your emotional attachment to the property and the items in it you might overlook some thing.

## **9. Let there be light**

When you are selling a house you want it to be as bright as possible. Do you need to get some new light fittings or brighten things up with brighter wattage globes, or maybe get a nice lamp that adds extra light to a room.

Make sure all window coverings are open and all lights are on for your open house.

## **10. Make your house smell inviting**

No buyer wants to smell other people's odours so just before an appointment or showing try some of the following:

- Fresh flowers, freshly brewed coffee, bake cookies or muffins, or sweetly scented candles.
- Open a few windows
- Put on some relaxing, peaceful music on medium to low volume. No radio or TV it is too distracting to potential buyers.