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You only get one chance to make a first impression and this is never more important than when selling your home. In a competitive market, making sure your property is prepared and presented at its best may be the difference between being the buyers choice at your desired price or another lucky vendor. Why risk it, when the following tips will ensure you've given yourself the best chance for success.

## GENERAL TIPS

- When you choose to sell, your home becomes a commodity and you should look at your property as something you are selling, so package it well
- Depersonalise and declutter as much as possible. Remember you will have strangers through your home and security is key. Your house will also look and feel bigger and it will help you prepare mentally for the move. Don't risk buyers passing on your home because of clutter
- It is often worth hiring a small storage unit for the period of your sale, so that you can store all non essential items and reduce clutter
- Professionally clean all carpets, especially if you have pets, kids or are a smoker/'vaper'
- Fixing anything broken will create an impression of a well maintained home. Buyers rarely reduce offers by the cost of a repair. They also don't want the hassle and will overestimate the cost to fix it
- Keep any painting you do to neutral colours. Personal tastes do affect a sale
- Replace broken lightbulbs and ensure all light switches work
- Make sure all doors, windows, cupboards open smoothly and quietly

## EXTERIOR

- Look at your home from the outside and in an objective way. Does it look dirty, tired? This is the first image a potential buyer will often see. Kerb appeal is critical to giving a great first impression
- Clear and clean all gutters and downpipes and fix broken fittings
- Clean your roof. A dirty, 'green' roof, is a repair waiting to happen for a new buyer and they know it
- Repaint exterior or at the very least jetwash dirty stonework and concrete (walls, paths, driveway etc.)
- Repair or replace any rotten woodwork. It indicates a 'well maintained' home, that is low maintenance
- Clean all windows in and out, you want them to see the great views
- Landscape any front garden/greenery. Use colourful plants. Mow the lawn.....frequently
- Buy a new welcome mat, and use it every time you have a viewing
- Fix any outside porch lights or electrics (doorbells)

## GARAGE

- Clean and sweep out any garage space. Remove any major oil stains if necessary
- Arrange stored items neatly and give as much feeling of space as you can. Space creates a premium
- Take the opportunity to use it to store (neatly), any items you can live without for now

## LIVING/DINING ROOMS

- Keep furniture to a minimum to increase the sense of space
- If it is used as an office or dual purpose at the moment (eg. office), Convert it back to its original use
- Get some rugs, cushions and throws to soften the space and hide any stains on furniture, carpets etc
- Ensure all sideboards, coffee tables and dining tables are clear and tidy
- Remove extra chairs from the dining table and reduce dining table leaves to seat 4-6 max

# KITCHEN

- Fix broken cupboards, handles, drawers and countertops etc.
- Clean kitchen walls and tiles and regrout, or paint grout
- Clean stoves/ovens and ensure stoves, ovens are in working order (eg. so gas hobs light first time)
- Declutter the fridge of magnets and other personal items
- Make sure the range hood lights and fan are operable and clean

# BATHROOMS/LAUNDRY/UTILITY ROOMS

- Clean glass shower screens or replace shower curtains
- Clean bathroom walls and tiles and regrout, or paint grout
- Clean mouldy areas and descale toilets
- Buy bathroom linen, mats and towels to use when presenting the home. Store when not in use
- Invest in high watt bulbs to give maximum light
- Clear and store all items on a daily basis
- Keep floors and sinks clean and clear

# BEDROOMS

- Remove any personal belongings and pictures and replace with neutral images
- Invest in new bed linen or allocate bed linen for all showings of your home (you can always take them with you)
- Store daily necessities in drawers and cupboards
- Organise wardrobes to be tidy and neat
- Repair any damage to walls, doors and floors

# GARDEN/YARD

- Gardens and landscaping are often one of the most valuable things you can do when preparing your home for sale, so are worth the investment in time and effort
- Prune all bushes, shrubs and trees
- Cut back any foliage that obscures or overhangs windows, doors, gutters
- Put down fresh mulch to reduce weeds and ongoing maintenance work
- Mow the lawn and keep it mown
- Add flowers to provide some colour
- Fix broken fences and varnish or protect exposed timber decks, fences etc.
- Buy plants in large pots and distribute around the yard. You can take these with you
- Invest in some garden furniture to show use of the space
- Clean barbecues and outdoor entertaining areas
- Clean mouldy and dirty pavers, pathways

# PROPERTY RECORDS AND INFORMATION

- In addition to preparing your home, you should also have everything you need to be able to give a serious buyer all they need to make a decision and offer quickly. Delays can cost you a sale
- Gather all deeds, title documents, surveys, planning applications, property inspection, searches and reports that you had from your purchase
- Gather gas/elec safety certificates, warranties, insurance certificates, rates notices, utility bills  
Create a schedule of fixtures and fittings to be included in the sale
- Create a schedule of items you are willing to sell or have considered as inclusions for the right price
- We urge you to appoint a solicitor as soon as you decide to sell and complete a Property Information Form as soon as you decide to sell