



Top Tips for Successfully Selling your Property

As the seasons change, the features of a property that buyers will focus on during a viewing also alter. Gardens become a far more important factor during the spring and summer and, because natural light is less forgiving, any forgotten dusty corners or less than perfect decorating jobs become far more obvious. Talking of light, clever sellers will make the most of it by ensuring that their windows are spotlessly clean so that their home appears as light, bright and airy as possible.

Here are my top ten tips for making your property as attractive as possible to buyers:

1. Disassociate yourself with your home. Let go of any emotional ties and think for the house as a product to be sold
2. Keep your home as clean as you can – pay particular attention to your windows and other reflective surfaces
3. Ensure all outside spaces are tidy and well-maintained
4. Either open your windows or use natural room fragrances to keep your home smelling fresh
5. Take a critical look at the standard of your decorating and consider re-doing any areas which need it
6. Keep colour schemes in the house neutral. Lighter shades will make a room feel larger and neutral colours will compliment most buyers furnishings
7. Hide away as much personal “clutter” as possible – the emptier your home is, the more spacious it will appear to potential buyers and the more they will be able to mentally picture themselves living in it
8. Re-arrange your cupboards – buyers will want to snoop to explore storage space available
9. Consider putting items into storage – most homes will look better with minimal furniture in as it makes the space seem much larger. Don’t lose the purpose of the room in doing this though. The use of the room needs to be obvious to a buyer.
10. Tidy up the outside of the house. Many buyers will drive past a house and look at the outside before buying so it needs to make the right first impression

For more advice on making your property irresistible to potential buyers, contact your local **Townends** branch.