

## Top 10 tips to help you sell your home

**1 'Kerb Appeal'** You may have heard of the importance of 'kerb appeal' which is a phrase used to describe what a house looks like from the roadside. First impressions are vital to people viewing a home, so it's extremely important that the impression they make is as good as possible. Tidy up the front garden, the path to the house, cut back any shrubs or trees that are overhanging. Make the property look well-kept and inviting. Clean your front door, polish the handle, place plant pots either side. Clean windows so they sparkle. Stand back and admire your home. How does it compare to the other houses on the street? If yours looks less appealing now is the time to make it sing!



**2 A welcoming home:** One of the areas to focus on is the hallway, the entrance to your home. Clear away coats and clutter, does it need a lick of paint to make it look fresh and inviting? Items like a mirror hung in the hall will give a narrow area the impression of space and help to bounce the light.

**3 Lighting and heating** are also very important in creating a welcoming environment. Replace old lightbulbs and in dark areas use higher wattage bulbs, small lamps can also create a warm glow in areas that need lighting up. The right light in a room makes the room look more spacious and inviting. Lastly, put the heating or the fire on on a cold day. If your home is dark keep the lights on for viewings.

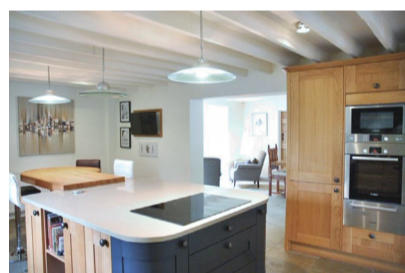


**4 Eliminate Smells!** Bad smells are the biggest turn off for viewers with the most common offenders being cigarette smoke or pet smells. It's really tricky too as most odours do linger on fabric, what may not bother you could be a definite 'no no' to a non-smoker or someone who has a pet allergy! Simple sprays of air fresheners just won't cut it! Invest in some plug in air fresheners that automatically release a scent every half an hour, air your home with windows open before a viewing takes place, clean carpets, and curtains and place fresh bedding on the beds before viewings take place.

**5 Use neutral paint colours** Neutral décor enables viewers to easily imagine how they would put their stamp on the space, it also makes it easier for a buyer to move in and use the rooms immediately rather than redecorating over some bold purple colour! Neutral colours are also more likely to appeal to the majority and entice more buyers. A neutrally decorated property will feel brighter and more spacious giving the appearance of a more organised home.

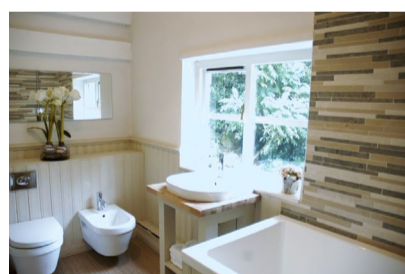


**6 De-clutter!** This is one of the easiest and quickest ways you can improve your home. Viewers want to see spacious and tidy homes. They need to see how their possessions will look in this home, imagine themselves living there. Remove any excess items out of view, put them in cupboards, in the loft, storage or with a friend. Your property doesn't need to become bare, leave some personality as there should be a fine balance between homely and over cluttered. Pay particular attention to the kitchen and the bathroom; hide all your products, clear the kitchen work surfaces of jars, tins etc. and empty smelly bins!



**7 Pets** Although your pretty pooch or furry feline might be the most adored addition to your family, this feeling of adoration isn't always reciprocated by viewers. In general, the best advice for any pet owners is to have their pets taken out for a walk when viewings take place; this way non animal lovers will feel at ease and animal lovers will concentrate more on your home than your cute pet.

**8 Finish those outstanding odd jobs!** We see time and time again, small jobs that are so easy to fix left unfinished. A cracked pane of glass, taps that drip, light bulbs that just need replacing. Get these all fixed before viewings happen. Otherwise viewers think the property is unloved and uncared for and they wonder what other unfinished surprises they may find!



**9 Spring Clean!** Buyers expect to see immaculate homes with no signs of dirt. So clean clean and clean some more! Get rid of lime scale, clean the windows, polish taps and mirrors, wipe down every surface until it shines, Hoover and mop the floors. Clean out the fridge and empty the bins. Put clean, ironed bedlinen on the beds so the areas are all dressed. If you don't have time, get friends, family or pay for a cleaner to come in and help you.

**10 Back gardens and outdoor space** Try to tempt your viewers to imagine themselves using this space. Perhaps a table and chairs would show them how they could eat al fresco or entertain friends here? A carefully positioned barbeque area would also look inviting. Mow the grass, weed the flower beds and tidy up any outdoor areas. Make this outdoor space as inviting and tempting as the inside. Fix any loose slabs or broken fences. A well-kept garden with some lovely flowers in pots can look really attractive without suggesting that there's too much extra work to do!

