



A guide to showing off *your* home

Welcome buyers to *your* place ...



As your property agent we ensure we go that extra mile to maximise the number of potential buyers for your property and generate quality viewings from serious house hunters.

Getting potential buyers to your door is only part of our job. We are here to help you make a great first impression so that buyers have a positive viewing experience and a lasting impression of your home.

Your property consultant will work with you to advise you on the best way to present your home. It often pays to spend a little time and money on repairs or updating decor which can help you secure the maximum selling price for your property.

We can also help with accompanied viewings to highlight the benefits and potential of your home or alternatively talk you through some selling techniques.

Follow our hints and tips to increase *your* property's potential



Increase *your* kerb appeal ...

Roof & Exterior

Buyers will pay close attention to the condition of the roof and external features.

- Ensure roof repairs are undertaken
- Replace broken or damaged guttering
- Clean windows and sills

Garage

A garage is often on the wish list for most buyers and mustn't be overlooked as it is an important selling point for any home.

- Tidy the garage and ensure it is free from clutter
- Sweep the floor
- Ensure the garage is well lit and has a sturdy lockable door

Garden

Neatly kept gardens and pathways, alongside touched up paintwork and doors, make an instant impression with potential buyers stopping outside your home. Hanging baskets and seasonal flora also help create the impression of a welcoming home.

- Sweep the driveway and ensure paths are weed free
- Mow the lawn and trim the edges
- Trim hedges
- Put up hanging baskets
- Mend and replace any broken or missing fencing
- Clear away any children's playthings

Make it *feel* like home ...

Entrance

When you enter a house you get a 'feeling' about the property. A welcoming entrance area will make a great first impression. Always make sure you welcome any potential buyers with a friendly smile too!

- Clean, and if necessary paint the front door
- Make sure the door bell is working
- Touch up any paintwork
- Ensure the hall or entrance way is well lit
- Spray a subtle air freshener
- Remove shoes, bags and coats
- Light scented candles to create a warm feel and a fragrant welcome

Living & Dining Rooms

These areas are key living spaces and can really sell a property. Most buyers can see past personal decor and taste and by following a few simple tips you can show these areas at their best.

- Pull back the curtains to let in natural light
- Hang large mirrors to reflect light and create a feeling of open space
- Place fresh flowers in the room
- Open a window to air the room
- Set the dining table with neutral place settings
- De clutter - put away any ornaments to keep surfaces clear and keep walls as clear as possible to create the illusion of space
- Repaint walls in light and neutral colours



Pay attention to *detail* ...

Kitchen

Many people say that the kitchen is the heart of the home and it is certainly one room that can add value to a property.

- Deodorise any cooking or stale food smells
- Make sure worktops are clean and clutter free
- Clean the oven – if it is part of the sale have it professionally cleaned
- Clear away any pet bowls or baskets
- Ensure all crockery is out of sight
- Make sure all appliances and surfaces sparkle
- Clean and polish the floor
- Repair any broken unit doors or handles
- The smell of freshly brewed coffee or cakes baking create a homely feeling

Bathroom

It is essential that the bathroom is clean and fresh. Buyers can be put off by a cold and dirty bathroom.

- Remove any mildew stains and freshen up the grouting
- Put out clean towels
- Clear away any bottles and soap dishes
- Make sure all surfaces are spotless especially the bath and shower
- Light scented candles

Bedrooms

- Make all the beds
- Add some coordinating bed throws or cushions
- Put away any clothing or children's toys
- Open windows to freshen the room

General rules that make a *difference* ...

It is not very often that buyers expect to find a perfect home to move straight into without doing any work. They will always want to make their own mark and change things. However if your home is clean, bright and fresh it is bound to make a good impression.

These are some general tips to help make your property stand out.

- Make sure all skirting boards are clean and dust free – give them a fresh coat of paint if they are looking a bit worn
- Repair any damaged walls and paint any bold or dark colours in a more neutral colour to create the illusion of space
- Plug in air fresheners or spray light room fragrances
- Make sure all windows open and close easily
- Check all door handles are functioning correctly
- Clean all windows inside and out
- Wooden floors should be swept and any stains or scratches removed
- Vacuum carpets thoroughly and consider cleaning them if they are part of the sale
- Make sure all surfaces are dust free
- Consider having a professional house clean before any viewings take place



Helping *you* to make the most of *your* place ...



By following this guide you will hopefully create a fresh and inviting place for any potential buyers.

Our team of professional property experts are here to help guide and advise you on all aspects of selling your home. We will be happy to give your home an internal and external appraisal and suggest any improvements we think would enhance your sales potential.

We can also help coordinate any work that you may want to undertake.

Tried. Trusted. Recommended.





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