



# Selling your home

Tips for a successful sale



# Maximise your property's value

## Improving your saleability

First impressions are so important when prospective purchasers view your home and sometimes a few minor changes will make a huge difference so...

### External improvements

- Remove old sheds and eyesores
- Check appearance of driveway - weed and make good
- Paint garage door, untidy window frames and exterior paint work
- Make sure windows, guttering and exterior doors are all in working order
- Prune overgrown trees
- Fill in old ponds and old sand pits to maximise the lawn area
- Place seasonal potted plants by front door

### General improvements

Minor repairs are worthwhile as they make your property easier to sell at a good price. But don't get carried away!

- Remove clutter inside/outside the property (put decorative ornaments and bold personal statements such as artwork or furniture out of sight)
- Improve or modernise the kitchen (update handles, clean units and clean appliances)
- Clean the bathroom (replace shower curtain if worn or colour-faded, wash tiles and re-grout if needed, place fresh towels and fragrance the room)
- Clean carpets throughout the property and ensure all floors are clean and tidy
- Ensure rest of property is clean and smells nice

### Viewings

- Buyers will feel more relaxed when viewing your property if they are shown around by one of our experienced representatives
- Low lighting on a dull day can make your property look inviting

## Small changes make a big difference

Market conditions will vary and an experienced agent will advise the best course of action, however it is always more appealing for a vendor when an offer is made on their property from a prospective purchaser who has a property under offer or is currently on the market.

### Valuing and pricing your property

Our experienced staff will give you a careful valuation based on:

- The current market
- Similar local properties
- Location
- Condition and presentation
- Historic price data from the Land Registry

### Energy Performance Certificate

Before you can start marketing, you need an Energy Performance Certificate (EPC) to give your potential purchasers an indication of how energy efficient your property is, and how much it will cost to heat and power your home. Haslams can assist you in obtaining this.

### Attracting buyers

Haslams will market your property with a combination of:

- Web advertising
- Email alerts
- Local press advertising
- Clear and informative particulars
- Sale board
- Prominent town centre offices