

Customers are more discerning nowadays with so many TV programmes highlighting properties and ideas.

First Impressions are vital.

1. Potential customers get their first view of your property from the outside. Many clients drive by the property prior to arranging a viewing. Keep lawns and hedges cut. Window Boxes or flower beds brighten up a property. Sweep pathways. Touch up external paintwork. Pot plants at a door can even add that extra touch.
2. Make sure all rooms are clean and tidy. Freshen up internal paintwork if necessary. Neutral colours are always a safe option.
3. De-clutter your house prior to putting on the market. An untidy house or too much furniture/possessions can turn people off.
4. Keep pets out of house before and during any viewings.
5. In summer time – have windows cleaned and open windows.
6. In winter time have heating on, say one hour before viewing time. Air property also prior to viewings especially if there is a smoker in the house.
7. Customers are very conscious of space and light. Ensure your house is being shown to its full potential. Keep curtains open. Have good lighting in all rooms.
8. Bedrooms – Tidy away all clothes/laundry etc. Have all beds made. Make sure linen is good quality and preferably in light colours. Beware that customers tend to look around and may open wardrobes etc, so ensure that laundry or suitcases etc do not fall out
9. Gardens/Yard. Keep in a clean and tidy condition.
10. Be realistic with your guide price. Ensure that all legal documentation is in place along with any relevant planning permissions. All properties must have a BER Certificate.
11. Be flexible with viewing times. If possible vacate the property whilst viewings are in progress.

*This is your chance to show your property to its full potential.
Make yours stand out from the rest.
That extra effort could be the one thing to clinch a sale for you!*