



**Concorde**  
*Estates*



### **Tips for selling your house – help us to help you.**

This will be obvious to many, but if you are not sure, then be in no doubt, cosmetic improvements, the smell of fresh coffee, baking bread, flowers in the entrance, these are all things that can only help someone feel positive towards your house!

The Wow Factor - fresh painting, clean carpets, impressive entrance way, a weeded driveway – all these things help with first impressions. You'd be surprised how helpful that can be to someone looking around to buy a house.

Practical matters – are there any obvious things that would be best repaired before someone comes round to look? The more things that look as though they need repairing, the more it makes the buyer think they have to do when they buy the house, or pushes them to negotiate the price down. Ensure loose door knobs, wonky handles and scratches are all repaired before you start showing your home.

Having a list of factual information available about the area in which the buyers want to live, such as schools, restaurants, shops, might be helpful. What is it that you have liked about living there? We can pull it together, but it might be good to leave it on a table somewhere.

Leave some good stuff behind. What can distinguish your home is leaving behind some of your personal property, ideally items that are above and beyond what the average home buyer in your homes price range would be able to afford. That may be stainless steel kitchen appliances or a flat screen TV, or it might be a golf cart if your home is on a golf course.

Stage the interior of your home too. Stage the interior with fresh paint, immaculate landscaping and even outdoor furniture to set up a Sunday brunch on the deck. Buyers often fantasize about enjoying their backyards by entertaining and spending time outside. Help them visualise the experience!

De-clutter. Pack up all your trinkets. Anything that is sitting on top of a counter top, table or other flat surfaces. Anything you have not used in the last year? That goes, too. Give away what you can, throw away as much as possible of what remains, and then pack the rest to get it ready to move. Make it easy to walk from the door to a window or from the hallway to a living room sofa. Roll the exercise bike out of the kitchen.

And of course price! There is no question in our minds that the current market is forcing people to sell their house at a price lower than they would have wanted to some years ago. It is frustrating for many people that their house might be worth less than they bought it for but you must carefully consider your bottom line, if you really want to sell it.

