

A guide to presenting your home for sale

OUR **16 TIPS** FOR A QUICK SALE



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Selling your home can seem a daunting prospect, especially if you're doing it for the first time!

When showing a prospective buyer round your home, you only have one chance to make a memorable impression and secure a sale. More often than not, it's actually during their visit that a buyer will decide whether they're going to make an offer.

A home that's bright, uncluttered, well-arranged and well-presented makes it far easier for potential purchasers to picture themselves living there. A little careful thought put into first impressions can go a long way!

Here are some of our top tips for ensuring your home is beautifully presented for viewing:

TIP 1: The Exterior

Firstly, consider **"kerb appeal"** and the view your visitor will have on first arriving.

Make sure your home's exterior is well presented, including roof tiles and entrance porches, guttering, soffits and fascias.

A quick clean of windows, sills, frames and even the front door will instantly make a smart first impression. Also, make sure your house number / name is clearly visible!

TIP 2: The Gardens

Front gardens should be weeded and tidied, with hedges trimmed so they are not overhanging drives or paths.

Make the most of outdoor space in general by adding some outdoor furniture, a few colourful plants or garden ornaments, to create a welcoming feel.



TIP 3: The Entrance

Clear out and organise your front door area / hallway to set the tone for the rest of the property - this will also give an instant feeling of space and functionality.

For example, you could add a side table for keys and mail, a coat stand, shoe rack, and so on.

TIP 4: Cleaning

Needless to say, **give your whole home a thorough clean and vacuum.**

Don't neglect the forgotten places where dust and cobwebs gather - such as skirting boards, light fixtures and the tops of doorframes.



TIP 5: Space

Consider selling, giving away, or **temporarily storing your excess furniture**, exercise equipment, bikes etc.

There should be plenty of space to move freely around your rooms, and it may surprise you just how much bigger they will look just by removing a few unnecessary items of furniture.

TIP 6: Clutter

Make sure any clutter is out of sight - dozens of stylish and inexpensive storage solutions are available including collapsible storage cubes, chests, stacking shelves and cupboards.



TIP 7: Light

Let in lots of natural light and, from the outset, **focus on your home's best features**, drawing attention to the main living spaces where the new owners will be spending most of their time.

Install brighter modern lights or light bulbs to make your home feel sunny, cheerful and new.

TIP 8: The Decor

Keep wall colours, carpets and decorations neutral and appropriate to the property's period and style; off-white and grey tones, subtle patterns and textures are the safest bet. If you have a heavily patterned carpet, just covering it with a plain, neutral-toned rug will instantly make a space seem roomier.

While it's not usually necessary to totally redecorate your property, very bold colours and patterns on walls or carpets can be a distraction; repainting and re-carpeting will make a world of difference.



TIP 9: Define Rooms

The public rooms should have defined uses: the lounge, for example, should be furnished to look relaxing and inviting.

If there are work papers, children's toys or exercise equipment filling your family room or dining room, return them to their proper places.

TIP 10: Create a clean slate

De-personalise - take down family photos and posters in kids' bedrooms, so the visitor can see the potential for making the house their own and visualise where they would put their own things.



TIP 11: The Bedrooms

Make the bedrooms feel luxurious... with fully dressed and accessorised beds and ensembles, window dressing and calming lighting.

TIP 12: The Bathrooms

When it comes to **bathrooms**, a scrub clean of the fixtures and fittings, together with a steam clean of the tiling, will significantly improve a bathroom's visual appeal. Re-grout and re-silicone if needed!

Brand new bath/shower valves, hoses and heads, bathmats, shower curtains and screens are also inexpensive and easily fitted.



TIP 13: Repairs

Remove any superficial damage that might sow seeds of doubt in your visitor's mind, such as damp patches, tiny cracks in plaster or stains on ceilings or walls left by previously fixed water leaks.

Fix chips in woodwork, cracks in plaster and broken tiles. Plenty of minor issues such as these can be easily addressed, allowing the best attributes of your home to shine through.

Also bear in mind that, if left unattended, such issues are likely to be spotted by the purchaser's surveyor and could be used to try to negotiate the price down!

TIP 14: Pets

Control your pets!

Ask a friend or family member to take them off your hands for a while.



TIP 15: Open Up

If your property is not currently lived-in, ensure it's aired and heated prior to winter or early spring viewings.

If not heated, a property can quickly drop to the same temperature as outside and can also develop a musty, stale smell.

To avoid this, keep the heating on low all the time and turn it up just prior to the viewing.

TIP 16: Step Back

Lastly, **let your visitors wander freely around the house** without hovering or following them, and be ready to answer any questions after their viewing.

Alternatively, if the viewer is being shown round by an estate agent, consider leaving the house altogether while they visit.

If they feel at all awkward, they're much less likely to linger in your home, envisage themselves living there and be drawn in by all its possibilities.