

## Handy Tips When Selling your Home

### Appearance is Everything

- Ensure that your garden is well kept. Remove weeds and turn the soil over to give a fresh look. A bag of mulch on the garden beds can enhance the look.
- Keep your garage, shed or carport clean and remove all unnecessary items. Allow the buyers to get a feeling of space.
- Make sure you have your blinds and curtains open to allow daylight to shine through the windows. A well lit house appears larger and sells quicker.
- Repair any small fault that is clearly visible e.g. A loose doorknob, cracked windows, chips or cracks in the walls.
- Place a bowl of fresh fruit with a variety of colours in a prominent position within the kitchen.
- Create more space by placing excess furniture in storage and by removing unused items.
- Remove personal photographs. This helps the buyer to imagine your home as their own.

### Appeal to their sense of smell

- Fresh flowers in the lounge or dining room will add colour and provide an exotic fragrance for potential buyers.
- Have a pot of fresh coffee brewing. Brewed coffee creates a pleasant aroma throughout the whole house.
- Use an air freshener within the toilet and bathroom to have a fresh, clean smell. (Be careful Don't overdo it)

### The right mood to buy

- If it's wintertime, warm the house and have the fire burning. If it's summer time, cool the house by using your air conditioner or fans.
- Softly play music in the background. For example, Beethoven or simply turn the TV down if you are watching it during an inspection.

*Disclaimer: Where advice is given it is given in good faith and based on information that we believe is reliable. However, it is the recipient's responsibility to check the information before they rely on it or use it to ensure that it is suitable for the purpose they intend. TracyRoberts Real Estate accepts no liability to any person or entity for the advice given.*