

How To Sell Your Home Quickly. A Step by Step Guide.

If you planning to sell your home and want to sell quickly or your homes on the market and not sold this guide is for you.

Home Staging is a tool to help sell your home quicker for more money by showcasing your home and its lifestyle to attract buyers. By following my step by step guide your home will be set to wow those buyers and sell quicker for top £££££.

Step 1 - Tackle The To Do List

The first step is to finally tackling that “To do list”. The broken door handle, the badly scuffed skirting boards the discoloured grout on the tiles.

Put yourself in the buyers shoes go room by room round your home and make a list of everything that needs fixing. If you notice things be sure the buyer will . All the little unfinished jobs can sow the seeds of doubt in the buyers mind that there maybe be other more major issues and dismiss your home as having “Too much work.” A move in ready home will not only attract more buyers but also those willing to pay the asking price.

As you go round your home writing your “To do List” make sure each room is set up as it was intended to be. Every room in your home was designed with a specific purpose. Set up rooms as the original layout intended so that buyers can visualise their furniture in the space. If you have a 2/3/4 bedrooms make sure your show all of them as bedrooms . If your using a bedroom as a gym or a office at the very least make sure there is a bed in the room.

Step 2 - Clear The Clutter

Space in your home is valuable it has £££££'s attached to every square metre . Therefore decluttering will show off the space your home has to offer to potential buyers.

Nothing is more appealing to potential buyers than a tidy, clutter-free home it allows buyers to envision themselves living there. If you can do this your most of the way to getting a sale.

Too much “stuff” or clutter will make a room and your home appear and feel crowded and smaller than it is and therefore will turn buyers off.

Don't take it personally, but buyers don't want to see personal items such as your prized collections of teapots or samurai swords. Pack all these items and store them away before putting the house on the market making sure your marketing images show your home at its best.

The less clutter and the less you have on display, the easier it will be for potential buyers to picture their own belongings in the space. Word of warning don't clear the home of everything ensure there are still accessories and items to make it feel homely just make sure your ge the balance right.

Step 3 - Kerb Appeal

The first impression of your home starts on the outside. Interested buyers often do a “drive by” and if they're unimpressed with the home's kerb appeal, they won't bother stepping inside.

Therefore make sure everything looks as picture perfect as possible. Complete all those jobs you know need doing . Wash the windows , mow the lawn, remove rubbish bins, sweep the driveway, cut back or prune any bushes or trees.

Something as simple as giving the front door a fresh coat of paint, investing in a new doormat and pulling weeds along the path can make a world of difference.

A beautiful exterior will instantly impress and entice buyers to view your home. Don't stop with your own garden, check out your neighbours. If you have a neighbour with a overgrown garden offer to clear this for them it will make a big difference to how long your home takes to sell.

Step 4 - Make your home appear AS LARGE AS POSSIBLE

If like the majority of the UK you don't live in a mansion but a 2/3 bed semi then if your selling its idea to make the home appear as large as possible . Showing buyers the true space they're getting for thier money. Clearing clutter (Covered in step 2) is the first step to making your home appear larger than it is. But there are plenty of helpful easy styling tips give the illusion of space.

A simple one is to use is colour. Light colours combined with dark colours give a room depth. For example a white and dark grey or black colour platte creates contrast, which creates depth and the illusion of a larger space.

If you need height in a room hang floor-to-ceiling curtains. Hanging long floor length curtains make ceilings instantly look higher. Try IKEA's curtains for this they are inexpensive and come in extra long length.

Go big !!! Use a few large accessories instead of a host of small ones Lots of small knick-knacks tend to feel like clutter and make a room look smaller. Remember here less is more you don't need decor accents on every single surface of your home.

For big impact for a dark small room use mirrors. Mirrors reflect light back into a room, making it appear more open and airy. To make a dark space brighter place a mirror opposite a window or a narrow space appear wider place a mirror at the end of a hallway.

Step 5 - A Cleaning Spree

If your selling your home it needs a deep clean before putting on the market and regular top up at the viewing stage.

Take a walk through each room and check for dirt and dust everywhere. Make sure skirting boards, doors , window ledges and especially kitchens and bathrooms are clean, clean, clean!

Have carpets cleaned and bathroom tiles re-grouted if it needs it. Make sure every surface is spic and span from top to bottom.

Do whatever you need to do (or have it done professionally) to ensure your home is as clean as it can be. I've conducted hundreds of home viewings and a clean house defiantly has a huge impact on buyers opinions of a home.

Step 6 - Brighten up your home with Sunshine and Lighting

You need to show your home in the best possible light (literally). Open curtains and blinds and let the light pour in. This makes an instance difference to a home and something I always do in a clients home just before a viewing.

If it's a rainy or dark day, turn ceiling lights on and use side lamps to make each room more welcoming. If your lamps aren't really brightening up a space, replace the bulbs with a higher wattage or with a more translucence shade.

You don't want a room to be too bright, but you want the space to have ambiance and be bright enough for buyers to view your home and it not feel dark.

Step 7 - Staging Sells

My finally tip for how to sell your house quickly is to “Stage it”. Staging has been around for years but till recently has been a well kept secret of high-end homes and the rich and famous. Staging really does sell houses . It not only shows your home in its best possible light but sells the homes lifestyle to the buyer. In a nut shell its marketing for your home.

Don't forget part of the selling process is the realisation it isn't going to be your home anymore. If you can remove the emotional connection with staging your buyers will be able to attach there own emotional connection to the home.

Every home is different so each stage is different If you want to DIY following the steps I've laid out will make your home more attractive to buyers and hence sell fast for more. If you want some help you can contact me for a no obligation quote and on-line support.

One last tip I say to all sellers . Think about why you brought your home . What attracted you to buy it? The answers will probably be the same things that attract the next buyer so make sure these still standout in your home today.

These 7 simple steps will get your home in good shape to sell . If you have any questions or would like help with staging your home to sell please get in touch.

If you would like to know more or require some help with staging your home and maximising your sale price please get in touch with the Home Property Consultant at thehomepropertyconsultant.com

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