

South Coast Home Inspectors

Pre sale tips

Well, you are now set to sell your property. Some of these tips are obvious, are not. Lots of books are published on this subject so we shall not cover it all here. You may already have a schedule provided by your removal or mortgage company? This is to help get you thinking and personalize the list for your circumstances. Everyone will have tales of bad experiences and offer you advice on all things so the first rule is

Sort out good advice from bad

Well meaning, but misplaced help is often a hindrance. If you are using an Estate Agent remember they will have a better insight into the property marketplace and matters, so it pays to use local knowledge for all those involved in your sale and purchase. If you have marketing queries or concerns then ask them. Your solicitor and other professional team will have sound advice to help you too.

Make a plan

If you outline your intentions and timescales it will help you think ahead, but don't put too much detail into it early on. Include in your plan sorting out your HIP first. Apart from mentally preparing to move, be sure to sort out doctors, dentists, hospital, bank, vet, the children's schooling, and so on for all those other administrative matters ahead of time from a – z so there is no rush at the end. Tackle them in order of importance to you. Allow time for tidying and making your home marketable.

Clear out

old and unwanted items which might clutter the place so that your home looks really good for the buyers. Others will talk of colour schemes, but just as important is a clean and tidy home that looks light and interesting. I hear that baking bread or fresh coffee seems to add to the ambiance too! Estate Agents will spend time with you to help you sell it.

House Maintenance

Whilst people sell for many reasons, if circumstances allow then those which are well maintained are sold more quickly and at a higher price. Fix that dripping tap and that sticking door. If the old boiler has been playing up for years, it seems a pity to only repair it now; but it would be a good idea to do it. On the other hand, perhaps the cat has chewed the corner of the carpet, or the double glazing is misting in one or two places; its ultimately your decision on what to do. Some might only need a simple explanation, but others will show on the survey the buyer views and these are best dealt with before they feature so they do not become a bargaining point or unduly lower the price. Remember that people often over estimate the cost of repair, so the fewer repairs that are necessary the better.

Old home/new home.

Here we shall briefly cover the issues affecting transition from present home to next home:

- ★ **Give yourself time** to prepare the present home for buyers and practice how you will show off all the good features of the property. Design your tour to suit. If some features look magnificent at certain times of day then you may be able to encourage potential buyers to visit then
- ★ **Keep it tidy**, just in case there is an unexpected buyer knocking on the door. If you are uncomfortable to let them in then get them to make another appointment at a more suitable time via your agent
- ★ **Can't remember** some details of the property you intend to buy? If you want to measure up for curtains or check the condition of moveable appliances being left behind. Arrange another visit; take a notepad and get them to locate items and explain how things work, especially boilers, central heating, mains power, gas, water stop cock, loft access and so on.
- ★ **What is the next property like** at different times of the day? Are the roads busy at rush hour, is street lighting suitable. Didn't notice those trees or stream? Check these out.
- ★ **Remember** this is most likely the largest expense you will ever face, so make sure you are happy with everything. You can always arrange a survey of course.
- ★ **Having a new home built?** This could need a whole page to itself. It can be very rewarding or very fraught and stressful. Avoid some of the pitfalls by trying to check its progress regularly and keep an eye on the finishes being what you ordered. If you have any concerns then raise them with the builder in plenty of time. If you want an independent inspection to check it as it is being built or any other aspect we can help you.