

Is your home ready for sale?



There is a great deal you can do to encourage a prospective buyer to request an inspection.

Take the time to walk around and have an objective look at your property...

Garden & Outdoor Areas

A well-maintained garden provides instant and eye-catching appeal and also suggests the degree of care shown towards the whole property. A neglected and overgrown garden can discourage potential buyers from investigating any further. Try for a clean, spacious and inviting feel.

- Is the decking sound?
- Is your outdoor furniture showing signs of wear?
- Are roofing and downpipes in good order?
- How's the external paintwork?

A quick repair and paint can be a very effective and low

cost way of freshening up a property to enhance those important first impressions. At Condie & Co, advising vendors on the best ways to present your property during that all-important first inspection is all part of the service.

Preparing for inspection

The following are some simple guidelines to ensure your property looks its best when prospective buyers arrive. Stand back in each room and look with an objective eye at the condition and choice of your furniture and any artwork. Is the overall impression one of space and light - or clutter?

If you aren't sure, ask me!

Could the paintwork do with a touch-up here and there? Are there signs of wear and tear on the walls in the kids' rooms? Do the carpets need a steam-clean? Is your eye drawn to stains and signs of wear? In some cases, you might consider low cost replacement. The visual enhancement that new carpet can lend to a room should not be underestimated.

Utility & Wet Areas

Any cracked or broken glass or tiling should be replaced if possible. Little things, such

as changing washers on dripping taps, all those little jobs that need doing and can be remedied simply, at little cost, so that prospective buyers aren't drawn to what needs doing, but focus on the elements of your property that are to be enjoyed.

Is it clean?

Really clean? What about spots of mildew around the bathroom fan? A build-up of grease in hard-to-get-at kitchen areas? These small things can often be the difference between a prospective buyer deciding to bring other family members back to the property, or moving on to the next property. If necessary, consider hiring professional cleaners to get the result needed for a marketing campaign.

