

# Selling your home? Here are some top tips

If you want to get the highest price for your property, it's important to do everything you can to ensure that your home is shown in the best possible light. David Marshall, Operations Director with Warners Solicitors and Estate Agents, shares his top five tips for maximum impact.

## First Impressions Count

Just because it's a cliché doesn't mean it's not true. Buying a new home is an emotional journey for most people so it's vital that your property makes a great first impression. This can begin before people even walk through the front door.

Make sure that your front garden is tidy, the lawn mowed and, if possible, move any bins at the front of property out of sight. If you stay in a flat and the main door is looking a little worn, it can be worth freshening this up with a new coat of paint prior to going onto the market too.

Creating a good first impression will put viewers in a positive frame of mind when they walk into your property.

## Declutter

You would be amazed at how much the space in your property can be opened up by having a good old-fashioned declutter. Whether it's the old DVD collection or unnecessary furniture, now is the time to move these things out of sight.

You can use storage space in the property, ask friends and relatives to help out or put some items into storage. If there are things that you wouldn't plan on taking with you when you move to your new home it may make more sense to just part ways with them now.

By opening up the space in your property and letting natural

light in you can really increase its appeal while allowing buyers to picture themselves living in your home.

### A Touch of Sparkle

Giving your home a thorough polish – mirrors, surfaces and even skirting boards – before viewers come round can make a huge difference in showing that the property is clean, fresh and well looked after. Don't forget taps and chrome fittings in

the bathrooms and kitchen to make sure your home is sparkling.

### Let An Agent Handle Viewings

Depending on your circumstances, it can make a lot of sense to have an agent handle your viewings for you. If you work nine to five, this will make it easier to accommodate buyers who can only view during the day as well as removing the hassle of showing people round your home.

Selling and showcasing homes is what a good agent does every day so they will be able to make sure that viewers' details are captured and their questions answered while still allowing them to feel at ease as they view your home.

Viewers are also more likely to be completely open with feedback if they are speaking to an agent than if they are speaking to the owner of a property. If there is something that's putting potential buyers off you'll need this honest feedback in order to address any issues.

### Don't Get Put On The Spot

Finally, if you would prefer to show viewers round the property yourself, don't let yourself get put on the spot when it comes to the price that you are looking for. For most people, the simple truth is that you are looking to achieve the best price for your home.

Politely let the viewer know that you are happy to look at offers and that if they are interested, they should speak to

their solicitor and get an offer over to your selling agent. That will allow your negotiator to deal with all interested parties and help ensure that you get the best result from your sale.

Warners Solicitors and Estate Agents is one of Edinburgh's leading estate agents, operating three property centres throughout the city.

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