

MOVING & SELLING TIPS

20 suggestions to help
sell your property

Useful tips on moving home



The exterior of your home

First Impressions count: the exterior of your property is the first thing a prospective buyer sees. Keep it neat and clean. The front door is particularly important as it is a focal point and as people tend to drive past a house before making an appointment to view. Don't forget to keep your windows clean!

Tidy the garden: be sure that lawns are well trimmed, keep the gardens neat. A tidy garden looks great viewed from a window and also looks bigger than an unkept one.

The interior of your home

Redecoration? If any part of your house needs decoration badly, redecorate if possible. We will advise you on the extent of the work required.

Tidy wardrobes and cupboards: look larger and give a good impression. If cupboards and fitted wardrobes look overcrowded a buyer may feel they would be too small for their requirements.

See to those odd jobs: fix squeaky doors, dripping taps etc.

Clear stairways are essential: objects on any stairs are dangerous and present a crowded appearance.

Neat bedrooms help sales: make sure the beds are well made and that dress and table tops are neatly arranged.

Sparkling bathrooms: are essential.

Put your home on display: prepare your home as if you are expecting guests - fresh flowers and plants can make all the difference.

Light is important: bright rooms are cheerful rooms to a prospective buyer. If a room is dark, try to keep it as light as possible by drawing curtains back and using carefully positioned lamps.



During viewings

Too many introductions are distracting: It is advisable for one person to show the viewer around. Don't have the whole family trailing inquisitively behind! This allows the buyer to concentrate on the house.



Noise distracts the buyer: it is best to turn off radios and televisions.

Let us do the talking: during an accompanied viewing it is best that we handle all the discussions. Let us show the property for you.

First sell the house: do not try to sell the buyer any furniture, carpets or fittings. This complicates the sale and detracts interest from the house.

Keep pets at a distance: dogs and cats are a distraction and at worst a turn off.

Clear out the garage: a cluttered garage gives the wrong impression of size.

Night viewings: turn on any outside lights when showing the house after dark. Also have the house well lit throughout when the time of appointment nears.

Never apologise for the appearance of your home: it will only draw attention to something that would otherwise have probably gone unnoticed.

Do not get involved in a discussion: with the buyer if they object or remark about a room arrangement or some other point about the property.

Do not enter into negotiations with the buyer: we are trained to handle these negotiations on your behalf and have extensive experience. Too many buyers are lost at an early stage when there appears to be a problem over terms.



Before the move

- Arrange to get your mail re-directed. Application forms for 1, 3, or 12 months re-direction service are available from your local post office or call the Credit Card Payment line on 0345 777 888.

- Send change of address forms to: credit cards, change accounts and subscriptions.

■ Advise: friends, relatives, your bank, building society, insurance company, Inland Revenue, employer, Council Tax office and DVLC of your change of address. Not forgetting your doctor, dentist, optician and the children's schools.

- Read meters and inform the utilities of your move.

- Arrange supplies to your new home - electricity, gas, oil, telephone, milk and newspapers - providing written instructions on dates.
- If you have kitchen appliances that require professional re-connection or plumbing-in, make arrangements for the appropriate electrician, plumber or fitter to call on moving day or the day after if possible.

- Pets can get in the way on removal day - consider booking them into the kennels/cattery for the day.

- Defrost refrigerator and freezer.

- Confirm moving date with removal company.



Packing tips

- Throw out junk from your house - there's no point in taking things you never use.

- Advertise items you want to sell.

- Pack well in advance using stickers on boxes to denote the room into which they should be put. Attach a list of contents to each, adding 'Fragile' or 'This Way Up' as appropriate.

- Don't fill boxes right to the top with heavy items such as books- instead half fill them then finish with lighter items, e.g. cushions, towels or bedding.

- Use bubble wrap or plain white paper to wrap crockery not newspaper.

- **Garages and Garden Sheds** - These should be sorted out in advance. Rubbish should be removed and tools cleaned and bundled together for ease of carrying. Professional removal companies will not carry any flammable substances such as old tins of paint, creosote, paraffin or gas bottles etc. Other containers or bottles should be sealed with tape to prevent spillage.

- **Professional removals** - If you select a professional removal company you will have certain legal safeguards. If you employ someone to transport goods for you when moving house, the carrier must do so within a reasonable time and take reasonable care.

If the carrier doesn't do this and you suffer a loss or damage as a result, you can claim for breach of contract or negligence. Carriers must deliver goods within the time limit agreed with the customer. If you do not agree a deadline, you cannot claim compensation from a carrier for loss caused by any delay.

The company's conditions of carriage may limit or exclude this liability, but to be valid, these conditions must be reasonable, and must be pointed out to you when or before you enter the agreement.

- Photograph valuables for insurance purposes.

- Label furniture and tape any keys or screws to the underside of each item.

- Computers - see manufacturer's instructions for transportation.

- Keep all your important papers with you.

- Don't pack medications that may be needed on the day.

- Lodge your valuables with the bank.

- Arrange to hang curtains and lay carpets beforehand if possible.



And finally

- Pack a box of emergency supplies for when you arrive at your new home:



kettle
tea/coffee
milk
mugs
teaspoons
a few knives and forks
sugar
tin opener
scissors
washing-up bowl
household cleaners
cloths
toilet roll
soap
towel
toilet bag
tool kit
torch
vacuum cleaner
matches
bin liners
light bulbs
candles
fuses and a plug.

22 networked offices throughout Cheshire, South Manchester & the High Peak



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