



A handy guide

to preparing your property for sale



First impressions *are everything*

When it comes to selling your property, first impressions are everything. How you present your home to potential buyers can make a significant difference in both the speed of the sale and the price you achieve.

Creating the right atmosphere is key, and our handy guide will walk you through the essential steps to take prior to photographing and listing your property for sale with your chosen agent. They might also have some useful tips as well, so be sure to ask for their advice too.



- Freshen up the apartment with a coat of paint throughout. Alternatively, touch up the paintwork throughout, paying particular attention to any areas where picture frames have been removed and infill holes and repaint.
- Deep clean the property including the windows and balcony or terrace if there is one.
- Shampoo or replace carpets. Local companies can provide free quotations to deep clean carpets, or machines can be hired locally.
- Create a clear environment by removing or hiding away the majority of personal items including clothing and toiletries. Ensure cleaning materials in the bathroom and kitchen aren't on show either.
- If you're presenting the property completely unfurnished, don't forget to clear out all goods within the kitchen cupboards and drawers.
- Remove any mobility aids you've had installed.
- If the property has a balcony or terrace, remove pot plants and garden ornaments.



Remember...

Air and clean the property regularly to keep it looking and smelling fresh.

Presenting the property furnished?

- Remove excess furniture, particularly in the hallway. Too much furniture may create the illusion the apartment is smaller than it is.
- Depersonalise the apartment by removing photographs.
- Beds should be made and ideally presented with duvet, pillows, cushions and throws.

For that *extra touch*.

Buyers are looking for a lifestyle as much as a home and setting the table with a simple white dinner set can help people imagine living in your home. Also consider simple touches like a bale of towels and hand soap in the bathroom, or a bowl of fresh (or plastic) fruit in the kitchen.

Followed our hints and tips?

You are now ready to instruct your estate agent. If you wish to discuss the sale and marketing of your property, the sales team at MHA will be happy to help.



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