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Dear Seller,

We have 6 Simple Steps to prepare your home for sale. Every house can reach its maximum potential if it is well prepared and maintained. Selling your home can be very stressful right from the point it is listed on the market. The only way to relief that stress is to list your property on the right platform. RÜUT Homes have created a handy guide to help make the process a lot easier for you.

Step One: Appearance

First impressions are key! Ensure your property creates a great first impression as your buyer will be more intrigued to learn more and potentially place you an offer.

So, what makes a great impression? Well, it is all about the outer appearance:

- Neatly Mowed Lawn: if you have grass at your property, ensure it is well kept for a nicer appeal.
- Clean Driveway; a clean driveway is always a bonus that adds to the outer appearance of the property and really attracts the buyer.
- Clean Windows; you want your property to stand out, so clean shiny windows are always super attractive.
- Tidy Front Garden; a well-maintained front garden is the best-selling point for any property.

Step Two: Smell

We want to make sure your property is inviting as possible so it must smell good too. Overpowering or unpleasant smells can make visitors uncomfortable and less positive about your property even though it may have a lot of potential.

How to make your property smell good? It is all about balance:

- Use Diffusers; these are great and not too pricey, constantly balancing odours within the home and making the whole house smell fresh and clean.
- Ventilation; it is important that air is circulating within your property, so if the weather is good open a few windows.
- Candles; having a scented candle can really add a homely touch to the property, not only making it smell good but also makes it a lot cosier.

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Step Three: Tidiness

You want to sell your house and display its potential to someone who has never been to your property before. Many buyers are drawn to properties that have a great feel to them and they can envisage themselves living there. So, keep the house looking tidy and neat, your buyers will be able to gain a better perspective of what it would be like to live there, as well as knowing that the property has been well maintained.

The best ways to keep the property looking tidy:

- Hide Personal Items; store personal items away to allow the buyers to imagine their own items in the property.
- Minimal Décor; try not to have too many pictures and photographs on window ledges as this can make the room look super busy.

Step Four: Revamp

Pay attention to detail! Although most buyers do not explore the small detail of a property, it is important that you are honest about any repairs or damages to the property to avoid any issues in the long run. So why not get those small issues fixed prior to selling your property.

- Re-paint; use neutral colours in the home to enable buyers to add their own style to the property.
- Treat Damp & Mould; make sure there is no visible damp or mould in the property. Try to get this treated prior to selling, otherwise this needs to be declared at the point of sale.
- Small Cosmetic; any repairs that just require a bit of effort will really make the property stand out and look well maintained, therefore more appealing

Step Five: Selling Points

We are the professionals at Ruut Homes to sell your property, but you know your home better than us. You will have created many memories in your home and shared great emotions. So, use these positives to talk to your potential buyers and entice them to purchasing your home.

Some key points you may want to consider:

- Size; if your property has been a great home to start a family then use this as one of the selling points as it will give confidence for first time buyers.
- Local Schools; if the buyers are considering school catchment areas, mention the good schools local to you .



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- Local Shops; properties that are close to shopping centres, retail parks and supermarkets provide great benefits for potential buyers, a great selling point.

Step Six: Be Proud

If you show your house in the best light, no doubt your buyers will react in the same way. You should be proud of your property by making sure it is looking absolutely amazing.

- Vacuum Your Home; make sure you vacuum any carpets in the home and clean your hard floors prior to any viewings.
- Clean Curtains; every element of your home being clean will really help sell the home faster, so either wash or replace your curtains/cushions.
- Clear Surfaces; clear tables and worktops to reflect a clean, bright home.