



GETTING  
YOUR  
HOUSE IN  
ORDER

# ENHANCE THE SALEABILITY OF YOUR PROPERTY

We at DNG have massive experience in knowing what gets buyer approval and we'd like to share our expertise with you - to enhance the saleability of your property both inside and out.



## DE-CLUTTER AND DE-PERSONALISE

Potential purchasers need to imagine themselves living in your house. One important aspect when getting your property ready for the market is to showcase as much counter surface space and floor space as possible. Put things you don't really use on a daily basis in the attic or in storage. Large pieces of furniture should also go into storage; this will make rooms feel more spacious. Key areas to focus on are: the hallway - clear away coats and any additional clutter; the bathroom - hide all your personal products; the kitchen - clear the counter surface of appliances, biscuit tins, pasta jars and remove old tea towels and overflowing bins.

## FRESHEN UP

A fresh coat of neutral paint, new tiling or lino can do wonders to smarten up a tired-looking kitchen or bathroom. If you can't stretch to re-tiling the bathroom, re-grouting should bring it up as good as new. Check your ceilings for water stains (fix the problem & repaint). To a nervous buyer, a damp stain caused by a minor leak in the past suggests potential problems and can raise alarm bells to your target market. If you have a garden, it is now seen as an additional room, so be sure to make your garden feels like a great space for entertaining and relaxing. Simple tips like mowing the lawn, keeping flower beds weed free and adding well stocked potted plants can make your outside space stand out from the crowd.



## CLEAN UP

It is essential that your property is clean and smelling fresh before every viewing. Getting professional cleaners in at the start of your sales campaign can really make the place sparkle and will be money well-spent. A gleaming bathroom and kitchen are essential as buyers rate these as their most important rooms in the house. If you have pets make sure you air out the property prior to viewings. Use 'plug-ins', scented candles or fresh flowers for a clean, light scent.

## LET THERE BE LIGHT!

Open curtains and blinds for more light, make sure windows are washed and curtains and blinds are clean and hung properly. In summer, natural light can create a wonderful atmosphere and give a feeling of freshness and cleanliness. In winter, make sure all the light bulbs are working and have lights switched on for viewings during the day. If you have a fireplace have the fire lit as it will create a homely ambiance.



## PREPARING FOR VIEWINGS

Sweep up the entrance to your property, and make sure the front garden and entrance hall to your property are tidy and inviting. Leave any pets with a neighbour or friend, and thoroughly clean up any pet hair, as many people can be allergic. Air out the house; and try not to smoke or cook spicy food before a viewing. Our agents will arrive early before a viewing to turn on the lights and the heating (if required). If it is raining or snowing leave mats to the front and rear doors.



IF YOU REQUIRE A SOLICITOR, ASK YOUR LOCAL DNG AGENT FOR A SELECTION OF RECOMMENDED FIRMS.

