



Preparing yourself and your property for sale ✓

Regular reports tell us that properties can be sold for more money if they have kerb appeal, a new lick of paint, or de-cluttered according to advice from Marie Kondo.

In our experience, a well-presented property will always attract more viewings, which typically leads to more offers. This helps us maximise the price you receive for your home.

However, it's not just about getting the property itself is ready for sale. There are legals to prepare to transfer ownership, surveys to be done and mortgage finance to secure (even if it's just your buyer) and, currently, Covid-19 precautions to attend.

Here are our top three tips for preparing yourself and your property for sale:

Show off your home!

Today's property buyers are specific about what they want. Either they want to buy a property they can renovate from scratch, or a show home they can move into straightaway. Some may want to do a little bit of work, such as fitting a new kitchen and bathroom.

Understanding what local buyers want is a key reason for choosing Northwood to value and sell your home. We instinctively know, from experience, whether a property will sell just as it is or whether renovations will help maximise viewings and prices offered.

Before photos and videos, it is worth tidying your home, making sure each room reflects its intended use: a double bedroom needs a double bed and ideally a wardrobe, and dining rooms need gleaming tables rather than looking like your home office.





Kerb appeal is worth spending time on. Cleaning windows and the front door, tidying pathways, placing newly-planted pots to add colour to the entrance - these all help to attract buyers.

Prepare your paperwork

Whether you are selling and buying, or just selling a property, on average most people in Wales live in their home for 23 years*. You'll need to provide evidence of your identity – as agents we have to, by law, confirm you are who you say you are. This is also required by lenders, brokers and legal companies.

Next, dig out anything you received and filed when buying your home. This includes Title Deeds, warranties and guarantees for damp or work to eradicate subsidence issues, any gas or electrical safety certificates, planning permission or building control certificates. If you have a mortgage, having to hand the mortgage roll/account number and a latest annual statement is essential.

The more information you collate prior to an offer, the faster you're likely to progress an offer to exchange and completion. The faster the sale, the more likely it'll go through.

*Source: <https://home.barclays/news/press-releases/2018/10/uk-homeowners-stay-put-for-nearly-two-decades-choosing-to-impro/>

What are you taking and leaving behind?

On selling your home, you'll need to complete a detailed 'property fixtures and fittings form', a time-consuming eight-page A4 document. Doing this at the start of the sale helps us answer the buyer's questions about what is included in the price. It covers items such as light fittings, carpets, curtains, appliances, towel rails and even BBQs and water butts!

This forms part of the contract to sell, and you can change your mind until contracts are exchanged, but must inform us and your Property Lawyer.

The more you've prepared to sell, the quicker your move and the more likely your sale!

Talk to us. Currently, the sooner you sell your property the better. Most sales stall due to problems with paperwork delaying exchange of contracts. With the additional complication of Covid-19, moving quickly can help avoid delays caused by anyone involved having to self-isolate. If you are sure you are selling, weeks can be saved by appointing a Property Lawyer the same day we start marketing your property for you, we can even help recommend one for you.

