



## **Sellers**

### **“First Impressions do last”**

Never a truer saying and particularly in the case when selling your home. First impressions, in terms of a well maintained exterior is an important part of showcasing your property. Painting or cleaning your front door, tidy the garden and plant flowers with colour or potted plants to add that colour and make the entrance area as welcoming as possible.

Apartments: View the communal areas in your apartment as your own and within the boundaries of what can be done. Have them clean and tidy and welcoming to potential purchasers. It is vital the block gives the impression it is well maintained.

#### **A new look**

Suggestions: Fresh Paint, new flooring and clean or fresh grout with tiles, will give a clean fresh feel. If floors can't be replaced, a deep clean is just as good. To give potential purchasers re-assurance, deal with any small issues that may be going on in the property. Eg: leaky taps, damp stains on ceilings or walls. Although these items may not be big issues, it can give the wrong impression. A garden is an excellent way to draw a purchaser in. Showing how well your garden can function is an excellent tip. Have a designated sitting area. Have an area where the children have their playing equipment etc. Ensuring all weeds are gone from patio / deck areas and flower bedding.

#### **Sorting belongings and de-clutter**

“It's all about the feeling”. These words are used so frequently when a purchaser is looking for a home. Potential buyers want to imagine themselves and their belongings in your home. Put things you don't really use on a daily basis in the attic or in storage. Showcase as much counter surface space and floor space as possible. 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 and counter accessories.

#### **Clean up**

If fresh paint or flooring is not an option, it is still 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 difference. A clean 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. Ensure their food and water bowls are out of sight and walking equipment. Use air fresheners or other diffusers to have the air fresh smelling.

#### **Light creates space**

Windows should be cleaned at the start of a sales campaign. It may not be noticed, but it will if they are dirty! Open curtains and blinds for more light. 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 to your potential buyer.

## Preparing for viewings

Depending on the time of year your property is on the market, be sure to keep the entrance of your property tidy at each viewing. Autumn and winter months keep leaves and loose debris clear from pathways and driveways. In the summer ensure weeds and any debris are clear also. Hallways should be inviting, with good light and fresh smelling. No pets should be left in the house. Air out the house; and try not to smoke or cook spicy food before a viewing. Leave your driveway free if possible. Our agent will ensure lights are put on and switched off when leaving.

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