



## Advice on Selling Your Home

You've made the decision to sell and thought about the estate agent to place it with, but have you thought about what your property looks like?

Whilst you may love your nice comfy property, is it looking at it's best for viewing?

We thought you might like some handy hints to help us help you sell your home.

### Kerb Appeal

- First impressions count, so a nice tidy garden, clean drive/entrance way and some tidy tubs by the front door immediately impress.
- Splash a coat of paint over peeling gates, scruffy woodwork and the front door.
- Make sure that the pool is clean and seats/tables/loungers are clean and tidy.



### Heading inside

- A nice fresh smell is important throughout the house. Make sure you have wafted away the smell of last night's dinner and your pets. Open the windows and let in the fresh air.
- No loud music, TV's or noisy animals.
- Have a look around your home and be objective. Could the walls do with a coat of paint? Are there any little repairs that you've been meaning to do? Now is the time to carry them out. It will only cost a small amount and some of your time to get your property in tip top shape.
- Whilst we are not advocating that you turn your property into a show home, after all you still have to live there. Look around at your shelves and walls. You might love your collection of plates, owls, frogs or china bits, but do they make your home look cluttered? It maybe worth considering packing a few away to give an illusion of space.
- Be objective about your furniture. Would moving it around create an illusion of space? Would moving some of it into storage or the garage help?



- If you know potential purchasers are coming, put the ironing away, wash the dishes and put them away, try and hide the washing rack, put the towels straight in the bathroom and put the loo seat down. All these little things help.
- Clear things off the floor. It doesn't give a good impression if clients have to step over your objects.
- Buyers want to imagine themselves living in your home, so think about how you would feel and want to be treated whilst viewing.
- Whilst Rover or Felix might be your best pal, potential purchasers might not be so keen to hear or see them. If possible keep pets outside or under control. If you own more than one doggie it might be an idea for one of you to take them for a short walk. Make sure that their beds and blankets are in a discreet place.



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## **Other Considerations**

- Think before answering potential purchasers' questions regarding your reasons for selling. You might put them off. You might be missing the grandchildren, have fallen out with the neighbours, actually hate living in Spain, but do they need to know that? Your comments/answers might make them reconsider their own move and could lose you a sale.
- Let the salesperson do their job. They have interviewed the clients and know what they are looking for in a property. Each person has different requirements and your property has been chosen for a reason that might not be apparent to you.
- Make yourself available for questions, but don't crowd in. More people in a room makes it look less spacious, which isn't the required outcome.

## **Dealing with Agents**

- We are trying to help you sell your home, so keeping us informed is important. If you change the price let us know. If a client sees a property at different prices it can make them suspicious and put them off.
- Have all your paperwork in order and consult your fiscal representative or lawyer to check prior to marketing your property. Nasty surprises can cause a sale to fail.
- If you rent your property or decide to come over on holiday then let us know. It avoids embarrassment to renters, agents and would be buyers. Angry tenants and general untidiness do not make a good impression.
- Take advice from your agent when setting the price. Articles in the UK papers and well meaning friends advice can be inaccurate. Your agent will know the state of the market here in Spain and the prices that properties are selling for in your area.

No doubt if you are selling your property you will be looking for something new to purchase. Think about what goes through your mind when you are viewing and what little things you look at. This will help you to see what others are seeing when they come to your home.

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