



9 WAYS TO SELL YOUR HOME FASTER

*(and without dropping the
price or spending a fortune)*

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Ways to Sell Your Home Faster

When it comes to moving house, there's nothing more frustrating than finding your dream home and then not being able to sell your current property quickly enough.

The longer the whole process drags on, the more stressful it becomes. And you run the risk of missing out on your perfect home if your vendors run out of patience.

Fortunately, there are a number of simple and low cost things you can do which have been proven to make your home more attractive to potential buyers so as it will sell faster without you having to drop the asking price.

And there are several steps you can take to minimise delays creeping in once you've accepted an offer.

Read on to discover our top tips for selling your home faster.

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1. Get your own survey done

If your house or flat is more than a few years old, your buyer is almost certainly going to get a survey done on it once you've accepted their initial offer. It's a surveyor's job to highlight any problems with the property as well as anything which *might* become a problem in the future.

Buyers will often use these negative points from a survey to try to renegotiate the selling price with you. Or, worse, they may decide to pull out altogether if the survey report sounds too frightening.

So it can be a good idea to get your own survey done before, or soon after, you put your property on the market. This will allow you to find out about any potential issues in advance.

You might then decide to get them fixed at your own expense or highlight them to your buyer and explain that the defects are reflected in the asking price.

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Either way, by dealing with the issue or being upfront about them, you are less likely to face delays once the buyer has had their own survey done.

Getting your own survey done will cost a few hundred pounds, but it is likely to pay for itself in the long run.

2. Dress to impress

All the big house building companies know that it's worth employing professional property dressers to make their show homes look as attractive as possible. You don't necessarily need to go to those lengths, but there are a few things you can do yourself to help show your home off in the best possible light.

Above all, make sure the place is tidy. Not only does this approve the appearance of your property, but it will also help make the rooms look bigger.

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If you're struggling to make your house look tidy because you've got too much stuff then don't be tempted to cram it all into the loft or the garage – buyers will look there too.

Instead, rent a storage unit for a few weeks or, better still, consider getting a professional declutterer to help you get rid of the things you don't really need. This will make things easier when you come to move into your new home too.

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Instead of spending a fortune on fresh flowers that you have to keep replacing before each viewing, invest in some high quality artificial flowers or plants to brighten up a room permanently.

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3. Banish nasty niffs

We've all heard the one about making sure your house smells of freshly baked bread when people come round to view it.

You probably don't need to go that far, and it's debatable whether it makes any difference; but you certainly should make sure that any unpleasant or stale smells are banished prior to each viewing.

So open the windows before viewings to air the building and make sure you empty the bins regularly.

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4. Get the mop out

Rightly or wrongly, prospective buyers will judge your home on how clean it is. So make sure you keep on top of the cleaning and vacuuming, especially in the kitchen and the bathrooms.

It's worth getting your windows cleaned too. The more light that you let in, the bigger and more appealing your house or flat will look.

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5. Find some painting & decorating quick wins

There's no need to redecorate your entire house, but you should look for the low hanging fruit – those things which require minimal time, money and effort, but which will make quite a big difference.

Did you once let your teenage son paint his bedroom black?

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Now's the time to redecorate it in a light neutral colour.

When did you last paint or varnish your front door? It's the first thing your potential buyer will see when they arrive at your house and it's what they'll be staring at while they wait for you to let them in, so a few quid on making the front door look good will be money well spent.

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Pinterest is an excellent source of ideas for low-cost property makeover hacks

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6. Don't forget the garden

Remember to check what your garden looks like, especially the front garden (first impressions, and all that). Weed the path, mow the lawn, cut back overgrown bushes, and get rid of any rubbish, broken toys or dog poo.

7. Get your paperwork in order

Even if your buyer doesn't engage a surveyor to check out your property, they're certainly going to have a solicitor to help with the conveyancing. And if there's one thing that conveyancing solicitors like to do, it's ask questions. Lots of questions.

- Did you get planning permission for that extension?
- Can you prove those windows comply with building regulations?

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- Who did that rewiring in the kitchen ten years ago?
- Where's the nearest river?
- Have you ever fallen out with your neighbour?
- Is that Japanese Knotweed in your garden?
- Who owns that fence?

And the list goes on.

So do your homework beforehand and get answers to these kinds of questions, together with copies of all the documents you might be asked for, well in advance. Your own solicitor should be able to tell you what's going to be needed.

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8. Get your own mortgage requirements sorted early

The last thing you want to do is find yourself in the situation where you are the one delaying the sale of your house because you aren't ready to move yet. So speak to a mortgage broker early on in the process to get your mortgage offer for the property you are moving to sorted out.

9. Choose the right estate agent

People often choose the estate agent that offers the lowest commission or that one that's allowed you to negotiate them down on their fees. But that can sometimes be a false economy.

Think about it. If an estate agent usually charges 1.5% commission and has let you to haggle him down to 1.25% then is he going to work as hard to sell your house as is to sell the one down the road where he will

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his full commission?

And if a particular agent is cheaper than all the others in your area, maybe that's because they don't include floorplans or virtual property tours, or any of the other things which can help get potential buyers through the door in the first place.

As you can see, there are quite a few things you can do to help make the process of selling your home go smoothly.

We can't pretend to be experts when it comes to baking bread, but we certainly know a thing or two about mortgages.

So if you'd like to have a totally free and no-obligation chat about how to make sure you get the right mortgage to whisk you into your new home as quickly as possible, we'd love to hear from you.

Just [click here](#) for details of how to get in touch with us.