

MISTAKE 17

SPARKLE

PRESENTATION

Dull homes get dull prices.

Do not confuse improvements with presentation. Make your home sparkle and your price will shine. Pay attention to little things which create a big impression - the front garden and the first appearance of your home. Stand back and look at what buyers will see when they arrive.

Cleanliness is vital. One of the most important and most overlooked aspects of selling a home is its smell. Pleasant scents create pleasant moods, whereas bad odours will be an instant repellent to a buyer.

A home which sparkles always sells for a higher price.

