

QUICK AND EASY TIPS TO SELL YOUR HOME



MODERN, TRADITIONAL AND
STRAIGHTFORWARD



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While there was significant activity in the housing market when it re-opened in May, many people feared this would be a short-term boost. Therefore, the stamp duty holiday which was introduced in July motivated buyers across the country.

With some industry observers predicting an additional 100,000 homes might be sold because of the stamp duty holiday, buyers were confident about entering the market.

Of course, even when the stamp duty holiday ends, people will look to buy and sell homes. It is always advantageous to sell your home as quickly as possible.



WE CAN HELP YOU SELL YOUR HOME

If you plan on selling your home in Bromley or surrounding areas, BR Estate Agent is here to help you. We are highly experienced in and around Bromley, and we have a strong track record in selling your home.

Our expertise in the local housing market, and our knowledge of the best ways to sell property, will ensure you connect with buyers in an effective manner.

If you would like to arrange a free valuation for your home, allowing you to make more robust plans regarding your next move, we can help.



HOW TO CONNECT WITH BUYERS

It is vital you connect with buyers if you want to sell your home quickly, and the following tips will help you achieve this goal.

The right estate agent makes a massive difference when selling your home

When it comes to selling your home effectively, the support of the right estate agent makes all the difference. A good agent knows the local area, knows who is looking for homes like yours, know what these buyers wants, and helps you connect with these buyers.

When said like this, the process of selling your home sounds simple. However, it only simple if an experienced agent makes it appear straightforward. The best agents do a considerable amount of work behind the scenes ensuring your home is presentable and presented in the best manner.

Vendors should always consider the cost of an estate agent and what represents value for money for them, but a reliable and effective estate agent is invaluable in the sales process.



KERB APPEAL IS ESSENTIAL WHEN SELLING YOUR HOME

While you are unlikely to sell your home before a prospective buyer steps into your property, you can stop a sale from happening. If a buyer dislikes the style or appearance of the outside of your home, it is unlikely they will fall in love with the inside of the house.

Therefore, you need to spend as much time improving the outside of your property as you do the inside.

You don't need to have green fingers or spend a lot of money ensuring the property looks fantastic, but you must ensure the outside of the house appeals to buyers, and doesn't turn interested parties off.



SMALL ISSUES MATTER

If you have big problems with your home, you must resolve these first. However, don't think small problems don't matter. If prospective buyers see small issues, they will have concerns that you have merely hidden the larger problems.

Buyers are likely to pay close attention to your home, and this means you need to pay take care of small repair jobs, and ensure that everything looks great.

You should also add some finishing touches and flourishes which help to create a positive impression, such as candles or offering home baking.



MAKE SURE EACH ROOM HAS A PURPOSE OR DEFINITION

Some people feel it is best to leave a room blank, as this will allow prospective buyers to imagine virtually any use for the room. Sadly, this is often not the case. It has been found offering a blank room is often overwhelming or uninspiring.

It is far better to provide the room with a structure and set-up that immediately identifies its purpose.

Ordinarily, it is best to present the space as a bedroom, but if you have enough bedrooms or space is limited, a home office or gym is an ideal solution that will connect with likely buyers.



WHAT DO THE EXPERTS SAY?

Mark Hayward is the Chief Executive of NAEA Propertymark and he said; “With housing market activity picking up, it’s more important than ever to go the extra mile and take every possible measure to help your property stand out. If you are looking to sell your home, turn to your local NAEA Propertymark estate agent to guide you in the right direction and help you ensure all new safety measures are complied with, to increase your chances of a speedy sale.”

NAEA Propertymark has also issued the following tips to help vendors connect with buyers when selling their home this summer and autumn:

- Ensure your home is up to date with safety features and measures
- Make the condition of your windows a priority when improving your home
- Spend some time in the garden creating a favourable and welcoming style
- Opt for a neutral décor, keeping decorations simple so as to provide prospective buyers with a blank slate
- If you have a pet at home, make sure all nasty pet odours are removed before welcoming likely buyers
- Make sure all DIY repair work is taken care of



CONTACT US

As well as these general tips, we advise you call on a local expert with knowledge of the market to help you prepare your home with likely buyers in mind.

This is an area we are well-versed in, so if you are keen to connect with prospective buyers in an effective manner, please get in touch with BR Estate Agent.

If you are looking to make a move in the Bromley property market, and you would like to speak with local experts, please get in touch. If you would like to arrange a property valuation, contact us and we will set this up for you.

You can phone your BR Estate Agent on 020 3633 8620 from 9am till 9pm seven days a week or visit our website www.br-estateagent.co.uk for more information.

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