

# GETTING YOUR PROPERTY READY FOR VIEWINGS

A Guide from CB ESTATES for Sellers

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## FIRST IMPRESSIONS COUNT

You have taken the plunge and put your home up for sale. The property is being advertised and it will not be long before you have potential buyers queuing up to view your property. Once the 'For Sale' sign goes up it's only a matter of time before those all-important viewings begin.

Buying a property is a big deal and buyers are willing to view a lot of houses in the search for their dream home. It's what they see and how they feel that makes for the highest offers and the best value for sellers.

Unless your property is clearly rundown and marketed to appeal to investment buyers who are looking for a bargain, it is crucial that you make every effort to give your home that 'wow' factor.

**Here's our top tips for getting your house ready for viewings when you are selling**

### NEED FURTHER INFORMATION?

PLEASE CONTACT THE TEAM  
ON 01752 917458 OR  
[ENQUIRIES@CBESTATES.ORG](mailto:ENQUIRIES@CBESTATES.ORG)



# START WITH THE OUTSIDE

You may think that the outside of the property does not matter and that buyers are only interested in the inside. This is certainly not the case.

Many buyers will drive up to the property and check it out before they view. They can be put off at this stage and may not even bother to arrange a viewing. Or worse, they cancel a viewing that they have already booked.

There is no point in having the best kitchen in the street if a buyer cancels their viewing before they even get the chance to see it!

## TOP TIP!

IF YOU FIND THAT BUYERS ARE BOOKING VIEWINGS BUT THEN CALLING TO CANCEL BEFOREHAND IT COULD BE A SIGN THAT THE OUTSIDE OF THE PROPERTY IS PUTTING THEM OFF

## CHECKLIST

- Sweep up leaves from the path and lawn
- Mow the lawn
- Remove debris and weeds from paths and driveways,
- Put your bin and recycling boxes out of site
- Fix any broken fences, sheds and gates
- Wash down decking and patio areas
- Clean paths
- Clean your front door and windows
- Clean garden furniture and remove any broken items
- Put any large items away if possible as they can make the garden look smaller
- Put children's toys away or arrange them neatly if they are on show
- Clear up after any pets who use the garden

## GARDEN IMPROVEMENTS

It is worth spending some time carrying out some small inexpensive improvements to the garden. These are easy to do but can make a big difference to the overall impression of the garden.

Some examples might be:

- Painting the front door
- Placing a few plant pots on the patio
- Painting the fence
- Installing solar lights in the garden. These can provide a bit of interest, especially if the buyer is likely to be viewing in the dark

## PARKING

Parking is often an important factor when looking at properties and it is near the top of many buyers wish lists. If you have a driveway or parking space close to the property make sure that there are no cars on it.

Leave this space for your buyers to park on. You want them to actually feel how easy it is to park and get into their property. Tell your agent to park round the corner. You don't want them to have to walk from the next street while the agent has parked their car on the drive.

### TOP TIP

IF YOU HAVE A DRIVEWAY  
LEAVE IT FREE FOR YOUR  
VIEWERS TO PARK ON





# WORKING ON THE INSIDE

The outside is looking great so now its time to work on the inside and really give your property that WOW factor!

## KEEP IT TIDY

Your aim here is to try and make your home look and feel like a showhouse. This does not mean that you have to keep it in showroom condition all the time but it needs to feel like one at the viewing.

All the rooms should be tidy and clean. No items, toys or clothes should be on the floor. Put as much as you can out of sight, in cupboards, bookcases and on shelves. If you find that you are lacking storage it may be worth putting up a few simple shelves to add extra storage.

Focus on the little things here such as making the beds, closing cupboards and putting chairs under tables. This also helps to give the impression of extra space.

## FIX ANYTHING THAT'S BROKEN

Walk around the house and record anything that's broken or not working properly. Check for any dripping taps, peeling wallpaper or faulty light bulbs. Secure any loose carpet and make sure that there are no tripping hazards in the property.



If you have inbuilt electrical appliances like dishwashers, washing machines and fridges that are staying at the property then make sure these all work properly too.

## DECLUTTER

This is very important, and something that you should spend some time on.

The aim of de-cluttering is to make the rooms look as spacious and tidy as possible for viewings.

Room size is a key requirement for most buyers and many people subconsciously judge this on the floor/surface space available in each room. If you have items of bulky furniture that you think you'd be better off without during the viewings stage then you could always look into some short-term storage for these during the viewing period, just to try and free up some space and make the rooms look a bit bigger.

## STAGING

This is particularly important and needs to be thought about at an early stage, as you'll want to make your house look as enticing as possible for the photographs your estate agent will take.

### STAGING CHECKLIST

- Detach yourself personally from each room and look at it with a critical eye. Start by taking away all the personal photographs and children's artwork.
- Look at the colour scheme – do you need to tone down any brightly painted walls?
- If you have pets, now might be a good time to get carpets and sofas cleaned as well.
- In the kitchen, clean your sinks, hob, oven, fridge and counter tops regularly.





- Accessorise. A few new cushions, throws, rugs, lamps, simple and tasteful artwork and small decorative accessories like candles and ornaments are all easy ways to smarten up the appearance of the living room without spending a fortune.
- Make sure your fruit bowl is well stocked,
- Have a new set of tea towels on standby for viewings
- Replace any old appliances like kettles or toasters that might have seen better days.
- On viewing days, make sure the washing machine and dishwasher are empty.
- As bathrooms are one of the biggest selling points in any house, yours should be kept immaculate throughout the viewing process. Tiles, tubs, taps, toilets and sinks need to be kept sparkling at all times. Remove any products from the side of the bath and store them in cabinets, replace old toilet brushes, shower curtains and blinds and buy a new set of fresh, white towels that can be laid out nicely for viewings.
- In the bedrooms, hang clothes neatly, replace any bulbs in the bedside lamps,
- Remove clutter from the tops of drawers or dressing tables
- Choose your best or buy new bedding, cushions and throws for each bed.
- Turn spare bedrooms that have been used as offices or storage rooms back into bedrooms to help potential buyers visualise the space better.
- In the dining room, clear the table of clutter and lay it with some nice china (any you have, or just a basic white set from any supermarket), a few candles and a vase of fresh flowers for a homely touch.



## FINAL TOUCHES

- Tidying all surfaces around the house. Clean worktops, sinks and toilets (remembering to put the lid down), dust any wooden surfaces or tables and put away any keys, paperwork, letters or things that have been left lying around
- Putting away any laundry and tidying away jackets and shoes that have been left lying around
- Packing away children's toys and removing pet equipment. If you can, then try and leave pets with a family member or friend for the duration of the viewing.
- Hoovering and sweeping the floors throughout
- Opening windows to let some fresh air in in the spring/summer, or in the winter making sure the house is warm and the lighting is cosy and ambient
- A few scented candles around the house an hour or two beforehand or having some plug in air fresheners at the ready are just as effective. Remember to pick subtle scents though;
- Emptying all bins around the house, moving your outdoor bins out of sight, as well as any cars on the driveway
- Dotting a few bunches of fresh flowers around the house (particularly in the hallway and living room)

**Congratulations! You are now fully prepared for your viewings and you can really look forward to showing off your home!**



CB ESTATES  
14 Mannamead Road,  
Plymouth,  
Devon  
PL4 7AA  
[www.cbstates.org](http://www.cbstates.org)  
[enquiries@cbstates.org](mailto:enquiries@cbstates.org)

