

How to prepare your home for sale

As we have already said, presentation is fundamental in the sale of a house and will help to sell as soon as possible and at the best price we can get.

These are the tips we give you to get the most out of your home:

REPAIR: All damage to walls, ceilings and floors of the property. Make sure that all the switches work, that the blinds are greased, that the taps do not leak. Each negative experience due to a malfunction of some equipment of the property, becomes a strong penalty in the offer price on the part of the buyer.

IMPROVEMENT: With little investment you can make changes that will greatly improve the image of your home. Some actions that we recommend are: 1) Paint the house (if you haven't done it for a long time) using white or very light grey shades that will add luminosity and increase the perception of size of the rooms. 2) Replace old or outdated light fittings with new ones. 3) Replace old taps with new, contemporary ones.

LIGHT: Make sure that all the light bulbs in the house are working. The bulbs should provide the right intensity and colour. You may think it is a good idea to buy some lamps to add a point of ambient light in specific areas of the house (table, floor or standing lights).

CLEAN (thoroughly): Down to the last corner of the house. Behind the fridge, the joints of the marble in the kitchen, on the most inaccessible shelves, the rails of the sliding windows, the extractor hood, the skirting boards. You know ...

TIDY (thoroughly): Visitors often want to know if the storage space is sufficient for their needs and ask us to be able to open the cupboards. Having the inside of the cupboards (wardrobes, kitchen, bathrooms) and shelves in order helps the visitor's experience to be optimal.

BATHROOMS: In addition to making sure that all taps and mechanisms are in perfect working order, we recommend: 1) Change the shower curtain for a new one or replace it with a shower screen. 2) Remove all beauty products, combs, brushes, toothbrushes and any other product related to personal hygiene from sight. 3) Close the toilet seat!

THE KITCHEN: 1) The kitchen should always be clear of junk and appliances cluttering the worktop. 2) Make sure that all cupboards open and close perfectly. 3) Remove school pictures, drawings, magnets and notes from the fridge door.

SMELLS: There are smells that are always pleasant (a freshly ventilated room, natural flowers, scented candles, incense or air fresheners, freshly brewed coffee?), and others that can be invasive or excessively personal (pets, freshly cooked food, an unventilated space, a bedroom where someone has just slept...).) It is essential, as smells are highly evocative (of good and bad), that before visits, appropriate measures are taken to create an environment that is pleasant to the sense of smell.

STAGING: Remove excess objects and things that are too personal (family photos, children's handicrafts, souvenirs...), empty the horizontal surfaces (shelves, tables, chests of drawers) of those small objects and souvenirs that often take up everything. Get rid of that old armchair that you are fond of but that looks awful, put some natural flowers ... In short, make sure that your home is as attractive as possible FOR OTHERS.

Remember! From the moment a property has been put on the market it has become a PRODUCT and must be treated as such, to get the best effect.

By following our advice, your property will sell faster and at a better price.