



## Resale Viewing Guide

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### ***Tips for making your home a show home:***

When buyers come to view your home they will have a pre-booked appointment. We will send you details of your appointments prior to your viewing, usually the day before.

If possible we recommend having a friend or family member with you on the day to greet people coming in or hold doors open.

If your viewing does become particularly busy, just remember this is your home so you

shouldn't be afraid to ask people to wait outside until it settles and/or remove their shoes before entering if required.

**Remove all clutter:** Clutter shrinks rooms and distracts potential buyers. Try putting it away in cupboards, the loft, your car boot or with friends.

**Give each room a purpose:** If you have a dining area, clear away books, games and set the table with glasses and place settings.

**Neutral colours:** Buyers tend to prefer neutral colours for walls and carpets. You could try to replace any heavily patterned, dark or dirty mats or carpets.

**Mirrors:** The use of mirrors can improve dark or small spaces.

**Cleaning:** Get everywhere clean, particularly the kitchen and bathroom.

**Smells/aromas:** Don't cook food with strong smells the night before. Maybe make some coffee before the viewing or warm some croissants.

**Smoking:** Don't smoke in the home prior to the viewing, let fresh air in and use plug-in air-fresheners.

**Lighting:** Put lights on in dull rooms and open all internal doors (apart from the toilet).

**Personal belongings:** Keep all personal items like mobiles, jewellery & paperwork locked away.

**Let them imagine:** People need to be able to imagine they could live in your home as soon as they walk through the door. To assist with this you could ask them what difference owning a share in this home will make to them? (*security; foot on the ladder; independence; ownership; lifestyle; location; investment; ready*)



*to move into*). Or you could talk about the features/advantages/benefits. Ask people what they would use each room for?

**What to show first:** If you have a house, maybe show applicants the upstairs first so that they can see the garden and surrounds first.