

NI Homes Step-by-Step Guide to: Selling Your New Home

If you are thinking about selling your home, this guide is for you! Your home is probably your largest financial asset, so it's not surprising that some find this process a little daunting. So whether you are a first time seller or just want to remind yourself of how it all works, this guide will take you through the necessary steps.

1. Choose the right estate agent

Selling your house can be a stressful experience. So choosing the right estate agent who is going to minimise worry and maximise results, is a vital first step.

Your estate agent should:

- Act with professional integrity
- Hold a university attained degree in estate agency or surveying.
- Be regulated by a recognised body.
- Advertise widely.
- Have extended opening hours.
- Use up-to-date marketing techniques.
- Offer value for money.

2. Be careful not go with the estate agent that gives you the highest sales valuation. It's a ploy to reel you in.

Your dwelling is only worth as much as someone is prepared to pay. Sadly many estate agents over value property to get you to sign with them. However in a few weeks they will soon be recommending that you reduce the asking price.

It is much better having a realistic asking price from the outset. When we conduct a sales valuation we will advise you what we genuinely believe your property will achieve.

3. Increase your property's 'kerb appeal'

A potential buyer could be put off even before they have set foot inside your front door if they are given a bad first impression. You want them to walk up the drive or path already feeling impressed and excited to see more. So do what it takes to create that lasting first impression.

Make sure the exterior of your home is up to scratch and if your front door or fence is looking tired, brighten it up with a lick of paint. Put up hanging baskets to add colour and if you have a garden plant some bedding flowers. Move bins out of view and clear away anything unsightly.

4. Spruce up and de-clutter

Making your home attractive to a buyer needn't mean an expensive decor overhaul. Chances are it won't be to the buyer's taste anyway and will be replaced as soon as they move in. But you should freshen up rooms with a neutral coat of paint.

Make sure your rooms are clutter-free and as light and airy as possible. A mirror hung in the hall can give the illusion of space and a few vases of flowers or some plants can freshen up the house.

A kitchen is a big selling point, so make sure all the worktops are clear and that it smells fresh and clean. If you do have pets, ask a relative or friend to look after them while viewings are taking place. While you love your furry friend, chances are your buyer won't - or worse still, they may be allergic.

5. Bear in mind that little things count

Don't forget the detail either. Chances are the buyer will be nit-picking as they will be looking at a number of properties and weighing everything up. So get around now to those annoying little maintenance jobs such as a long overdue light bulb change.

6. Define each room

Buyers need to be able to picture themselves living in the house so it's essential that each room is shown off to highlight its purpose. If your dining room is full of work papers or exercise equipment for example, return it to its original purpose. It's also important to de-personalise, for example by taking down posters in the kids bedrooms - so the buyer can see the potential for the house and where they would put their own items.

7. Stay out of the way!

When potential buyers come to view your property, let them wander freely around the house with the agent. You want them to feel comfortable and as though they can spend time looking at each room freely. Be ready also to answer any questions after the viewing.

8. Make the most of outdoor space

Gardens or any type of outdoor space can be another great selling point -but an overgrown jungle could see your buyer running mile. Not only will the space look smaller and 'forgotten about', if paying out for a gardener isn't in your viewer's plan or budget, it could completely put them off the property.

9. Choose the best buyer

Once the offers are on the table, your next big job is to choose the most reliable buyer. Safer buyers include those who have already sold their home and are in rented accommodation, chain-free first time buyers, and cash buyers who do not need a mortgage. Bear this in mind but depending on how many offers you get, this choice might not be a luxury you have.