



# Top Tips

## Selling your home

If you can, avoid the winter and holiday months to sell your home.

Choose an estate agent carefully– talk to friends, look at For Sale/Sold signs locally.

Get at least three estate agents in to value your home – don't just choose the one who gives the highest valuation. It might be unrealistic and they may just be after your business.

Be realistic about the price of your home.

Make sure you bargain with the agents over their commission – they want/need your business and need to be competitive.

It's now a legal requirement to have a Home Improvement Pack (HIP). Visit [www.direct.gov.uk](http://www.direct.gov.uk) for detailed information

First impressions count – a lot! Make sure the front of your property looks immaculate.

De-clutter every room. Clutter looks a mess and shrinks a room.

Make sure your home is in good decorative order.

Kitchens and bathrooms are especially important – make sure they look their best.

Spend time on your garden – especially a front garden if you have one. Colourful pots and baskets can make a world of difference and don't need to cost much.

Be sure you're clear about what's being left – curtains, appliances, carpets etc.

Be open and friendly to potential buyers but don't stick to them like glue when they are going around your home.

it's true!

YOUR LOCAL, TRULY INDEPENDENT MORTGAGE ADVISER

21–23 Stamford New Road, Altrincham Cheshire WA14 1BN

T 0161 924 2900 F 0161 929 4459 e [mail@truemortgages.co.uk](mailto:mail@truemortgages.co.uk) [www.truemortgages.co.uk](http://www.truemortgages.co.uk)