



How to stage your home to add value and sell fast

If you're planning to sell your home, then 'staging' it can give the process a real boost. Staging is preparing your home to be seen at its best by potential buyers. It can help your property sell faster, and it can add thousands of pounds to your property's value.

Paula Higgins, CEO of HomeOwners Alliance explains how:

Declutter
This doesn't necessarily mean hiring a skip. Strike a balance between emphasising the fantastic living space on offer and allowing some touches that show your house is a home.

Fix it
Look for the little flaws you don't see any more: perhaps an old picture-frame hole in the hall wall, a broken tile, a well-worn patch of carpet. They're not huge jobs, but they may put off a potential buyer who doesn't want to have to fix your snag list.

Clean it
Make everything sparkle, remembering to remove limescale, clean tile grout, and wax any wooden floors. Clean windows inside and out. Don't forget your house needs to smell good too. A bad smell is the single biggest turn off for potential buyers. Find and fix the source of the smell, ensure you clear drains, wash out your bins and air the kitchen to shift old cooking odours. If you're a smoker place bowls of vinegar around the house. Leave these for three days, then remove and open your windows. The vinegar smell will disappear quickly, taking the stale cigarette whiff with it.

Beige it
Traditionally beige is the 'recommended colour' if you want to give your house 'blank canvas' appeal to a potential purchaser. Although this still works very well, grey is the



Kitchens are important – declutter the surfaces

new 'on trend' colour. If grey doesn't work for you then white is always your friend. Both white and grey are inoffensive, very 2016, and will make it easier for your buyer to move in and use the rooms immediately and a neutral colour makes rooms lighter and larger.

Monty Don it
Gardens can be a huge draw for buyers. As with the interior, you want your garden to be neat and tidy. Weed, cut back bushes, clean the patio/decking and any garden furniture, and cut the grass. A few flowers in pots, particularly in the front garden to boost kerb appeal, will make it as easy as possible for people to see themselves enjoying this space.



Gardens can be a big draw so make sure it's clean and tidy

Cast an eye over the kitchen
Kitchens are important. More often than not, a kitchen is worth more per square foot than any other room. It can make the difference when buyers are unsure. Unless your kitchen is in a real state, it wouldn't make financial sense to replace it and some buyers will want to put in their kitchen anyway. However, resurfacing of worktops is worth investigating to give an instant lift. Also, remove any bulky kitchen appliances, and declutter the surfaces.

Cash in if you have the cash
Think about any conversions that could be made: perhaps adapting a garage or a loft into a gym or an office or a spare room. If you have the money to carry out

the conversion, you'll see the benefits of the increased value to your home rather than gifting it to the new owners. If you don't have the funds to do the work yourself, you can make your property more desirable by securing planning permission prior to putting your property on the market.

Know when to leave it to the experts
Let your estate agent do their job. They know what to say (and what not to say), they'll highlight and downplay as appropriate, and they have experience answering tricky questions. However, you can make their job easier by placing fresh flowers around, a bowl of fruit in the kitchen, and fresh towels in the bathroom. But go for a walk during the viewings.

Music all round your property

If you enjoy listening to music all around your home, then a Shropshire retailer can help you to get the best quality and most seamless sound experience.

Bang & Olufsen, who specialise in high quality audio visual products, are now offering a range of multi room speakers from its store in the High Street, Shrewsbury.

"Lots of people today want to enjoy listening to their favourite music in a variety of rooms in their home," explains Roger Boyle, a director of Bang & Olufsen Shrewsbury.

"With our BeoLink Multiroom system you can play different music in different rooms, or let one tune flow throughout your home.

"You just have to touch your Bang & Olufsen product to instantly join the music stream or you can control the experience instantly from your mobile device.

"You can link televisions and speakers and hi-fis from our range to play together – or separately – to get the most from your music experience."

Roger and his team at Bang & Olufsen are happy to demonstrate the products at their Shrewsbury store, where they also offer a full installation service.

Contact them at 6 High Street, Shrewsbury or Shrewsbury@bang-olufsen.co.uk



Speedy sales at Saxon Court



Carol Pitt of Galliers Homes welcomes Matt Fletcher and Courtney Lewis to their new home at Saxon Court

A presentation has been made to welcome the speedy arrival of new residents at a Shrewsbury development.

First time buyers Courtney Lewis and Matt Fletcher recently moved into Galliers Homes' Saxon Court site in Sundorne, just four weeks after their reservation.

The couple, who were presented with flowers and a gift voucher by sales negotiator Carol Pitt, used the national Help to Buy initiative to assist with the purchase of their three-bedroom detached property.

Courtney, a PE teacher at Idsall School in Shifnal, said that she and Matt, who works at SCAT as an electrical assessor, loved the design and lay-out of the house.

She commented: "After looking at a lot of new builds we thought the houses at Saxon Court were much more spacious and excellent value for our first home and were impressed with the additional interior extras that were included.

"Galliers provided added financial incentives – £1,000 towards legal costs, stamp duty fee and mortgage adviser fee which helped enormously. We wouldn't have been able to buy the house without this support.

"We both wanted to purchase a new build house under the Help to Buy scheme and the location of Saxon Court was key, taking into account the link roads for commuting.

"The team were very helpful and friendly, especially with us being first time buyers with endless questions, and on our moving day they did a thorough check of property to make sure it was ready for us.

"I was presented with a bottle of champagne and lovely personal gifts. The whole experience was managed professionally with a personal touch and the site staff were so friendly, approachable and really helpful throughout the process."

Sales negotiator Carol Pitt said: "We are delighted to welcome Courtney and Matt as residents to this very popular development, which has been a real success story for Galliers, with all 25 properties here being completed and sold in less than a year."

Galliers Homes is now building a range of family houses at its Belvidere Park development in Shrewsbury and Barnfields development in Church Aston and will shortly be launching a new site in Hadnall.

See www.gallierhomes.co.uk/developments

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