A FREE GUIDE FROM YOUR LOCAL ESTATE AGENT

PREPARING YOUR HOME TO SELL IN PLYMOUTH

Nine simple ways to get your home ready for viewings
and give yourself the best chance of a great sale



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Personal Estate Agent

In partnership with

Victoria Bolt
estate agents
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Nine Ways to Get Ready to Sell

- 1. Choose the right agent
- 2. Make first impressions count, online and in person
- 3. Maximise your kerb appeal
- 4. Gather your paperwork early
- 5. Declutter before photos and viewings
- 6. Fix and clean before you list
- 7. Give each room an obvious purpose
- 8. Get the lighting and temperature right
- 9. Know the true value of your home

Why this matters

Buyers form an opinion fast, often before they even step through the door. A little preparation can mean more interest, better offers and a quicker, smoother sale.

Getting the Basics Right

Start here, before your home even goes live.

1

Choose the right agent

You will be in regular contact with your agent throughout the sale, so pick someone whose way of communicating suits you. Ask how many homes like yours they have sold recently, what proportion go for close to the asking price, and how long sales typically take. Think too about the level of support you want, from a simple listing service through to full marketing and hands on help all the way to completion.

2

Make first impressions count, online and in person

Buyers form an opinion of your home twice, once online and once at the door. Good quality, honest photographs that show your property at its best will generate far more interest than rushed or unflattering shots. In person, the way your home looks from outside sets the tone before a viewer has even stepped inside, so it pays to be ready for a viewing at short notice.

3

Maximise your kerb appeal

Plenty of buyers drive past a property before booking a viewing, so the outside matters more than you might think. Keep the garden tidy, wash down or touch up the front door, clean the windows, and clear away bins and rubbish. Cut back weeds and dead plants, swap a worn doormat, and check exterior lights work for evening viewings. Moving cars away from right outside the house helps too, so buyers get a clear first look.

Getting the Details Sorted

The unglamorous jobs that make everything else run smoothly.

4

Gather your paperwork early

Buyers and their solicitors will want details about your home's condition and history, so it helps to have documents ready in advance. This can include your Energy Performance Certificate, boiler and gas safety records, any electrical safety certificates, planning permission or building regulations paperwork for work you have had done, and guarantees for things like damp treatment or window installations. Getting this together early avoids delays once you find a buyer, and keeps everything accurate so nothing comes as a surprise during a survey.

5

Declutter before photos and viewings

It is hard for buyers to picture themselves in a home that is full of somebody else's belongings. Clearing excess furniture, coats, shoes and general clutter creates a sense of space and helps buyers imagine living there themselves. It also gives you a head start on your own packing. Focus especially on hallways, kitchen worktops and bathrooms, since these tend to feature heavily in photographs and get noticed first on a viewing.

6

Fix and clean before you list

A clean, tidy home helps buyers see its potential, while dirty surfaces or a lingering smell can distract from your best features. Kitchens and bathrooms matter most, since they are the most expensive rooms for a buyer to replace, so keep them spotless and free of mould. Small jobs such as touching up paint, fixing a stiff cupboard door or replacing a bulb are worth doing before you list. Keep any decorating neutral so buyers can picture adding their own style later.

Setting the Scene, and Getting the Price Right

The finishing touches, and the one decision that matters most.

7

Give each room an obvious purpose

If a spare room has turned into a dumping ground, or a home office is also doing duty as a guest room, buyers can struggle to see its potential. Talk to your agent about who is likely to buy your home, and set rooms up accordingly. If a room is being marketed as a bedroom, clear enough floor space that a bed clearly fits.

8

Get the lighting and temperature right

A bright, properly lit home feels instantly more welcoming. Clean your windows and open curtains or blinds before viewings to let in as much natural light as possible, and switch lamps on in any darker corners. Temperature matters too. In colder months, put the heating on ahead of a viewing so the whole home feels warm, and in summer open a window or door to keep things fresh.

9

Know the true value of your home

Once your home is looking its best, pricing it correctly is what actually gets it sold. Setting the price too high just to test the market rarely pays off. Overpriced homes tend to sit unsold for longer and often need a price reduction later, which can put buyers off completely. A home priced sensibly from the outset, based on a proper valuation and recent local sales, attracts more genuine interest and a smoother sale from start to finish.

Why Sell With Gary?

A truly personal service

As a Personal Estate Agent, you deal with me directly from valuation to completion, not a rotating cast of staff. You will always know exactly where your sale stands.

Local roots, local knowledge

Based in Plymouth and proud to sponsor Plymstock Oaks RFC, I know the city's neighbourhoods, schools, and buyer demand street by street.

Backed by a national network

Working in partnership with Victoria Bolt Estate Agents and powered by eXp UK gives your listing exposure well beyond the usual local reach, combining personal service with serious marketing power.

Fully accredited and protected

Registered with AML, The Property Ombudsman (TPO), and the ICO, so you can sell with complete confidence and peace of mind.

Thinking of selling? Let's talk.

Get a free valuation, with no obligation, and a clear plan for your sale.

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