



# SMART MOVE GUIDANCE AND ADVICE

Please take the time to read this guidance and advice ahead of marketing your property using our Smart Move scheme.



September 2020

# THINGS TO CONSIDER WHEN SELLING YOUR CURRENT HOME

We know you want to get moved into your new home as quickly as possible, but it may be a little harder for current homeowners than first time buyers. The most pressing issue when selling your home is achieving a quick sale to the right buyer at the best price. We asked Huddersfield estate agent Bramleys to divulge their top tips on how to give your home the best chance of finding a new family. Here's what they had to say...

## CHOOSE THE RIGHT AGENT

"When looking to sell your property, the first and most important step is to choose the right agent to handle the sale for you. Unfortunately, anyone can call themselves an estate agent and operate without any qualifications or experience – making the wrong choice could cost you thousands of pounds in the end! Look for an agent that is qualified by either the Royal Institute of Chartered Surveyors (RICS) or the National Federation of Property Professionals (NFOPP)."

## BE REALISTIC

"Too often homeowners feel their house is worth a little bit more than it is, and this can be one of the reasons it doesn't sell. Trust your estate agent to give you the best advice on how much your home is worth, and you'll have a better chance of a quick sale."

## PICTURE PERFECT HOME

"If you stage your home well, not only will you increase your chance of a quick sale, but you may also bump up your asking price. When placing your property for sale, ensure you have taken the time to clean and tidy to a show home standard.

Make it ready for the agent to photograph by clearing your kitchen worktops, removing all toiletries from the bathroom, and putting away general clutter. Don't have clothes hung on the back of bedroom doors, on radiators or on washing lines and keep the house as tidy as possible.



A prospective buyer could have made their mind up about your home before they even enter it, so give your property some kerb appeal! Cut the grass, weed the gardens and pathways, move your wheelie bins out of sight and maybe give the window cleaner a ring beforehand. In sum, try to make your house look like someone else's dream home, not a property you have fallen out of love with."

## BE WELCOMING

"When showing a prospective buyer around your home, make sure the lights are on before they arrive and leave them on until they have left. First impressions really do count, especially when selling a home, so make sure to show your viewer the property's best features first."

Bramleys top tip: "It also helps to give your home a clean and fresh smell ahead of a viewing. Try not to cook anything beforehand and if you do have a beloved four-legged friend, arrange for someone to cat-sit or take the dog for a walk. Always make sure to put away food bowls and litter trays."

## READY TO MAKE THE SMART MOVE?

Erris Homes and our nominated estate agent will aim to list your current property for sale as soon as possible. We kindly ask that applicants come fully prepared for their appointments and take the below into consideration.

Before our nominated estate agent can list your property online, they will require the following:

- Two forms of identification per applicant
  - One photographic proof of identification per applicant (passport or photo driving license preferred)
  - One proof of address per applicant (driving license preferred)
- Your home to be photograph-ready ahead of the valuation so images can be taken on the same day.

Please speak to your Sales Advisor if you have any questions about Erris Homes' Smart Move scheme.

