



**inspired**living  
by ineke

## SELLING YOUR HOME ??

### Hints and tips to increase your chances of a successful sale:

- **FIRST IMPRESSIONS:** Buyers decide in the first few minutes whether they are interested or not. So, tidy up around your house, mow the lawn and place flower baskets at your door.
- If parking is scarce, move your own car and leave space for the potential buyer to park.
- **DE-CLUTTER** every room. This will have the biggest impact as a tidy home appears bigger.
- Pack away seasonal items (clothing, decorations, toys) and store in garage or attic.
- Pack away most of your personal items (photographs, trophies, collections). These will only distract the buyer.
- Clearly **DEFINE THE USE** of each room. Each Bedroom should have a bed in it and the dining area should have a table and chairs! Limit multi-function rooms to one.
- Give everything a good **CLEANING**. Scrub surfaces, especially the bathrooms and kitchen, and Hoover and wash all floors. Don't have laundry lying around, clean or dirty!
- Put new or freshly ironed linen on the beds. Open the curtains to let in the maximum amount of light. In kids rooms, remove all wall art.
- Make sure the dishes are washed and stacked away. Counters should be totally cleared.
- Ensure there are **NO LINGERING FOOD SMELLS** in the kitchen! This really turns people off. Open the windows instead. Fresh air is good.
- Paint or **TOUCH UP PAINT** where necessary. Light colours give the feeling of more space.
- Complete unfinished jobs. Fill those holes, glue back the wallpaper, repair broken glass.
- Place fresh flowers in sitting room and hallway.
- During a viewing organise family or friends to mind the children and pets. Tidy all toys away and move cat litter box and food bowls outside.
- Point out the **ADVANTAGES OF YOUR HOUSE** and your area: friendly neighbours, schools and shops nearby, social clubs, public transport, sport facilities, pubs and cinema, etc.
- If your house is on the market longer than expected, **ASK QUESTIONS:** Is the asking price too high? Or, is something else stopping the sale? Your auctioneer should have some answers. Keep an open mind; what they tell you, you might not like to hear!! But it is valuable information. Replacing carpets or kitchen cabinets might cost a view Euros, but if it is stopping you from selling your home or getting your price, it might be worth considering!

for **INTERIOR DESIGN, COLOUR ADVISE, HOUSE STAGING AND PROJECT MANAGEMENT,**  
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