

# **Free Report**

## **How to sell your home *Fast!!***

## **How to secure that quick property sale**

There are many things that a homeowner can do to enable a quick sale of their property. This straight to the point report will give you tips and advice on how to get that quick sale. This report firstly explains how to sell your home quickly using the traditional way via an **estate agent**, and secondly how to sell your home even quicker by cutting out the estate agent and selling to a **cash buyer**. By following the advice and tips within this report you should be able to sell your home in

- a) **Less than 12 weeks using an estate agent**
- b) **2 to 4 weeks (that's right 2 to 4 weeks!) selling to a cash buyer at no cost to you whatsoever.**

### **How to sell quickly via an estate agent (in less than 12 weeks)**

The first thing to remember when selling using an estate agent is that your home is competing with up to 100 other homes that the agent might have within a 2-3 mile radius of your own! That's a lot of choice for a potential buyer. Secondly that potential buyer might not have his mortgage arranged yet. Many people view homes before they have found out whether they can get a mortgage. Thirdly they will most likely be in a chain and be relying on the sale of their own home before they can complete on yours! It is a sad fact that 1 in 3 chains break down at the last moment due to buyers pulling out. It only takes one person to pull out and the whole chain falls apart. Even with these obstacles in mind it is still possible to sell your home in less than 12 weeks. However, all the conditions need to be right, and hopefully you will strike it lucky with a small chain or a first time buyer.

Before I give you some advice and tips on selling your home via an estate agent ask yourself these questions.

*How can I make my property stand out from the crowd?*

*How can I ensure that the first person to view my property will fall in love with it and make a genuine offer?*

*How do I find an estate agent who will advertise my property quickly and give it their all to try and get me that quick sale?*

*Do I have the time and money available to bring my home up to a presentable standard?*

*Is my home in a good state of repair and wont put off buyers?*

*Is my décor modern?*

*Am I willing to let strangers view my property for the next couple of months to get that sale? It normally takes anywhere between 5 and 20 viewings to get an offer! Many viewings are filled with timewasters who are just out to nosey around with no intention of buying your property!*

I will now give you some tips on how you can give yourself the maximum chance of selling your home quickly via an estate agent in **less than 12 weeks**.

- 1) The first thing to do is to get a reliable, reputable estate agent. The only way you can be sure of this is by going on recommendation. Do you know someone who has recently sold his or her home in your area? Can they recommend or advise against a certain estate agent? Did their estate agent advertise their home quickly and keep pushing it to as many potential buyers as possible? Or did they (like many estate agents), take an age to put it on their website and/or in the local paper? Give up on it after only a few weeks effort, leaving it to languish on their advertising boards so as to concentrate on other newer properties that they have been instructed to sell?
- 2) Finish off any DIY jobs that you have maybe started but haven't quite finished.  
You want to give a potential buyer the impression that your home is in fully working order and not littered with unsafe DIY projects. My thinking is that a good DIYer would always finish a project off whereas an inexperienced one wouldn't.
- 3) Go through your property inside and out and make a list of all repairs that need fixing. Either do these repairs yourself or get a builder/handyman in to do them for you. You don't want potential buyers to see any obvious negatives about your home.
- 4) Tone down and neutralize the majority of your rooms. Studies have shown that by painting your rooms in neutral colours will increase your chances of getting that quick sale. Strong colours will put off many people. Most viewers will not be able to see past your décor. This sounds strange, as most people will redecorate anyway when they move into a new home. However my experience has shown that by simply painting rooms in an off white neutral colour and by changing carpets to a natural colour will make all the difference in getting that sale.
- 5) De-clutter your home. This means packing up knick-knacks, personal items, pictures, toys etc. When you do sell you will need to do this anyway, so why not do it now. If possible remove the packed items from your home into maybe another family members home or even your garage (only if it's secure!) You are trying to give the impression that your home has enough space for all the potential buyers' things. Having clutter lying around makes them think that your home is small with no storage space.
- 6) Pets. Especially dogs should be kept out of the way when viewings are taking place. Ideally they should be kept outside or at another family member's home. Many people are weary of dogs and will want to get out of your home as quickly as possible, thus losing you a potential buyer. Pets can also have a

distinctive smell that you as the owner are accustomed to. Potential buyers won't be and can be put off by strange smells in your home.

- 7) Clean your home top to bottom for every viewing. This means washing windows, mopping floors, vacuuming carpets, wiping surfaces, polishing ornaments etc. Remember you must treat every viewing as if it was the first. You never know which viewing might produce the sale. Not all viewers will be potential buyers. Some will be timewasters just out having a nose. However you must assume that they are all potential buyers and give every viewing as much effort as you can.
- 8) Curb appeal. When you drive up to the front of your home what do you see? Are your gardens well kept? Is there any bins, litter, bikes etc in your garden or near your front door? Many people will make their mind up about a property before they even step foot in it. This will be due to a lack of curb appeal that your home has. Get those gardens cut. Get that rubbish lifted. If needs be, get a new front door or paint the old one that's already there. Make your home appealing from the outside as well as the inside!
- 9) Kitchen and Bathroom. These are 2 areas where you will need to spend money if you want a quick sale. They are major selling points. A brand new modern bathroom and kitchen will gloss over any other imperfections that your home might have. Again keep the colours neutral, especially the bathroom. This should always be a white bathroom suite and with the majority of any tiling being white

## **How to sell your home quickly to a cash buyer in 2 to 4 weeks.**

Make no mistake, if you want to sell your home as quickly as possible, then this is the way to do it. You basically cut out the middleman i.e. the estate agent and sell your home direct to a cash buyer.

This buyer will already have their finances in place. They won't be in any chain. They would usually make you a genuine offer within 48 hrs. If you were to accept their offer, then they would be ready to instruct their solicitor immediately to start the legal paperwork. This paperwork normally takes between 2-4 weeks. There would be no cost to you whatsoever as the cash buyer normally picks up all the solicitor costs.

**Just look at the benefits of selling to a cash buyer:**

- 1) You do not need to spend thousands updating your home.**
- 2) Cash buyers are willing to purchase properties in any condition, in any state of repair, whatever the decor and in any location**
- 3) You don't pay any estate agent fees as you are selling your home direct to the buyer**
- 4) There are no solicitor costs. The cash buyer will pay all your fees for you. You will have no outlay whatsoever.**
- 5) You will receive a genuine offer within 48hrs. You are under no obligation to accept this offer.**
- 6) Everything is treated as confidential. No one except your solicitor will ever know that you have sold your home.**
- 7) Cash buyers are ready to complete. They aren't in any chains. They already have the funds available to buy your home.**
- 8) You don't have to have complete strangers viewing and criticising your home.**
- 9) You don't have to deal with estate agents.**
- 10) Finally, you will have sold your home in less than 4 weeks and as stress and hassle free as humanly possible!**

Does this seem like the way forward to you? If so then why not check out our website at [www.speedysaleproperty.co.uk](http://www.speedysaleproperty.co.uk). We are cash buyers of properties in your area. Just fill in the short online form to see if we can provide that speedy sale that you require. Like I've already said, there is no obligation on you to accept any offer made. There will be no hard pressure tactics. Remember you will have no outlay whatsoever!

