

PREPARATION PRESENTATION & PEACE OF MIND

We are offering sellers the chance to have two standard Wills prepared as part of the estate agency package on properties listed for sale during March 2022*

Moving home is recognised as one of the most stressful events in life, our Residential Property team are here to advise and help you throughout the process. Get in touch to find out more and make use of our extensive knowledge. When to sell, where to move to, there are a million and one things to think about. A degree of **preparation** and **planning** will make it easier to make some of the more difficult decisions.

Presentation - the most important thing for sellers to consider ... if you have walked into a room and thought that it could do with a refresh you can be sure a potential buyer will have the very same thought, so it's well worth spending a little time freshening up your home. Don't be tempted to just touch up that little mark in the hall, it will be glaringly obvious to a viewer.

When it comes to décor, **neutral** is your friend. You may love bright, bold wallpapers, however, your efforts are better placed adding your stamp to your *next* home. A statement wall is not the way to go before marketing, perhaps consider a warm white or a muted colour if a clinical white environment is not for you. Bright accessories, that are easily changed, can potentially mean there is less need to get the decorators in.

Declutter and then do it again, remove those fridge magnets you have accumulated over the years, the easy to reach personal items - buyers definitely like to see clean lines - research and sales figures prove it!

Depersonalise - the photographs adorning your walls may make you smile but do you really want them to be on view via the internet? With the advent of virtual tours and high quality digital photographs people can zoom in, focus on your personal belongings - if you wouldn't put something on your own social media should it be online for the world to see ... and of course no valuables on view!

Buyers will all have differing wish lists and needs – what accommodation is available, are there good local facilities, is the property value for money? Priorities vary and every buyer will have their own specific needs; wanting to be close to a gym, near a great school, possibly looking for their first home of their own, or maybe a new home with a partner.

There is, however, one vital thing which is too often either forgotten or put off 'until later' and that is the importance of **having a Will/Power of Attorney in place**. It's easy when you're young and healthy to think this isn't necessary, sadly we are often called to deal with cases where there is an unexpected change of circumstance, an illness or death but there is no formal paperwork in place to look after the other party's interests, or indeed ensure that those you would want to be a beneficiary are looked after as you would wish them to be.

Our dedicated Private Client department can explain why having an up to date Will and in many cases a Power of Attorney in place can give peace of mind. They will guide you through the process and your Wills can be safely stored until needed, hopefully many years in the future.



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* contact us for full offer details