

# Viewing tips

## Be prepared

- Keep the house as clean, tidy and clutter free as possible.
- Try to get a friend or relative to look after children and pets.
- Keep the property well aired and smelling fresh.
- Prepare in advance the order that you will take people around your house.
- Have something positive to say about each room; you can say how the sun floods in each morning or how warm and cosy it is in the winter for example.

## Be friendly but professional

- Greet people warmly and be enthusiastic.
- Take them on a tour, showing them each room in your home.
- Open the door to the room and let the viewer walk in first.
- Highlight things that will be included in the sale.

## Detach yourself

- Try to remember that you are trying to sell the property, so keep a little detached and don't take things personally.
- Give people the facts (like how recently you had the boiler fitted) and let them ask more questions if they want.
- Let the viewers have some time to explore themselves.

## Leave everything else to your agent

- Let your solicitor estate agent handle any offers and negotiate the best deal on your behalf.