

Top tips for viewing

Do your homework – 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.

Greet people warmly and be enthusiastic.

Take them on a tour, showing them each room in your home.

Open the door to a room and let the viewer walk in first.

Highlight things that will be included in the sale.

Let the viewers have some time to explore themselves.

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 – don't cook a smelly meal beforehand!

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