

Drive-by selling

Buyers often do a drive-by check on properties they've made appointments to view, so pay as much attention to what they'll see from the road as they will once inside.

It's often hard for us to be objective about where we live, but taking a few shots of the outside and asking friends for their views is a good way to get around that — be prepared for honest answers though!

Many common faults are easily fixed. Unkempt garden: There are a few very effective gardeners around who are brilliant at choosing plants that work, whether for decorative effect or for low maintenance. Peeling paintwork: No problem for any decent decorator. Dirt and mould on paths: hire a pressure washer for quick and low-cost transformation.

Wonky aerials, dirty walls and broken paving may be more costly to fix, but not fixing them will cost you money — buyers will only see justifications to reduce their offer.

Sometimes the hardest problems to fix involve neighbours. We may balk at offering to pay for what we'd like them to improve, until we re-frame it as a sound business investment in pursuit of selling our property quickly and for a good price.

With all the red flags gone, the fun part is to create welcome and interest. Flowers on windowsills as well as around the front door, a 'welcome' mat and fresh paintwork will add character to your property and make buyers feel confident that their viewing time will be well spent.

For more advice on interior design for home owners or property presentation for home movers, call Jackie Sears on 01392 670485 or see www.present2sell.co.uk.

