

RESIDENTIAL SALE

Michael Roberts: How to make your home more valuable and sell faster

A CAREER auctioneer, estate agent for most of his professional life, Limerick man Michael Roberts operates his own company at Howley's Quay in the city centre. He also provides a professional property finding service for people moving to the Mid-West to either rent or buy.

Michael Roberts has worked in Limerick and overseas, London's lucrative and international West End belt specifically. He has a score of years' advice to offer those of us looking to sell our properties, now that the Limerick city market remains buoyant as prices stabilise or fall nationally.

City values rose by 4.4 per cent in Limerick in Q4 of 2019, according to the most recent Daft.ie Residential Property Prices survey.

He tells us that preparing your home for viewers, or "staging" as it's called, is important. "It will not only ensure your property is sold faster, but can potentially add thousands of euros to its value." Read on.

Declutter – but don't depersonalise

• Get rid of all the excess stuff that has accumulated in every nook and cranny. Put it in storage or give it to a friend.

• People need to be able to envisage what the property would look like if they were living there. People often find this difficult, so make it easy for them to see all the

fantastic living space you're offering them.

• Don't make it look like a generic hotel; leave some personality. Apart from anything else it gives unimaginative buyers suggestions as to what they might do

• People are often buying into a lifestyle as much as a property. Show them the attractive side of your lifestyle.

• Consider removing any bulky furniture that makes the room feel small and replacing it with smaller furniture.

A fresh lick of paint

• Giving your walls a fresh lick of paint, neutral paint will make your home seem lighter and bigger.

• It will enable the viewers to more easily imagine how they would adapt the rooms to their needs.

• Create a good first impression. Give the front door a new coat of brightly coloured paint.

Fix and clean

• Make any minor repairs necessary – holes in walls, broken door knobs, cracked tiles, torn or threadbare carpets. Many buyers want to move in without making changes, so allow for this.

• Clean *everything* until it sparkles. Get rid of limescale, clean and repair tile grout, wax wooden floors, get rid of all odours, hang up fresh towels. This will make the



Michael Roberts Estate Agents at No. 3 Howley's Quay, Henry Street.

place more appealing and allow viewers to imagine living there.

• Tidy up the garden: cut bushes back, clean the patio and furniture of lichen and dirt, and cut the grass. While this doesn't add much value to your home, it makes it more likely to sell as people visualise

themselves using the garden.

Update the kitchen

• The kitchen is the most valuable room in a house. It is worth the most per square foot and can make the difference when buyers are unsure.

• Consider refacing your kitchen cabinetry. This is much cheaper than installing new cabinetry and often as effective.

• Upgrading kitchen counter tops is expensive, but can add serious value.

• Declutter the surfaces and just leave a bowl of fruit out. Take out any bulky appliances.

Light and airy

• Wall mirrors make a room look much bigger and lighter. Consider putting some up, especially in smaller rooms or hallways.

• Clean windows inside and out, and replace any broken light bulbs. Making the place feel light and airy makes rooms feel bigger and the property more attractive.

• Ensure that you have lamps on in any dark corners.

Light a fire

• If it's a cold evening, or even chilly day, light your fire. Consider burning some pinecones for the delicious smell. This will

make your home feel warm and inviting. If you don't have a fire then ensure the fireplace is clean.

Make it look pretty

• Make sure the windows are properly dressed with blinds or curtains as naked windows make a place feel impersonal and look run down. Buy some cheap ones (e.g. from Ikea) if necessary.

• Plants and flowers bring colour, life and light to a room and also smell delicious. So does that fruit bowl on your kitchen counter.

• Perhaps brew some fresh coffee?

Obvious conversions

• If there are any obvious conversions – adapting the garage into extra rooms, or going up into the loft – and you have some spare cash, why not take advantage of this cash cow rather than letting the new owners make easy money out of improvements. You should usually recoup your money.

• If you don't have enough spare cash to make the conversion, consider getting planning permission anyway.

If you are considering selling our just curious to the value of your home, please feel free to contact us to discuss on more detail and tel. 061-400499/ email to info@michaelroberts.ie

Call for a FREE Market Appraisal

Why choose Michael Roberts Estate Agents



Prime City Centre location on Limerick busiest Street



Interactive touchscreen window display 24/7



15 years experience and trained in Central London



No upfront charges
We are averaging 101.8% of our asking prices in 2019



USB key stores all docs like ber cert, property agreement photos etc



Huge presence on social media
Along with traditional print advertising



Qualified in the top 6% of IPAV members with TRV European standard qualification



Available for viewings 6 days a week and access via mobile & email 7 days a week

MR

Michael Roberts Estate Agents



(061) 400 499



info@michaelroberts.ie



3 Howley's Quay, Henry Street, Limerick



www.michaelroberts.ie

ipav Institute of Professional Auctioneers & Valuers

PSR 3867