

ARE YOU PREPARED?

More people than ever in the UK are contemplating moving abroad. High cost & bad weather are just some of the reasons for UK people wanting to move abroad...

Wanting to move when selling a property in the UK in a declining housing market can be a tough proposition for the unprepared.

Half of the battle when moving house is selling your existing home, however even in today's struggling market, the seemingly impossible can be achieved. With the right approach and a bit of know how, it is possible to beat the current trend and achieve a sale at a good price.

Three smart steps to achieving a sale

There's an understandable air of caution about the property market at the moment, and there's no denying that the current market is tough, however that doesn't mean your existing home simply will not sell. People do still want to move, however there is no sense of urgency amongst buyers. This means they take their time in selecting the home they want. So making your home the best on the market and being a little bit clever in the marketing of your home should help you to achieve a good price and get moving fast.

1 Keep your home in pristine condition

It may sound obvious, but the first step to achieving a good sale is keeping your home in tip top condition. This means cleaning everything from floor to ceiling, making everything tidy and presentable and choosing accessories and décor that will appeal to a range of buyers.

2 Highlight any features that give your home an edge

Homes that have an edge or a unique selling point will always get snapped up quickly, and sellers should highlight any features that might particularly interest buyers.

These could include breathtaking views, privacy, a waterside location, proximity to schools and absence of noise.

It's important to really play on the positive aspects of your home, especially if there are any negative points. It is rare that buyers will ever tick all the boxes on their perfect home list, however if sufficiently

impressed by one or two fantastic features of a home, they might just be bowled over enough to put in an offer.

Painting the picture is essential. You have to remember that not every one likes what you like, but if your viewers can get a good picture of how the property can look then they can make an informed decision.

3 The right price

A realistic price will sell your home. A property is only worth what a buyer will pay for it so vendors have to be flexible.

Research comparable properties for sale in your area and ensure you are priced just below this level to entice potential buyers.

It's natural that vendors will worry about losing money on the sale their home, however it should be remembered that even though sellers may have to price their property at say 10 per cent less than they hoped to achieve, the new home they go on to buy will also be priced at 10 per cent less than it was a few months ago.

So for buyers moving up to larger properties this is actually a very good time to make a move.

EUROPEAN PROPERTY AWARDS

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EAV-485



800,000 euros

Situated just 20 minutes from Lagos and Portimao. With views towards the hills of Monchique and Foia and also over a 10km long lake. This extensive plot of nearly 5.5 hectares consists of beautiful hills, bordering the lake with 200m of its own waterfront.

There is a ruin of 120m² on the plot and also gardens have been planted right down to the waterfront. Over 200 cork trees are within the plot as well as mimosa and olive trees

Featured Properties

Barragem



Bedrooms: 6

Ruin: 120

Size of Plot: 54000m²

Winery with development potential

Cuba, Alentejo



This winery produces award winning traditional regional Alentejano red and white wines. It is located in the outskirts of a village, and a very short distance from the new upcoming airport. The property includes a main house, shop, office, party / conference room, tasting room, winery, warehouse, horse stables and bull ring. The farm also operates as eco-tourism and is part of the wine tours of the Alentejo region. The council has shown interest (in written form) in a project for the development of a touristic complex.

EAV-483



4,000,000 euros

EAV-468



Caramujeira



Bedrooms: 6

Bathrooms: 6

Size of Plot: 3300m²

Size of Building: 450 m²

Located in quiet area of Benagil, close to the town of Carvoeiro, this beautiful villa is within walking distance of the beach. With 4 bedrooms and a 2 bedroom annex (which interlinks with the main house but also has a separate entrance). It is spacious, airy and light and has under-floor heating, borehole, cistern 30,000lt, water softener and alarm.