



GUIDE TO.....

10 WAYS TO IMPROVE YOUR  
GARDEN BEFORE SELLING



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The essential  
guide on how  
to improve  
your garden!







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# INTRODUCTION:

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Before selling we all try to make minor repairs around the home, perhaps add a new lick of paint here and there and a thorough clean but a lot of people neglect improving their garden which makes a massive improvement to the overall impression a buyer gets of your property!

Lets go through some ways in which we can improve your garden!





# 1. CLEAN & DE CLUTTER

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Just like the inside of your home, you want buyers to be able to look at a space as a blank slate and imagine how they will use it. They might want the garden to entertain guests, perhaps they really want to get a pet, perhaps they have children and are looking for a place for them to run and play. Your garden needs to be tidy enough for different people to imagine all these different scenarios.

Start with your lawn, it instantly makes a garden look cleaner and bigger. Next cut away any dead plants, rake up leaves and fix any broken fencing.

Pay just as much attention to cleaning and maintenance in the garden as you would inside your home







## 2. PRIVACY

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If other homes' gardens can look into yours, consider how you can add privacy. Hedges and trees are a great way to block views in a discreet way.

Again, its imperative to allow potential buyers to imagine themselves spending time in the garden doing the things that they love without the prying eyes of nosey neighbours.





### 3. COLOUR!

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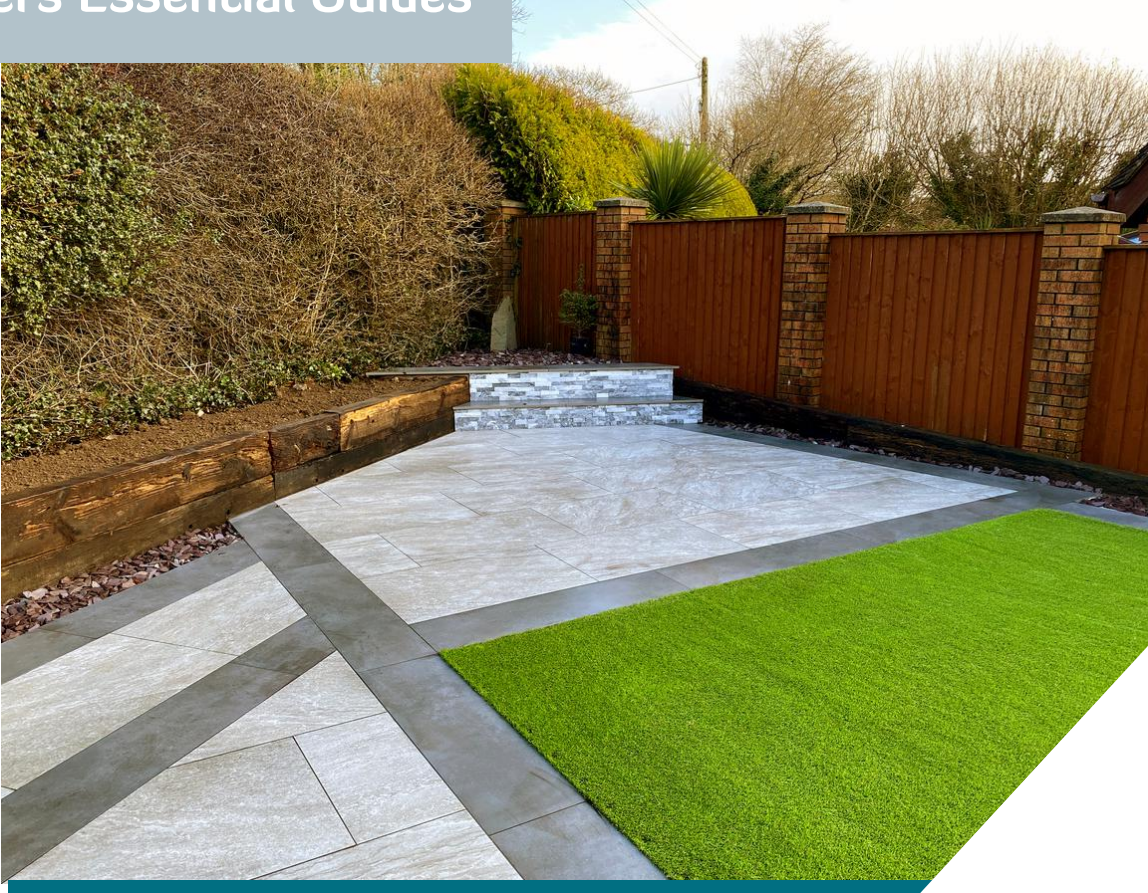
Once your garden is tidy, we can now turn it into another selling point and key feature of your home as a whole!

Add some flowers to your garden whether its in the soil or in pots if you would like to take them with you when you leave. This is especially important in the spring and summer months when you want to show your garden at its fullest potential!

In winter, fill any gaps in your garden with greenery to still maintain a full, healthy, vibrant space.







## 4. SECURITY

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If the people who are viewing have pets, they are going to be put off of your property if the garden isn't secure and their pets are at risk of leaving the property.

This is even more true when it comes to families with children. They want to feel secure that when their children are in the garden, they are as safe as if they were inside the house.

Ensure you have fencing or walls and that they are well maintained







## 5. FIRST IMPRESSIONS

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If you're short on time or budget, focus on your kerb appeal and what your potential buyer might see in the first 8 seconds of arriving to your home or viewing the garden if its in the back.







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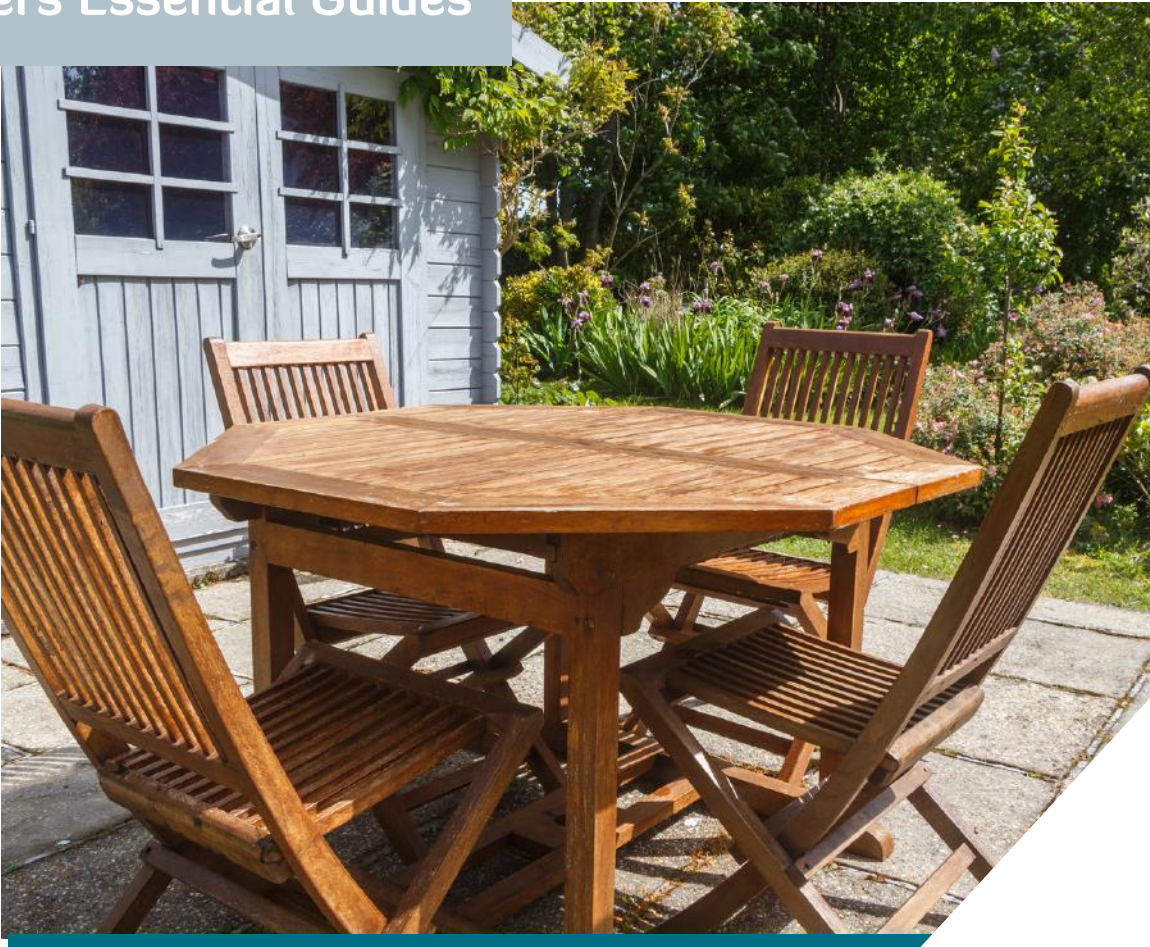


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## 6. FURNITURE

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As we mentioned above, your garden is another room in your house that you should focus on. And as a room, it needs furniture and a touch of decor. If you have garden furniture, ensure it is clean and placed outside. If you don't, consider borrowing at least 2 chairs.

You could then use a small table from inside your own home to stage a cozy spot for morning tea or afternoon wine.





## 7. SHED

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Sheds are a great place to store things and they even become fashionable from time to time. If you can, add a shed to your garden. It adds substance to your yard in terms of practicality but also is an easy way to make your garden look much better and become a focal point.

If you can insulate it, it could make an amazing home office which we see happening more and more







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## 8. PAINT

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As always, don't underestimate how much of an impact it can make to paint your fences, shed or any other part of your garden. It makes everything look instantly new and clean!







## 9. ANOTHER ROOM!

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A clean and neat garden will make sure you don't deter any potential buyers. But a stunning garden could be the feature that makes your garden stand out from all the other properties they might have viewed!

Its imperative that you think of your garden and treat it as another room in your house. It needs to be clean, maintained, look appealing, smell appealing, be staged with furniture, and make sure that people can imagine using the space and that its a space in which they want to spend time in.





## 10. PATIO

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If you have a patio its important that you have invested in good patio flooring or decking. Not only will this be an eyesore to potential customers, it will probably be something they leverage when negotiating their offer.

Remember to also add good lighting on your patio and around your garden! It is another living space that you need to be able to see in, but also to create an ambiance and something magical to look at!





# The Walters Way!

At Walters, we simply have one goal – to help you sell your home in a straightforward and stress-free way, securing you the best possible price.

Selling a property doesn't need to be complicated and we are confident that we have the best team in place to move your sale forward positively and professionally. We look after you every step of the way, helping you make a move in the right direction.

Our Team manages every detail of the sales process – from the day the property goes on the market, to the day the sale is completed. However, we never forget that property is all about people too, and that you want to feel involved and informed. That's our approach and it's what we believe makes Walters different.



# Marketing

“Our aim is to give you an opportunity to have some control in the marketing of your home”.

So, we decided that we didn't want to tell you how we should market your home - you know it better than us: you know which features attracted you to the property, you also know the local residents and what local people want and the mediums they use.

So, we have created a service offering which is, in our opinion, far greater than any other agent. It is also flexible and allows you to add in additional services if you deem them important”.





# Getting it ready to sell...

First impressions really do count. We have seen a great number of houses in our time, so we have compiled a list of handy tips to make your home stand out from the crowd.

Tidy the front garden, mend the gate, trim the hedges, and weed the flowers beds.

Make those minor repairs - fix that dripping tap, replace mouldy grout, repaint the cracks, replace the doors on cupboards that are broken, turn on the lights, open all the doors, and replace any lightbulbs that aren't working.

Kitchens and bathrooms are key rooms – clearing the surfaces will make them look larger. Do the washing up, put your laundry away, clean the toilet, and make sure the lid is down.





# FAMILY

IS A GIFT THAT LASTS FOREVER

GIVE THEM THE HOME THEY DESERVE

Our award-winning Team are with you from the beginning. Our Valuer will visit your property and work with the office team to put a marketing strategy in place. They will then guide you through any interest, negotiate offers and then progress your sale all the way through, from when you accept an offer, to completion day.

As a local high street agent, our team of property professionals are here to help seven days a week, maximising interest and ensure we achieve the best possible outcome.



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End-to-end property experts

The selling journey and milestones.



## Notes and Actions

### Two months to go...

- ✓ Talk to a van hire or removals company to get initial feedback and quotes.
- ✓ Buy your boxes, packing, and storage supplies.
- ✓ Start sorting out your belongings. Get rid/donate things you don't need.
- ✓ Begin packing non-essential items.
- ✓ Do you need kennels or a cattery for the move? Book it in advance.
- ✓ Think about putting items of excess furniture into storage until you've settled in.

### One month to go...

- ✓ If you're moving a long way, get your car serviced and tyres checked well before the trip.
- ✓ Register with local Doctors and Dentists if you are moving to a new area.
- ✓ Inform your local council of your change of address and cancel council tax payments.
- ✓ Inform your phone and internet providers of your change of address.
- ✓ Update the DVLA.
- ✓ Notify your bank of your change of address.
- ✓ Inform Inland Revenue.
- ✓ Update your insurance providers, ensure you have home insurance sorted for the day you move in.
- ✓ Confirm your moving arrangements with moving firms.
- ✓ Start putting items you don't use every day into boxes and label them.
- ✓ Arrange for someone to look after the children and pets If possible.

Could some of those items go into longer term storage to free up more room in your new home?

### Two weeks to go...

- ✓ Let people know about your change of address, including friends, online shops, mail order, milk, newspapers, and magazine subscriptions.
- ✓ Clean your house as you pack.
- ✓ Organise your mail to be re-directed for at least three months.





## Notes and Actions

### One week to go...

- ✓ Confirm with your solicitor and estate agents that the move is going to plan.
- ✓ Notify TV Licensing of your new address.
- ✓ Make sure your packing is nearing completion - double-check the loft & garage.
- ✓ Ask your neighbours to make sure there is room outside your home for the removal van.
- ✓ Empty and defrost / dry out your fridge / freezer.
- ✓ Clear out your kitchen cupboards.
- ✓ Work out the moving route.
- ✓ Remind friends and family you'll need a hand next week.
- ✓ Pack valuables and important documents in a safe place to take in the car with you.

### The day before...

- ✓ Charge your mobile phone.
- ✓ Put everything practical you'll need to one side in a clearly marked box, tape measure, extension lead, step ladder etc.
- ✓ Get a box of first night essentials together.
- ✓ Collect your hire van or confirm tomorrow's schedule with your removal firm.
- ✓ Move all your packed boxes into a downstairs room if needed.

### Things to do on moving day...

- ✓ Record all utility meter readings for Water, Electricity, and Gas. Take a photo of the meter and let your providers know you are moving today.
- ✓ Strip the beds, curtains, and pack into clearly marked bags.
- ✓ Check the bathrooms for toiletries.

### Loading the van...

- ✓ Instruct your movers on what is moving and what is not.
- ✓ Check everywhere and do a final house clean.
- ✓ Leave all the sets of keys as arranged for the new owners.

Say goodbye and then hello to your new home.





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