

Steve
Pymm
Pymm & Co



email: homes@pymm.co.uk

The 5 De-words to sell your house!

August is traditionally a quiet time in the property market. With so many families on holiday buying and selling homes takes a back step. But for some this is a very important time. This is the month that can be spent getting ready for the autumn market - as September is the month when things usually hot up again.

Getting one's own house in order has never been more important. Good condition and appearance are crucial to getting top price and beating the competition to the best buyers. Yes, selling property is a competition. There are other houses and apartments that are vying for buyers' attention. So spending time and even some money in preparation can be very important.

Tastes are changing all the time. What is in one year is out the next. When this relates to clothes keeping up-to-date is relatively easy. But property is a different matter altogether. However there are ways to ensure that a house is market ready without too much expense.

So here are a few golden rules when preparing your property for the market:

Debug: All rooms should be kept particularly clean when buyers are on the prowl - especially kitchens and bathrooms.

De-clutter: it is vital to make the space look as large as possible. There should be a place for books, magazines, clothes, kitchen utensils, etc. and all these things should be in their rightful places. Removing just one piece of furniture from a room can often make a big impact to the sense of space.

De-colour: Gloss black, orange and purple walls may be some people's idea of great interior design. But many buyers would run a mile. Repaint in white or light grey - it looks clean, offends no one and makes rooms look larger. The uplift in value should far outweigh the cost of the work and materials.

De-smell: we are used to our own house odours but others aren't. It's best to remove spicy foods from the menu for a while. Open the windows; buy flowers; make some fresh coffee and perhaps light a good candle or two before potential buyers arrive.

De-noise: Does your property sound good? Is there loud music playing or an off-putting television in the background? Turn them off. Are there young children screaming? Turn them off too. Let peace reign. Or if there is ambient noise from outside such as traffic or aircraft play some low level calm music to sooth the ear and deflect attention.

Finally don't forget the first impression. You will never have a second chance. Most unkempt front gardens precede an unkempt house. Cut the grass. Prune the plants. Hide the dustbin. Store away the red plastic slide that had faded to pink in the sun.

Follow these rules, price sensibly and you will be on your way to sweet-smelling selling success. You will be gone long before your fellow sellers - ever wake up and smell the coffee. Put another way, if you don't love where you live no one else will.

For any further advice please contact Steve Pymm at any one of the Pymm and Co offices or call head office 01603 305805

Pymm & Co has sponsored this column.

Home of the week



Foundry Field of dreams



It's probably the most talked about housing development in north Norfolk - 27 'lovingly made luxury' new homes being built right in the centre of Norfolk's Chelsea-on-Sea, Burnham Market. Property editor **Caroline Culot** was given a special tour around the newly finished show home.

It's a real talking point among locals in north Norfolk - the newly emerging development going on right in the middle of Burnham Market on North Street. It comes with a new car park and a courtyard of three retail units and anyone who knows this prime village, where house prices have rocketed over the past decade, will certainly know that top on the list of must-haves is indeed somewhere to park your car because in the summer months, every little scrap of verge and roadside is full up with visitors wanting a slice of quintessential north Norfolk life.

Although there have been new builds in



It feels expensive as soon as you walk in the door but light, contemporary and with a homage to the north Norfolk coast.

the village, and they have usually sold very quickly, Foundry Field is by far the largest development with 32 properties being built. The build is by Fleur Hill, a partnership of Holt-based Fleur Developments; Joff Brooker and Juliette Hopkins who are renowned locally for their beautiful new homes and indeed no strangers to these property pages. They have teamed up with builders Hill with a resulting spec of bespoke brick and flint homes, boasting traditional materials on the outside, but with super luxury contemporary interiors. To build in the centre of Burnham Market has no doubt been a very big challenge and the spec has

to be right: ultra luxurious and beautiful and the result is that rather incredibly, every single house being built are different, no two are replicated. In my decade of being a property editor, I have never seen this done before - and you only have to take a look at the chunky, glossy brochure to believe it. Usually property particulars are only a few pages but the one for Foundry Field does indeed include the details and floorplans for every single different house. As it was explained to me, "this is Burnham Market and it has to be right, no one wants to come to Burnham Market and live in the same house as someone else." Built on fields which back onto North Street, six homes are currently for sale in the first release; two, two bedroom ones, two three bedroom and two with four bedrooms and prices range from £615,000-£910,000. Despite the houses not being officially launched yet, the agent Sowerbys have already sold one of the four bedroom homes this week. I think the interest is high because it is really difficult to move into Burnham Market because not that many new houses previously have been built there and people just do not want to move away once living there. Many properties are second homes and just do not tend to come on the market so Foundry Field offers the chance that many people will jump at. But...have Fleur Hill come up with the goods and are they providing what people really want? I visited the show house which took four days to dress; Juliette Hopkins is an experienced interior designer and she really has excelled with what she has accomplished in this home. It feels



Home of the week
in association with:**Cozens-Hardy LLP**
Solicitors for all your conveyancing needs

Matt
Chapple
Musker
McIntyre



email: matt@muskermcintyre.co.uk

What makes you sign on the dotted line?

When signing with an estate agent to sell what is probably your biggest asset what makes you sign on the dotted line?

Agents come into your home and tell you how your house will fare in the current market.

It's good to be informed but whatever the current trend of the housing market, its many highs and lows there is always a constant that rings true and should be at the forefront of your estate agents mind when selling your house - enthusiasm!

Is that what made you sign that last contract?

Look past what tantalising treats they offer, the type of photographs they use and the reactive marketing, are they enthusiastic about your property? Even if that enthusiasm was initially there, has it waned?

Any homeowner who feels that enthusiasm doesn't exist should quiz their agent as to whether the negotiators know about their house when discussing it with potential buyers.

What heating does it have? Have any changes been made to the property?

An enthusiastic agent and their negotiators should know the answers to any questions about your property without saying that often used phrase "I'll check with the vendor and come back to you".

If this sounds all too familiar, it's time for a change!

Quality agents such as ourselves at Musker McIntyre take pride in knowing the vendors and their properties.

With time, care and effort we get to know the ins and outs of our properties creating that enthusiasm which leads to a successful sale. Musker McIntyre represents good quality, old fashioned estate agency which sees the true value of your home and works tirelessly to get you that sale.

With nine offices throughout Norfolk and Suffolk call us or come in and have a chat about current market conditions and what we can do for you."

Matt Chapple is at the Norwich office of Musker McIntyre on 01603 859343. Musker McIntyre has sponsored this column.

expensive as soon as you walk in the door but light, contemporary and with a homage to the north Norfolk coast without being too clichéd. You walk into a large, wide hallway which Juliette has chosen to dress with a wallpaper depicting limewashed wooden planks to give a 'nautical chic' feel and spot the oars leaning up against one wall. This room leads into a large drawing room off left and a snug, right. You really do not feel like you are in a show house because every detail is there from photos in frames on little tables to books by beds and some gorgeous artwork from Tanner & Lawson, based just next door! The colours throughout are very fashionable taupe and sea greens, Tiffany blue and it all flows beautifully from room to room. There is a bowl full of eggs in the kitchen and upstairs the bedrooms are just so beautiful; the master boasts a large dressing room area with his and her's sliding wardrobes and I just loved the peacock feather throw on one of the beds. Quite frankly, I'd want to buy it with everything furnished because I'm sure anything I created myself might be a bit of a disappointment! However, although this is a luxury home, it's practical too with a large utility where muddy children and dogs can come in from enjoying the outdoor life and outside, there is a good sized garden and garage as well as a soon to be painted picket fence at the front. Walk through and you are right in the heart of Burnham with the Hoste Arms calling you for lunch!

A launch event is being held this Sunday, August 14; contact agents Sowerbys on 01328 730340 for more details.

