



Selling Your Home With A Pet

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STANMORE BRANCH



SELLING YOUR HOME WITH A PET

Selling your home is a challenging proposition at the best of times, but some homeowners might face additional challenges when placing their property on the market. If you are a pet owner, there is every chance you view your pet as part of the family.

However, not all prospective buyers feel the same way about pets, and they might have reservations about buying a home where a pet has enjoyed free reign. This is why selling your home with a pet can be difficult, but far from impossible.

At Stones Residential, we are pleased to say we have helped many local vendors sell their home, including homeowners with pets. With some extra attention and focus, you can create a home that all buyers love, leaving you to sell with confidence, and move to your next home.

BE AWARE OF THE PROBLEMS PROSPECTIVE BUYERS RECOGNISE

One of the biggest issues homeowners with a pet have when selling their home is they no longer see the problems caused by their pet. If your pet is considered to be part of the family, you will likely have had it for some time.

This means you have become used to the smell of your pet in the house. Alternatively, it means you might no longer consider stains or scuff marks caused by your pet to be an issue around the property. For your home, it isn't a problem, but if you are looking to sell your home, these issues become immediate problems and potential barriers for a prospective barrier.

Someone stepping into the house for the first time will likely recognise the pet smell straight away. For someone who doesn't have a pet of their own, or who wasn't expecting the scent to be so prominent, this can be overwhelming.

In selling your home, making a positive first impression is crucial, and this is why you must ensure your home has a welcoming aroma when viewings take place.

Ideally, you will remove the cause of the smell, but this isn't always possible. In this case, you need to at least nullify the smell, ensuring guests receive a pleasant welcome when they enter your property.



SOME BUYERS MIGHT HAVE ALLERGIES

It is also worth considering that some prospective buyers might have allergies or asthma that impacts them when they attend your property.

While many vendors don't want to state they have a pet at home on their property listing, if you are arranging a viewing, you should inform prospective viewers that you are a pet-household.



TRY TO OFFER A PET-FREE VIEWING EXPERIENCE

If it is at all possible, try to ensure your pet isn't at home when the viewing takes place. Even if you have a friendly pet, not everyone responds well to animals, and this might hamper your ability to make a sale.

Also, a pet can be a distraction, which you should look to avoid at all times when conducting a viewing with a prospective buyer.



HOW TO PREPARE YOUR HOME FOR SALE WHEN YOU HAVE A PET

Knowing that you have additional challenges to overcome when selling your home with a pet, you must take steps to ensure your home is in excellent condition.

The following points will help you prepare for the sales process:

Clean and declutter your home to a high standard

This is the standard opening tip for all vendors, not just pet owners. However, if you have a pet, you need to ensure you present as clean a home as possible. Make sure all toys or pet accessories are stored away as best you can, and focus on cleaning to the highest possible standard.

You want to create the best impression, and this means offering a clean house that bears no trace of a pet. Check the inside and outside of doors and windows as muddy paw prints can be a tell-tale sign of an animal around the home.

Prepare for the photographer

Images are essential for your property listing, and they play a massive role in selling your home. Ensure your home is tidy, that as much natural light is allowed to enter your home as possible and follow the guidance of the experienced photographer.

If you create a positive impression with your photographs, you enhance your chances of attracting buyers keen for a viewing.

Check your home and garden area for unexpected items

Nothing would turn a willing buyer into someone who is keen to leave your property than coming across droppings or a pet-related feature such as a dead bird or mouse. Before you welcome visitors for a viewing, review your property, and ensure no nasty surprises are waiting for guests.

FOLLOW THESE TIPS BEFORE ARRANGING A VIEWING

Before the viewing takes place, follow these tips:

- Remove all evidence of a pet living at your home
- Clean the floors of the property and Hoover your carpets – use a scented vacuum powder
- Open all windows allowing fresh air to circulate around the property – this makes the room smell nicer and fresher, and it can assist in allowing as much natural light in as possible
- Use air-fresheners, flowers and anything else which makes the property smell nice
- Use fabric sprays on sofas, cushions and curtains
- Clean all glass doors and windows, inside and outside of the house
- Remove all pet hair from the furniture
- Place clean bedding on all beds
- Boil fresh coffee and do some baking before a viewing takes place, creating a homely smell and atmosphere

Selling your home with a pet is more challenging than without, but it is no barrier to selling your property. Recognising some buyers have an issue with pets, and taking steps to make your home more appealing, will help you connect with likely buyers.



CONTACT US

We offer a comprehensive range of property services tailored to vendors in Stanmore. If you would like to arrange an appointment to help you negotiate the local housing market, please contact Stones Residential today by calling us on 020 8954 0045 or emailing stanmore@stonesresidential.co.uk.

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