

A 5 DAY STRATEGY TO

Maximising your home's value & selling this summer



From Nathan and
Sian at CPS Homes

Table of Contents

Introduction	03
Day 1 - A fresh start	04
Day 2 - Fix the little things	05
Day 3 - Let the sunshine in	06
Day 4 - First impressions count	07
Day 5 - The finishing touches	08-09



INTRODUCTION

If you want to achieve the best possible price for your home, preparation matters more than you might think.

Achieving the best price for your home rarely happens by accident. It starts with preparation.

We've found over the years that the difference between a "good" price and a truly "wow" result usually lives in the small, quiet details. It's about how a home feels the moment the door opens - the way the light hits a favourite corner, the sense of calm in a room and that feeling when a buyer can suddenly see their own life unfolding within your walls.

But how do you achieve this? The good news is, it doesn't have to be overwhelming or cost the earth.

We've put together this 5-day strategy to getting you ready to sell this summer. A clear, practical approach to preparing your home for the market, one step at a time.

By the end of the week, your property will feel fresh, welcoming and ready to make the right first impression with buyers.

Summer can be a fantastic time to sell your home. Longer days, brighter weather, and flourishing gardens help properties look their best, both in person and online. Buyers are often motivated to move before autumn or the new school year, creating strong demand for well-presented homes.



Nathan Walker, Sales Director
Sian Hiatt, Sales Manager

DAY 1 - A FRESH START

Decluttering & making space for buyers

Let's kick things off with a little summer reset. Today is all about creating a sense of space and calm. Buyers want airy, open spaces where they can picture themselves living. So our first task? Help them see that.

Clean like a pro

Open windows to let in the fresh summer air, clear out lingering cooking or pet smells, and let the sunshine flood in. A bright, fresh-smelling home instantly feels more inviting and helps buyers imagine enjoying long summer days there themselves.

Depersonalise

Family photos, kids' artwork, that quirky souvenir from your last holiday - lovely as they are, they can stop a buyer from imagining their life in your space. Aim for calm, clean, neutral and welcoming.

Clear surfaces, clear minds

Start with the obvious: kitchen worktops and bathroom vanities. Clear them down to just one or two lifestyle items - maybe a shiny coffee machine or a neatly folded set of towels. Little touches go a long way, but too much clutter distracts from the home itself.

Create space

Once done, take a step back and look at each room with fresh eyes. Are there items that could be packed away to create a cleaner, more open feel? If so, grab some boxes and start now....you'll thank yourself later when it's time to move!



DAY 2 - FIX THE LITTLE THINGS

Tackle the small jobs that matter

Individually, a loose door handle or a cracked tile might seem tiny, but a lot of problems together can start to make a home feel neglected. Today, we're going to nip those minor issues in the bud.

Walk through your home like a buyer

Step in through the front door and have a good look around (maybe get a friend to look too, as a fresh pair of eyes). Notice scuffed skirting boards, flickering bulbs, or wobbly shelves. Make a list - you'll be amazed how these small fixes add up.

Kitchen and bathroom touch-ups

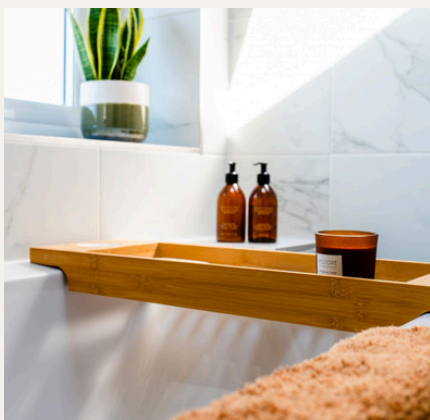
Check silicone and grout: are they clean and mould-free? Replacing tired sealant is cheap and makes bathrooms and kitchens feel instantly revitalised.

Smooth-running joinery

Oil squeaky doors, tighten cupboard hinges, and make sure drawers glide. A home that moves smoothly feels cared-for and solid.

Repair or replace worn flooring

Patch small scratches, fix loose tiles and refresh rugs for a polished look. Replace if they're overly worn.



DAY 3 - LET THE SUNSHINE IN

Brighten up each room

Now we move on to light - one of the simplest ways to make a home feel bigger and more uplifting. Summer brings longer days, so it's time to make the most of it!

**Sparkling windows**

Clean both inside and out. Even a little grime can dull the views and make a room feel smaller. If your home has beautiful views, you want them shining. Keep window sills tidy too,

**Consistent lighting**

Check all bulbs and replace those that don't match. Mixing "cool" and "warm" bulbs can make photography look off, so keep things uniform.

Consider mirror placement

Positioning mirrors opposite windows or light sources can work to reflect daylight and make spaces feel larger and more open.

**A few final touches**

Heavy drapes blocking sunlight? Roll them up or pull them back. You could also consider swapping to lighter fabrics that let daylight flood in. Bring the outside in with a few houseplants to add colour, life and a subtle seasonal feel to any space.

DAY 4 - FIRST IMPRESSIONS COUNT

Boost curb appeal

The front and exterior of your home is the first thing interested parties will see, so it's traditionally used as the leading shot and designed to grab attention. Make sure your home has top curb appeal!

Start with a full clean of your front door and any surrounding areas. If your property has a forecourt or a driveway, a quick jet wash and removal of leaves and other seasonal debris is well worth it, touching up any chipped or cracked paint on walls or railings whilst you're at it.

When it comes to your entrance hall:

- Remove any excessive coats, bags and shoes from hangers, leaving perhaps one well selected garment on show.
- Mirrors are always a fantastic addition to ensure the flow of natural light. In general, you want as much light as possible, so leave doors to rooms open and open blinds and curtains. This will make the space seem bigger too.
- If you have the space for a console table to hold a bunch of flowers (we will come to flowers in later!), it's always worth it. If flowers aren't an option, go for a scented diffuser or plug-in. Gentle fragrances like cool cotton, fresh linen or oud style scents are always a safe choice.



DAY 5 - THE FINISHING TOUCHES

Set the stage for buyers

By now, your home is clean, bright and free from little maintenance distractions. Day 5 is all about putting the final touches in place so your home looks irresistible - both in photos and when buyers walk through the door.

Lifestyle touches

At CPS Homes, we're passionate about helping our sellers present their properties for sale. A garden table set with a jug of lemonade and a couple of glasses suggests lazy afternoons in the sunshine, while an outdoor seating area styled with colourful cushions and a picnic blanket helps buyers picture summer gatherings with friends and family.

For a more sophisticated feel, a chilled bottle of rosé with two glasses on the patio or a vase of freshly cut seasonal flowers can evoke warm evenings spent relaxing outdoors.



Scott, our photographer and videographer, knows exactly where to place these little touches so they look natural and inviting on camera!

Soft furnishings and beds

Plump cushions, give pillows a “karate chop” for shape, and make beds crisp and neat. Creased sheets or saggy cushions can look sloppy in photos and make rooms feel less cared-for in person.



Did you know?

As well as professional photography, our vendors get 2 videos for their property - a custom showcase video for the listing and a social media preview reel, helping their home reach more buyers and stand out online.

DAY 5 - THE FINISHING TOUCHES - CONTINUED

Consider flowers

You can go as big or small as you like with flowers, depending on your taste, ability, and budget—but you don't need to spend a fortune to make an impact. With 7 to 10 days between your listing and launch, timing your flowers is key if you're going fresh! Lilies are a fabulous choice - they're visually impressive, adding height and grandeur to any room, whilst giving off a glorious, tranquil scent.

To provide style and simplicity, you can always rely on a living orchid, or there are more and more artificial potted orchids available both online and on the high street.



Click here
for our full guide to
presenting your property

Don't forget the garden!

If you have a small courtyard, invest or borrow a bistro table and two chairs to show off the space. If you've already bought some scatter cushions for the beds, go and grab them and place one on each chair. You can buy a couple of pots or hanging baskets for next-to-nothing, which – when all combined together – help transform a tiny, unusable space to put the bins into a space you can relax and host a BBQ in.

Finish with a final walkthrough

Take one last tour of your home as if you were the buyer coming for viewings. Look for anything distracting - extra clutter, stray shoes, toys, or garden debris - and remove it. Every detail counts. The goal is a home and garden that feel fresh, stylish, and ready to be loved by the next owner.

OUR TEAM & OUR APPROACH

Your local property experts

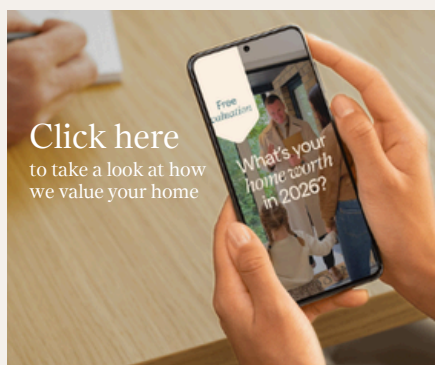
We hope this guide has given you a helpful starting point and a little extra confidence as you begin preparing your home for the market. Selling can feel like a big step, but with the right preparation and the right people around you, it becomes far more manageable.

We know the data and the neighbourhoods inside out, but we also know that moving can be a bit of a rollercoaster. That's why, for the past 2 decades, we've always focused on putting people first and making the process feel as straightforward and supported as possible. For us, it's never just been about selling houses. It's about building relationships, understanding what matters to you and helping you move forward with confidence.



That's why we do things a little differently. Presentation attracts buyers, but pricing strategy, and the agent behind it, determines the final outcome. Our focus is on getting both right, so the whole process feels straightforward, personal and reassuring from start to finish.

If you're thinking about selling and would like to chat things through or book a free valuation, we'd love to help. Call us on 02920 454555 or email sales@cps homes.co.uk.



Click here

to take a look at how we value your home

- Nathan & Sian