



EXTERIOR AND LANDSCAPE FIXES TO DO BEFORE SELLING A HOME

Enhance curb appeal

First impressions are lasting impressions. A large percentage of home buyers decide whether or not to look inside a house based on its curb appeal, the view they see when they drive by or arrive for a showing. That's why the appearance of your home's exterior, its curb appeal, is critical when selling your home. An inviting exterior entices prospective buyers to step inside with a "this could be ours" attitude. You can help make sure they come inside your home by spending some time to freshen up its exterior appearance.

Make a grand entrance

A neat, cheerful front entry extends a friendly invitation into your home. Paint the door and trim and polish or add new hardware and a decorative knocker. Or consider adding a more stylish front door that complements the architectural elements and decorative details of your entryway, inside and out.

Basic outdoor maintenance counts

A well-manicured lawn and attractive landscape plantings enhance your home's curb appeal. Mow, water and fertilize the lawn regularly. Remove dandelions and other weeds that are visible to the eye. Keep crisp edging lines between your lawn, drive and walkways and be sure to pull grass from between the cracks.

Your walkway and drive also affect prospective buyers' perceptions of your home. Sweep them clean of all debris. Repair broken asphalt or cement and pull weeds from cracks. If you have a fence, repair, repaint or stain as necessary.

Landscape for a luxurious look

Landscaping (or lack of it) can have a powerful impact on potential buyers and how they view the "total package" of your home. Simple, inexpensive planting projects are often all it takes to perk up a landscape.

Flowers for impact

Colorful flowers in your front yard also enhance your home's curb appeal. If you are short on garden space, brighten the exterior with pots of blooming plants or flowering annuals near your front entrance or along your drive and walkway. In addition, a window box full of flowers is an inexpensive way to add an accent of color to your home's exterior.

Foliage adds color

Trees, shrubs or hedges add a finishing touch to your landscape with color and detail. Plants come in several shades of green, add impact by combining different types. Keeping the foliage trimmed and pruned will also contribute to the overall well-maintained look of your home.

Add beauty to the backyard

If you have a deck, patio, porch or other outdoor entertainment area such as a pool or hot tub, make the most of it. Keep these areas, as well as your backyard, clean and clutter-free;

-Put debris in covered trash cans.

-Carry your landscape plan into your backyard, attractive arrangements of flowers, shrubs and trees invite potential buyers to linger awhile and enjoy the beauty of your backyard.

-Give your backyard a finishing touch with the addition of stepping stones, a birdbath or a bench under a stand of trees.