

Sell Your SPACE

The Exterior of the House

Cleaned out closets and cabinets, washed windows, new paint on the walls and freshly cleaned carpets, along with shiny new faucets and replaced light bulbs - the inside of your home sparkles as it entices potential buyers to "take a look". But we're not quite finished. Before the buyer steps over the threshold, will he or she need to walk through the un-mown grass, step over the kid's bicycles or dodge the game of kick ball being played on your front lawn?

Your potential buyer's first impression of your house will be based on his or her view of the house from the inside of their agent's car. So, it's back to work!

Take a walk across the street and take a good look at your house. Look at the houses nearby to see how they compare to yours. If yours already looks better, then you are several steps ahead of the game.

Landscaping -- Is your landscaping at least average for the neighborhood? If not, buy a few bushes and plant them. If you have an area for flowers, buy mature colorful flowers and plant them. Flowers add a splash of vibrancy and color, creating a favorable first impression.

Your lawn should be evenly cut, freshly edged, well watered and free of brown spots. If there are problems with your lawn, you should probably take care of them before working on the inside of your home. This is because certain areas may need to be re-sod, and you want to give it a chance to grow so that re-sod areas are not immediately apparent. Plus, you might want to give fertilizer enough time to be effective.

Always rake up loose leaves and grass cuttings.

House Exterior -- The big decision is whether to paint or not to paint. When you look at your house from across the street, does it look tired and faded? If so, a paint job may be in order. It often is a very good investment and really spruces up the appearance of a house, adding dollars to offers from potential homebuyers.

Choose a color that fits well in your neighborhood. Of course, the color also depends on the style of your house, too. For some reason, different

Sell Your SPACE

shades of yellow seem to bring out the best response in homebuyers, whether it is in the trim or the basic color of the house.

As for the roof, if you know your house has an old leaky roof, replace it. If you do not replace a leaky roof, you are going to have to disclose it and the buyer will want a new roof, anyway. Otherwise, wait and see what the home inspector says. Why spend money unnecessarily?

The Back Yard -- The back yard should be clean and neat. If you have a pool or spa, keep it freshly maintained and always clean. Dog owners - be sure to consistently keep the area clear of "debris."

Front Door & Entryway -- Your front door should be especially nice, since it is the entryway into the house. Polish the door fixture so it gleams. If the door needs refinishing or repainting, make sure to get that done.

Remove anything with a personal nature, plaques, doormats, name plates, etc. The idea is again, to let your potential buyer visualize the home as his.

Make sure the lock works easily and the key fits properly. When a home buyer comes to visit your home, the agent uses the key from the lock box to unlock the door. A sticky lock can cause a 'sticky situation'.



Excellent Exterior