

First Impressions Are Lasting!

When potential buyers approach in their cars, they make their first decision: whether or not to STOP and look inside. Therefore, a neat, attractive yard entices a buyer to view your home. Please carefully evaluate every aspect of your yard.

A Few Suggestions:

- ◆ Keep your yard mowed, raked, fertilized, and watered.
- ◆ Remove all toys, bicycles, tools, unsightly patio furniture, trash items, debris, etc., from your yard.
- ◆ Trees and shrubs should be pruned and trimmed. Lawns and gardens should be weeded regularly.
- ◆ All hoses and garden equipment should be out of sight.
- ◆ Outdoor furniture should be kept clean and/or repainted if needed. Stack firewood out of sight.
- ◆ Walkways and driveways should be clear of debris. In the winter, clear off snow and ice. (You don't want a potential buyer to slip and fall!) At other times of the year, make sure that walkways, driveways, and curbsides are trimmed with edge trimmers.
- ◆ Paint your mailbox if needed. Ensure that your street number is legible.

Put Your Property's Best Face Forward!

Is the outside of your house as attractive as the inside?

Items to Evaluate:

- ◆ Porches, steps, verandas, balconies, patios, and other extensions should be uncluttered, swept, and in good condition.
- ◆ Paint all entrance doors. It is at this point that potential buyers form an opinion of the house.
- ◆ Shades and awnings should be in good condition. Replace them if the color has faded. Remove windsocks, chimes, etc.
- ◆ Keep trash cans deodorized, covered, and out of sight.
- ◆ Gates, fences, sheds, and other outer buildings should be cleaned, repaired, and painted.
- ◆ Clean and shine all metal accessories (door knobs, door knockers, lamps, mailboxes, street numbers, etc.).
- ◆ Clean, repair, and paint all gutters and downspouts.
- ◆ All loose roof shingles, tiles, and the like should be secured or replaced. If the roof leaks, fix it! Remove all traces of prior water damage to the ceiling inside your home.
- ◆ Make sure that the garage door opens easily. Repair and paint it if needed.
- ◆ Paint the chimney vents. Inspect and repair any loose bricks or stones. Caulk where the chimney meets the roof.

Investing in painting your house can make the difference between "turning on" the buyer and sending up a "red flag" about your home's condition. You may lose buyers due to what you consider an insignificant issue.

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