

Curb Appeal, is that Important?

What is the first thing you notice when you see a house? - Landscaping. So YES, curb appeal is very important. You want potential buyers to have a good feeling about the house. Buyers buy on emotion so keep them interested and excited; entice them to want to see the interior. It doesn't matter if you invested all your time and money in the interior of the home if the exterior, at first impression, looks abandoned!

Your home needs to stand out from the hundreds of other homes on the market. To increase foot traffic of potential buyers, there are simple things that can be applied that cost little to nothing; only a little tender loving care(TLC).

Let's go back to basic.

- CLEAN UP YOUR YARD! Remove all debris, junks and personal stuff that sometimes accumulate in the yard such as toys, tools, hoses, etc.
- MOW and TRIM THE GRASS. Nothing looks cleaner than having your grass trimmed neatly.
- Remove dead shrubs and trees; they should look healthy. Prune out any unhealthy limbs.
- Get rid of the weed and weed pile
- Add colors - If you do add colorful flower pots, be prepared to keep them fresh and alive. It defeats the purpose of adding color spot if the flowers are dead.

The condition of the front door is another issue to be addressed. It should be clearly visible. Cut down any tree limbs hindering the view. Make sure it has a fresh coat of paint and no cracks in the glass. Remove screens from doors and windows – it appears more light and clean. Store them in your garage.

Adding decorative elements such as a bench or a table with two chairs add character to a house. Make sure it is in good condition! Old and/or broken furniture gives an impression of abandonment.

Don't forget to examine the house numbers and mailbox area; it should be in good working condition, painted, and clearly visible.

There are so many things you can do to spruce up the look of your house. If you cover at least the basics, you are far better than a lot of your competitors. In the end, the goal is to sell your home ASAP. The more effort you put into it, most likely you will have success in selling your house quickly and for top dollars.

