

## Preparing Your Home for Selling - Exterior

### Draw them in with curb appeal

Buyers will often drive by your home before deciding whether they want to see the inside. Curb appeal-how your property looks when viewed from the street-is critical.

First, you may need to enhance your home's curb appeal, then you need to concentrate on the up-close exterior details they will notice upon visiting the property. To enhance your home's exterior appeal be certain that:

- ✓ The entry way is free of spider webs, dust and dirt. This is the first place the buyer will actually stop and take a look around while the agent is opening the door. Defects noticed here will taint the tour. Take a good look up and down-including the doormat!
- ✓ Your front door is welcoming. If it needs a fresh coat of paint or stain-don't wait. Any broken glass should be replaced.
- ✓ Light fixtures are in good condition and light bulbs are operational.
- ✓ Side walks are swept often. Keep the sidewalks clear of snow and ice in the winter.
- ✓ The yard is freshly mowed. A neatly trimmed yard and garden will give your home a well-maintained appearance. Don't leave hoses, lawn equipment, toys or bikes scattered around the yard.
- ✓ Dead shrubs and trees are removed. Cut back overgrown shrubs that block windows and keep light from entering your home.
- ✓ Flower beds are filled with seasonal flowers. It is an inexpensive way to bring color and charm to your property.
- ✓ Windows and screens are cleaned inside and out. Replace any broken windows.
- ✓ Deteriorating wood is replaced and loose railings are tightened
- ✓ The mail box is in good shape. If not, buy a new one or apply a fresh coat of paint.
- ✓ Debris is hauled out of the garage. It's best to keep garage door closed as it gives a neat and tidy appearance.
- ✓ The exterior of the home is presentable. If a fresh coat of paint is needed, use colors that conform to your neighborhood—although some darker colors are coming into style, white, soft neutral gray, or a soft tan tend to be safe choices. You may want to touch up window frames, shutters, gutters and downspouts with fresh paint.

Finally, walk across the street and turn around. Think like a buyer, what would your first impression be? Be honest. Then get to work.