



Thomas Ervin

Let's Talk About Real Estate

“CURB APPEAL”

When preparing to sell your home, take time to consider the importance of curb appeal. Curb appeal is the physical appearance of your property as seen from the street. Will the exterior appearance of your property help or hinder your efforts to sell your home? How will your home appear to a prospective buyer as he or she drives up to your home for the first time? Some of the following tips may give your home a competitive edge in the eyes of a buyer:

LANDSCAPING: All shrubs should be neatly trimmed and cut to a size that allows them to be in proportion to the size of the house. Shrubs that are too large will dwarf the house and diminish its attractiveness. The lawn should be cut regularly so as to have a neat and well-maintained appearance. If there is a “for sale” sign in the front yard, be sure to trim around it. If there is tall grass around a sign, people will surmise that the home has been on the market a long time.

CURTAINS: Curtains should be clean and hung evenly. Avoid gaudy colors in any curtains that can be seen from the street. Go out in front of your home and check the appearance of the curtains in all windows facing the street. Dirty or uneven curtains will give a bad impression to a buyer before they have a chance to inspect your home's interior.

GARAGE: Try to keep bikes, toys, tools, lawn equipment and other outside items in the garage. Also, keep the garage door closed as much as possible. A garage and its contents can be an unneeded distraction to an interested person viewing your home from the street. Most multiple listing services hire a professional photographer to take a picture of your home for insertion in the multiple listing book that is distributed to local Realtors. A closed garage door will enhance the quality of the photograph.

ADVICE: You never have a second chance to make a first impression. The exterior appearance of your home is critical to a successful sale. Ask your Realtor® for suggestions regarding how to improve the curb appeal of your home.