

Creating Curb Appeal

By Tonya Hayes

One of the most important elements to selling your home is “the look” your home has from the street. From drive by views to pictures taken to market your home, the curb appeal can entice buyers in or turn them away. One thing is for sure, if they do not like what they see on the exterior, they will never call for a showing appointment! Enlisting the help of a lawn care specialist could be the best money you ever spend. Here are a few suggestions of things to do before calling a Realtor to list your home:

1. Objectively drive up to your home and see your home as a potential buyer.
2. Buyers notice mailboxes! Make sure yours is new or newly painted and standing straight.
3. Look at the shingles and make sure they are attached well; repair anything that looks like it needs to be corrected.
4. Consider hiring a low pressure cleaning company to clean any black spots off your roof to make your roof look as new as possible.
5. Trim all hedges down so windows are visible and as much light as possible is allowed into the home! Buyers love to let the outside in!
6. Trim hedges so they are away from the exterior siding of the home. Home inspectors and appraisers will note this on reports and may request it to be corrected.
7. Weed your beds and put in fresh pine straw. The color fresh pine straw gives really shows up well from the street and in all the pictures taken to market your home.
8. Take time to plant a small grouping of flowers for a little splash of color in the yard. Pansies for the winter, marigolds and salvia for the summer are great for our area.
9. Buyers spend time on your front porch waiting for the agent to let them in, so this area should be clean, free of spider webs, dirt and bugs.
10. Paint the front door with a fresh coat of paint and remove any door knockers that have your name. You want to create a home that could be their home, removing your name helps them “see” themselves living at this address.
11. If your door knob is corroded consider replacing it ~ you want this area to sparkle!
12. Make sure your door bell works! This is one of the first tests buyers do to check to see if a home has been maintained.
13. If your home is vinyl, power wash the exterior so it is clean and has no mold, mildew or dirt.
14. Cut the grass and edge around the sidewalks and patios.
15. Lastly, replace your front door mat with a new one, as this brings the final touch to the facelift of the front entry.

This may seem like overkill, but you will be rewarded once you market your home because you will have more showings. You have to have showings to get offers! Let’s get your home sold today!