

IMPROVE YOUR YARD!

If you're putting your house on the market at this time of year there are several things you can do in your yard to improve saleability.

Start at your boulevard. Sweep away the winter gravel from the road in front of your house. Sweep off the driveway and sidewalks. Follow that by either hosing off or powerwashing them. They should be immaculate..

No doubt there are dead leaves in your lawn and gardens. The faster you clear those away, the greener and more desirable your yard will appear.

If you have planted Spring bulbs, then potted plants are less necessary. But, if your front yard lacks the cheeriness of colour, then prospective buyers won't find it as appealing. There are several very early varieties of Spring flowers, like potentilla and pansies, that can be displayed now. Find some attractive plant pots. Fill them with flowers and set them out in strategic places. For instance, place them outside your front door, or along your front sidewalk. One nice thing about flowers in pots, is that if temperatures are forecast to drop too much overnight, you can move the pots inside until it warms up again.

Cast a critical eye over your window and door trim. If you have worn weatherstripping, replace it. It may be necessary to apply a coat of paint to your front door and wood trims.

Another wise thing to do is to clear away stored items like wood piles, trailers, fishing boats, ladders etc. from the sides of the house. Nothing can be done to make such items look good. Rent storage space if necessary, but do move them out while your house is on the market.

You may ask why such preparation is necessary. The answer is two-fold. You only have once chance to make a first impression. When homes are on the market many would-be buyers prefer to drive by the home prior to making an appointment to view. If that drive-by inspection fails, chances are that buyers will never book an appointment to view your home. The other important reason is what realtors refer to as "buyer pride". In the total scheme of things, buying a home ranks high in significant events in our lives. Buyers want to be assured that they are making the right decision in as many ways as possible. Buyers want to be proud. Buyers want their friends and families to approve or even be excited about their purchase. So, the more desirable the home appears the better.

Jane Field works with Re/Max Vernon. Jane has 30 years experience in the Real Estate business. To suggest topics for future articles email her at jane@janefield.com or call 503-3755