



Does your home have *Curb Appeal?*

A few tips for improving the view from the other side of the curb:

1. Look at the big picture. Some things should go without saying. But the truth is that after you've lived with fading trim — or that shutter that hangs at a jaunty angle — for a year or two, you probably don't even see it anymore. And always do the obvious: keep the lawn mowed and the gutters clear. Trim the bushes, get rid of any dead branches and fix anything that's hanging or broken. And keep outdoor lights on in the evening and in good working order, the better to show off your house 24-7.

2. Shine. Got a brass doorknob? Make it shine. If you have wrought iron, clean it or paint it. Wash the windows so that they gleam.

3. Fit into the community. If there are tons of kids in the neighborhood, it's OK to have a bike in the yard. Not so if your neighborhood is mostly retirees. Keep your audience in mind as you show your house.

4. Use flowers. If you have room, go for the traditional two large planters — one on either side of the door or walkway. Fill them to overflowing with flowers if it's spring or summer or evergreens in the cooler months. This will create a focal point, forcing homebuyers to focus on one area rather than the whole home at once. Consider hanging a colorful flag out front or put a seasonal wreath on the door. You want your home to say, "Yes, you're welcome, come on in". (continued)

A few tips for improving the view from the other side of the curb:

5. Apply pressure. If the exterior needs a fresh look, consider getting it pressure washed. (This is a great way to clean trim or walkways and give them a clean, white look.)

6. Get an edge. Want the look of a manicured yard? Put some fresh mulch or bedding material around the plants in the yard and use a hoe to make the edges of the bedding sharp.

7. Paint. Want to make the house look great without painting the whole thing? Just paint the trim and the front door. Or paint the shutters a color. It really catches the eye. And since the porch frames the front door and is the first part of the house buyers will actually visit, make sure it looks freshly painted. If you have a porch that doesn't look fresh, you'll notice that more than the siding. But if it needs it, don't be stingy. Paint the whole house. The outlay will be well worth the money if you get a clean looking home that moves fast.

8. Invest in landscaping. If you have just a little money to spend, consider landscaping. If you have a small yard, plant it with flowers and greenery". Or, if you don't have a lot of time or a green thumb, consider creating one or two informal garden areas in the front yard, perhaps with a birdbath.