

# How to Use Curb Appeal to Get Better Offers

Did you know that most buyers form an opinion of your home within 30 seconds as they approach it? In fact, many buyers mentally add to or subtract from a property's value based on how it looks from the outside. The attractiveness of a property from the street can significantly affect the property's perceived value and the likelihood of potential buyers wanting to see more. Here are some tips to increase your property's curb appeal before putting it on the market.



## REPAIR

Repair or replace damaged items, such as cracked steps, missing shingles, broken fences, or window screens, so the property looks well-maintained and cared for. Ensure that the roof is in good condition and replace any damaged shingles or tiles. Here are also a couple of links for advice on [fixing cracks in concrete](#) and [replacing damaged shingles](#). Make sure that you check with your local municipal office about any repairs that may require a permit, and if any repairs need the assistance of a contractor, [this article](#) can help you find one.

## CLEAN

Ensure that the exterior of the property is clean, including the roof, windows, siding, and driveway. The lack of a clean, inviting entrance to the home can [cost as much as 7%](#) of the home's value. [Power washing](#) the exterior is always a good idea if there is any noticeable mold when standing outside the house. If there is a concrete driveway, check to see if a quick power wash will help that appearance as well. Don't forget about the windows, gutters, and [these additional ideas on cleaning your home exterior](#).



## LANDSCAPE

Remove any debris, leaves, and dead plants. Make sure that the lawn looks freshly mowed and that the driveway and walkways are free of weeds, clutter, and unnecessary objects. Trim the lawn around its borders and prune any hedges and trees as needed. If there are garden beds, add fresh mulch to them also. Good landscaping can [add as much as 11% to the value](#) of the home and [doesn't have to cost](#)

[you an arm and a leg](#). You might also consider adding exterior lighting to highlight features of the home, light a path, or put a spotlight on a tree. For more landscaping ideas, [take a look at this article](#).

## ADD SOME COLOR

Plant some flowers or [add potted plants](#) to the front porch or entryway. A splash of color can create a welcoming atmosphere and make the property stand out. A fresh coat of paint or a new front door or garage door can add a pop of color and update the property's appearance.



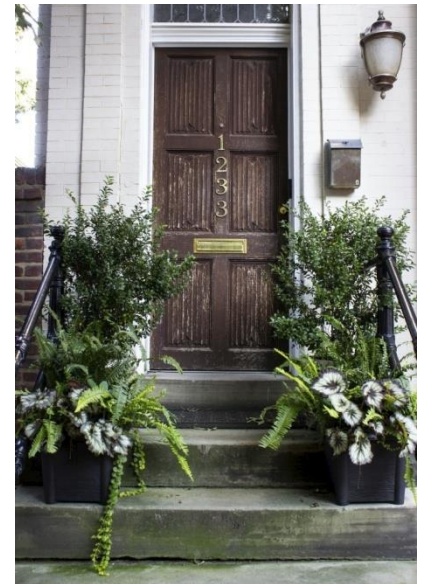
## ADD CHARACTER



Again, you [don't have to spend a lot of money](#) to add charm to your home exterior. A bench, chairs, or a porch swing can create a cozy and inviting atmosphere. A wreath on the door, a welcome mat, or seasonal décor may also help. You may want to consider new shutters on the front windows, especially if the existing ones look tired and worn. [Among other ideas to consider](#), a couple of window planters with colorful flowers may also help the overall appearance.

## UPDATE FIXTURES

Lastly, replace old or outdated hardware on the front door, mailbox, and house numbers. Make sure that the exterior lighting fixtures are clean and functioning correctly and that the doorbell works properly. If necessary, [upgrade to newer stylish fixtures](#) that will add to the property's overall curb appeal. For more ideas, check out these [lighting recommendations](#).



For a more complete list of practical ideas, along with instructions or supplies, read "[30 Ways to Make Your Home More Attractive](#)". Remember, a buyer's first impression is all-important when you're selling your home. A well-maintained and attractive exterior can make all the difference in getting potential buyers interested in making an offer on the property.

I'd be happy to provide you with an objective assessment of what curb appeal and some improvements can do to bring the highest sale value for your home.