

# HOME Buyer/Seller™ issue 1

THE INFORMED

## Your Home at a Glance

Have you ever driven up to a restaurant and your first impression was disappointing? Perhaps the windows looked dark and gloomy, the façade was worn and unattractive or for some other reason it just didn't look like a tempting place to eat.

It could still be a fantastic restaurant – a real gem. But, your first impression has soured your anticipation. If you still walk through the front door, it will likely be with the expectation of being disappointed.

This scenario often plays out in the real estate market as well.

A buyer drives up to a home for sale and quickly forms an impression based on what he sees "from the curb". That's why you'll hear real estate experts talk about the importance of "curb appeal". It's one of the most important selling points of a property.

If you plan to put your home on the market, you obviously want your home to look as attractive as possible from the street. Fortunately, there are many simple things you can do to improve curb appeal.

For example, you can trim shrubs and hedges, plant flowers, clean the walkway and driveway, paint the front door and garage door, and clean the exteriors of the windows. All these projects are relatively easy and inexpensive. Yet, each can



make a dramatic improvement to how your home looks at first glance.

Don't be like the great restaurant that's hidden behind an unkept façade. Make sure your curb appeal reflects the overall value of your property.

Looking for more advice on selling your home quickly and for the best price? Call today.

## Avoiding Unwelcome Guests

There are unwelcome guests that most homeowners dread. They come into your house, eat, sleep, make a mess, and never leave willingly. Each one has at least six legs and sometimes flies.

They are, of course, insects. They've been freeloading in homes since homes were invented. Here are some practical ways to keep these unwelcome guests out:

Find out how they got in. Look for gaps around windows and doors, and cracks in the basement. If you find a spider web, there's likely an insect entryway nearby.

Watch out for standing water near the foundation of your home. Make sure rain gutters drain water well away.

Eliminate clutter. Insects love warm, cluttered, moist areas.

Check the seal around dryer vents and other vents, pipes and cable wires going through the wall. Reseal if necessary.

Rinse recyclables before putting them into a bag or bin. Few things are more tempting to a bug than the dark, moist, sweet insides of an un-rinsed pop can.

If you do end up with a serious insect problem, call a professional exterminator.

## Think, Act... Live!

"Nothing is impossible. The word itself says, 'I'm possible'." [Audrey Hepburn](#)

"Make the right decision when nobody's looking, especially when nobody's looking, and you'll always turn out okay." [Oprah](#)

"So many of our dreams at first seem impossible, then improbable, and then, when we summon the will, inevitable." [Christopher Reeve](#)