

HOW DOES YOUR GARDEN GROW?

We all know that a first impression counts, and at no time does that hold more true than when a potential buyer approaches your home. Regardless of how much you've cleaned and improved the interior, the buyers' decision is often made in just seconds, before they've even entered the home.

By spending just one to two percent of your home's value on improving its "curb appeal," you could boost your sale price by five percent. Interior upgrades sometimes only recoup eighty to ninety percent of the investment, so carefully consider how you'll budget your home preparation costs.

Some sellers hesitate to beautify a home that they're preparing to leave, but improving the landscaping will allow sellers to add as much as three times the cost to their selling price. Of course, minimal landscaping is better than bad landscaping, so it's important to keep function first when designing a plan. If you don't have an eye for landscaping, consider hiring a professional, and be up front about your budget for the project.

Don't throw caution to the wind, because landscaping costs can escalate into the thousands and take months to implement. Chances are, however, that you can boost your curb appeal and your sale price for a reasonable investment and some elbow grease. A home that displays pride of ownership attracts serious buyers and full price offers.

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