

## Get your home ready to sell in the spring

With the weather starting to warm up so is this housing market. Spring is an excellent time to sell your home. Most people start looking at the beginning of spring because they know that if they find something they will probably close and be ready to move in the summer when kids are out of school. There is a lot of competition out there and your house has got to be the best looking house on the block to sell. Now is the time to spruce up your house for it to sell this spring.

First impressions matter. A lackluster exterior might just cause the buyers to drive by your house to the next one on the list. So let's start with curb appeal. I have often said you must make your house smile at the buyers. Leslie Hobson of Leslie Hobson home staging says a good test is to drive through your neighborhood and see if your home stands out not because of wild colors, but because of its crisp, clean and inviting.

The winter can be harsh on our landscaping. Update your landscaping is something that you can do that is very inexpensive. Trim over grown shrubs, trees and bushes. You don't want leaves or sticks in sight either. Putting down fresh mulch and pine straw, will get everything looking well cared for and inviting and does not cost much. Also planting Daffodils in your garden, window boxes and in pretty pots will add great curb appeal also. "Although shrubs and greenery are great for creating a base for your landscaping, color will add that extra pop that buyers will love." Says Pete Poland of Landscape Services in Tupelo.

Pressure washing is something that is very inexpensive that can help your house look fresh. Start with the drive way and work your way to the house and patio. Now let's look at your front door, make sure that the paint on it has not faded out and the hardware on the door is polished and shining. Many people do not know this but the front door sets the mood for the rest of the house. Also look at your door mat is it in good shape? Something else that might help is to set up a punch list and dates when to have these details done.

As you can see, to accomplish even a minor overhaul needs several weeks or months of lead-time. This spring market is a hot selling time you won't want to miss. Getting your home into sale condition early is very important if you want to capitalize on the rush of buyers hunting down their perfect home. In today's competitive market, it pays to be prepared. When you make minor changes to your home, you will have more peace of mind, you will receive more traffic, and you will get better results. Until next time my God Bless.