

### **The Back Yard**

You only get one chance to make a first impression.

When buyers are looking at your home, they will usually know almost instantly whether they like it or not. Make sure that by the time they get to looking at the back yard, you keep that great first impression going.

Especially during summer months, when buyers will be thinking about barbeques and children playing, the back yard can make an important impression.



If you have a pool or hot tub make sure you keep it looking clean and neat. If your lawn is looking a little bit weak, some fertilizer and watering will bring back the deep green color. Be sure you mow and edge your lawn frequently until your home is sold. Cut back overgrown shrubs to show more of the exterior of your home. It will look more tidy and also makes the yard look bigger. Fences should be in good repair, and you should consider painting them. Make sure all latches and hinges are in good working order. If you have a dog, be extra vigilant to keep the "evidence" to a minimum. You can plant a few annuals to add some instant color that looks great. If you have a patio, make sure the furniture is clean and strategically placed. Consider adding some potted plants.

In short, do everything you can to make your back yard look as inviting and large as possible. It could mean the difference between an excited buyer and one with nagging doubts!



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