

## Details Sell Homes In Buyers' Markets

The early part of this decade saw a sellers' market like none previously. As tends to happen, things have swung back towards buyers. Does that mean you can't sell your home? Nope. It just means you need to focus on the details.

The question you must ask yourself is what makes your home stick out from comparable properties in the neighborhood? You may have undertaken an improvement that results in an obvious answer. An improved bathroom, kitchen and so forth.

If you don't have a major upgrade, then you need to focus on the small details. You would be surprised how often a small change can make an impression on a buyer. Here are a few tweaks you can make that could result in an offer.

If you have a rectangle concrete path to your front door, it is time to break out the sledge hammer. Such paths are blah and boring. Try to use brick, stones or something else to create a unique impression.

Flower pots are your friends. They are inexpensive and easy to come by. They also make a dramatic change to the appearance of practically any aspect of a home. Try placing one on each side of your front door to give it a different look.

Windows are a great place to make a big difference in the appearancy of your home in exchange for a bit of elbow grease. One way to do this is to build plant holders below the edge of the bottom frame. Cheap and different from homes around you.

Trash is a fact of life, but should be seen as little as possible. Make your house stand out by installing vine trellis around where you keep your trash cans. Grow vines that flower on them to block any nasty trash smell.

I love a good trellis. It is cheap, easy and can make a big difference. One area it is invaluable is on homes that have a long, flat wall. This often occurs on the side of a home. Try installing a trellis or three and growing a small garden of vines.

Light it up at night. Buyers are fully aware that you are trying to spice things up for them when they come by during the day. Many will also drive by at night to see how things look and sound then. Use lights to highlight your landscaping and make an impression.

As you can see, there are a bevy of small steps you can take to make an impression on buyers. Give your home the once over before listing it. It could make all the difference in the world to getting the sale.

## About the Author

Hal James writes about issues faced by [FSBO](#) sellers for FSBOAmerica.org, where you can get a free one month listing to sell your home by owner and get more real estate tips.

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