

Are Backyards Important When Selling Your House?

By Susan Crema-Martin

Backyards are an extension of our indoor living space. Homeowners are putting more and more emphasis into their backyards with updated furniture, larger decks, pools, hot tubs and play areas. The big box stores are making it easier for the DIY these days to achieve this. I look at great backyards as “EYE CANDY FOR THE BUYERS.”

When we conduct our consultations, curb appeal and yard appeal are very important parts of this process. We always provide a detailed report for the homeowners and walk through the “to do” list to help them prepare their home for sale. Usually within seconds of seeing the outside of a property, buyers have formed an opinion and if there is quite a bit of work to be done it is usually reflected inside the property as well.

In the photo (right), we brought in a patio set, had the fence painted and the gardens freshened up and the result was multiple offers and this property sold for \$78,800 over asking.



STEPS TO A SUCCESSFUL BACKYARD OASIS:

- STEP 1: LAWN - GREEN, LUSH AND EDGED
- STEP 2: FENCES AND DECKS - REPAIRED,
PAINTED AND STAINED
- STEP 3: POOL OR HOT TUB, CLEAN AND CLEAR
- STEP 4: FURNITURE – SHOW LIVING AREAS
- STEP 5: ADDING COLOUR WITH POTTED PLANTS
IS A MUST
- STEP 6: VEGGIE GARDEN IS HARD TO BEAT

Keeping your backyard looking inviting and as large as possible is key to a successful sale. It is usually the last visual for the buyer making it the lasting impression which could seal the deal.



I would like to thank everyone who stopped by our table at the East Gwillimbury Women's Show last month. Also a congratulations goes out to Sharon at Tangles Hair Salon for helping support Southlake Hospital Cancer Center and raising over \$10,000; it was a pleasure to be a part of it. Our winner for our draw was, Brenda DeBoey from Mount Albert, congratulations Brenda.