

Greetings to all,

It is the best time of year to sell a property—the Northwoods is “springing” into spring with the promise of a summer that hopefully will bring us restoration to daily life.

While you are still sheltering in place and exercising caution in where you go, there are a few things you can easily do that will enhance your property and ready it for a faster sale. Here are my tips.

- Clean up and change up your yard. Pay attention to your shrubs and gardens. Plant more annuals and perennials. Trim, rake, seed and weed!
- Do you know how important a driveway is? People love driveways, be they asphalt or gravel. And your driveway is oftentimes the first thing a potential buyer sees when you live out on a lake or in the woods. Refresh your gravel or spray off your driveway using the strongest setting on your hose or a power washer if you have one. At the same time, hose down your siding or logs, avoiding windows. Wash those separately. Check out your gutters and make sure they are clean and aligned properly.

- Touch up the deck, trim and doors. A fresh coat of stain or paint around windows and door frames can refresh your exterior, and a newly painted door in a contrasting color can create an inviting entrance. Decks endure the worst of winter's wrath, so get out the paintbrush and refresh the stain or replace boards that are weak.
- Update exterior and yard lighting, including the garage. Sweep out the cobwebs, replace bulbs, and if fixtures are rusty or dated head to the hardware store or order online. These projects are relatively inexpensive and easy, yet make a big difference in someone's reaction to your property.
- Pretend you are seeing the property for the first time. You may love your garden gnomes or pink flamingos, but they could be a distraction for buyers. Don't let toys and bicycles, plastic toys and wading pools—even trampolines—be the focus of your yard. Declutter and then declutter some more so the videos and photos of your property look inviting.

Gary Nathan, Broker

Woodland Developments & Realty