

Avoid Buyer Turnoffs

Winter brings with it an array of problems. Cold temperatures and precipitation wreak havoc on our homes and add extra steps to our day-to-day routines.

Don't let these pesky problems translate into buyers turning up their noses. Here are just a few areas to focus your attention.

OUTDOOR GEAR

Colder months bring with them the added bonus of many extra layers and outwear accessories. This can quickly turn into a lot of clutter.

Make sure you have space for all the extra seasonal gear. Keep a basket by your coat rack for gloves and hats, and put away coats that are not being used.

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MECHANICAL MALFUNCTIONS

It is never more important than right before you list to



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check up on all major systems — especially for a winter listing. Be sure to service your furnace and make sure your water heater is in good shape.

Consider replacing outdated appliances. This is a great time to concentrate on greener, more efficient models. By making sure all the essentials are in good working

order, you can put a potential buyer at ease knowing they won't need to tackle any major projects directly after purchasing.

PET PATROL

Winter months also bring with them a certain level of dampness, which makes pet odors more apparent. Stay

on top of cleaning cages or kennels, and sweeping and vacuuming to eliminate these lingering odors.

If you have a cat or dog that sheds excessively, be sure to regularly take a lint brush to the furniture.

DATED HARDWARE

Dated hardware is one of

the most common turn-offs for buyers and one of the easiest upgrades a seller can make.

Cabinet hardware and door hardware are the likeliest offenders — and changing them out takes only a bit of time, money and a Phillips-head screwdriver.