



LESLIE TUPPER, REALTOR®

HOME CONNECTION

WWW.LTREALTOR.COM

FEBRUARY 2009

A Note from Leslie

I'm tired of winter and I'm eager to see some color in my yard. Thankfully, spring is around the corner. Nurseries will soon be stocking up and contractors will be booking up. Whether you're getting ready to sell or just want to spruce up your outdoor spaces, it's time to evaluate and plan.

It's a proven fact that a house with good curb appeal will always sell faster. A faster sale can mean more money. Often without even realizing it, buyers are attracted to homes with good landscaping and color. When I'm out showing homes, it's a bit sad to see a house rejected because of poor curb appeal that could have been remedied by professional landscaping.

So, if you're thinking about putting your home on the market, start your preparation plans at the street. Design landscaping that enhances the front of the house. A lush lawn is a must. Overgrown and unhealthy plants can make a house appear tired and neglected from the street. Sometimes it's just as important to have a critical eye for what to prune and remove as it is to know what to add and where to add it. Few of us can be objective about our homes and lawns. That's why seeking a professional's opinion can be valuable. This is the time of year to get the jump on planning and scheduling professional help.

Once your greenery is in shape, make sure sidewalks, driveways, siding and tuck pointing are in good repair and looking fresh before the sale sign is placed in the yard. And don't forget the front door and porch areas. If you've attracted the buyer to the front door, make certain they are not discouraged by a dirty porch or a worn out looking front door or porch light while their agent is letting them into the house. In some neighborhoods, the front door style can actually be a statement of value, but its condition is a statement in every neighborhood.

If you're landscaping for the long term and looking for an inexpensive source for trees and shrubs, try the Missouri Department of Conservation. They offer many of your favorites in bundles of 25—great if you have acreage or friends and neighbors for sharing! Look for the order form under Forestry at mdc.mo.gov.

Happy planting!



REAL ESTATE WORKSHOP

Date: March 5, 2009

Time: 6 to 7 pm

Location: My Office
Coldwell Banker Gundaker
285 Clarkson Road
Ellisville, MO

Topics to be Covered:

Current State of the Market
Selling in a Buyer's Market
Financing in the Credit Crunch
(with guest Russell Moore, Mortgage Advisor)
Q & A Session

Light Refreshments will be provided

FREE Seller's Handbook
& Buyer's Packet

Please RSVP to rebecca@ltrealtor.com
or call 636-386-4663

If you are unable to make it, but don't want to miss out on this valuable information, Leslie will be happy to make arrangements to meet with you.

CALENDAR

- March 5, 6-7 pm** Leslie's Real Estate Workshop
- March 21, 9:30 am to noon** Looking for Spring in the Whitmore Flower Garden Shaw Nature Reserve
- March 28 & 29, 9 am to 5 pm** Greater St. Louis Daffodil Society Show
Beaumont Room at the Ridgway Visitor Center

* Please call or visit the website to confirm open house dates as they are subject to change



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