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OUTDOOR LIVING SPACES SHOULD BE A SELLING POINT, NOT AN AFTERTHOUGHT

ST. LOUIS, MO (May 16, 2011) – Outdoor living space is becoming an increasingly popular trend in home design. Spending time outside during a beautiful day or night can be refreshing, and it is a cost efficient alternative to going out on the town. That is why, as summer approaches, many sellers and agents are looking to the great outdoors to catch the buyer's eye.

“Buyers are attracted to outdoor living spaces because, provided they are well maintained and suit the homeowner's preferences, they often become the most utilized part of the home,” said Jim Dohr, president of Coldwell Banker Gundaker.

The concept of an outdoor living space is not limited to pricey, intricate structures and professionally managed landscaping. It can range from full-scale luxury to a simple set-up consisting of a barbecue with a counter, a table and chairs, and plants as accents.

- **Outdoor kitchen:** Ranging from the more affordable versions limited to a grill and nice patio furniture to a more involved design complete with a stove, sink, and extensive counter space, outdoor kitchens are currently one of the most popular upgrades. Outdoor kitchens allow hosts to entertain their guests while cooking, especially if a bar is included as part of the set-up.
- **See the light:** Continue entertaining into the evening by installing outdoor lighting. The options for outdoor lighting are endless and can be customized to any design. For example, Tikki torches add a tropical vibe, while low voltage lighting provides a mellow and peaceful feeling.
- **White picket fence:** Any type of structure, from a fence to shrubbery to trellises, can be touted as beneficial for privacy and with certain types of structures, security.
- **Get creative:** If you would like to have a nice outdoor living space, create one with one of the ideas discussed above. Also, talk to your Realtor about how your yard stacks up against homes on the market in the area and discuss ways to maximize its potential as a selling tool for your property.

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