

## Don't let your home spook buyers away

When trick-or-treating as a child, which homes were most appealing to you? The houses with the best candy and decorations, of course. When presenting your home to potential buyers, it is crucial to showcase the "treats" that will draw them in.

Here are a few tips to make your home a standout this Halloween season:

•Offer home allowances. Do not fret if your appliances do not sparkle. Instead, consider providing an allowance upfront for fresh carpeting, floor refinishing and other upgrades. Or, investigate a home warranty like Coldwell Banker's Home Protection Plan, which covers systems and appliances against the high cost of potential repairs.

One man's trash, another man's treasure. Seek counsel from your agent on the less obvious "treats" in your home in order to draw special attention to those.

•Know your neighbor-

hood. Do not let buyers' questions give you a fright. You should be well versed on new or special taxation legislation, zoning, construction or any other local news that may impact the neighborhood. Your agent can advise you on completing the appropriate type and amount of research.

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