

# It all begins at the door

*An inviting entryway enhances curb appeal, sets tone for home*

A freshly painted front door and facade and neatly tended front yard will help your home sell quickly for top dollar.

Curb appeal is key because buying a home is such an emotional decision. "So what kind of emotion does the front of your house evoke?" asked Peter Popovich, former real estate sales executive who now heads training for regional Realtors. "Does it say, 'Buy me and live here' - or does it say 'Keep moving'?"

A welcoming entryway invites others inside, and announces that the rest of the home is likely to be well cared for, too.

A stained and scarred front door, on the other hand, can cost you if you're selling your home. Most buyers don't want fixer-uppers, said syndicated real estate writer Robert Bruss, whose columns appear weekly in the Home section. And those who do want to buy at bargain, below-market prices.

Even if you're not selling, painting the front



**Choose an unexpected color for the ceiling. For a porch floor, be sure to select a paint designed to stand up to the traffic.**

door and surrounding trim is a quick and easy way to put a smile on the face your home presents to the street.

Clean and sand the door. Use the proper primer - be sure it's oil-based on a metal door - and follow with a quality, 100-percent acrylic exterior trim paint.

Today's stories will help you choose colors, add accessories and coordinate plantings to boost curb appeal even more. — ALLEN NORWOOD