






THE **DO'S** AND **DONT'S** OF SELLING YOUR HOME THIS FALL





Use these tips to take advantage of selling your home this autumn.


 **DO** list your home. Many sellers assume that once spring is over, so is the time to sell. However, the fall is a great time of year to sell since there are fewer sellers for you to compete with, improving your chances of making a sale.


 **DON'T** overprice. Buyers looking for homes in the fall are more likely to pay the asking price, but they will pass if you're asking way above market value.

 **DO** take advantage of the season. Use fall colors to improve your home's curb appeal and interior atmosphere. Boil cinnamon for a fall aroma during home showings. Light a low but cozy fire to keep visiting buyers warm.

 **DON'T** overdo the holidays. Too many holiday-specific decorations may overwhelm buyers or hide your home's assets.

 **DO** play up your yard. Plant fall flowers, like chrysanthemums. Hang a seasonal wreath on your front door.

 **DON'T** neglect yardwork. Fall leaves are beautiful, but if left unkempt may diminish your home's appearance. Rake the leaves consistently. Clear out the gutters to avoid leaks and clogs.

 **DO** make your home move-in ready. Buyers are eager to move in before winter, when the kids are out of school and the holidays are in full force. Prepare your home for a quick move to entice buyers with a deadline.

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Are you ready to sell your home this fall? Give me a call today!