

Ready to sell and move on to another home this fall? Give me a call today! I stay ahead of real estate trends.

**DO** market your home for sale.

* Many sellers assume that once the spring rush is over, so is the time to sell. However, fall is a great season for selling – less for-sale inventory and thus less competition. Your chances improve of a buyer purchasing your property.

**DON’T** overprice.

* Buyers looking for homes in the fall are more likely to pay the asking price. When your asking price is too much above market, they pass.

**DO** take advantage of the season.

* Use fall colors to build a welcoming interior atmosphere. Boil cinnamon to smell inviting during home showings or light a low but cozy fire to add warmth to the home for visiting buyers.

**DON’T** overdo holiday efforts.

* Too many holiday-specific decorations overwhelm buyer attention. They hide the quality of your home’s amenities.

**DO** play up your home’s curb appeal.

* Plant fall flowers, like chrysanthemums. Hang a generic seasonal wreath on your front door.

**DON’T** neglect yardwork.

* Fall leaves are beautiful, but when left unkempt diminish your home’s appearance. Consistently rake the leaves and clear out the gutters to avoid clogs and overflow.

**DO** make your home move-in ready.

* Fall buyers are eager to move in before winter, when the kids are out of school and holiday excitement is in full force. Prepare yourself and your home for a quick turnaround to entice buyers with a deadline.

Extra contact information  
(Delete if not needed)

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