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Top 5 Tips For Selling A Home In The Fall Season



2019
FALL

"If you're looking for an experienced realtor, Lorraine Clark is the way to go!! She was there for us every step of the way and her 30+ years in the business made her the obvious choice!" Kyle Charette

on location

WITH LORRAINE CLARK

Fall Home Selling Tip #2 Perform Applicable Inspections & Cleanings

There are specific maintenance tasks that homeowners should take throughout the year.

If you're planning on selling your home in the fall, there are a few inspections and cleanings that you tackle, prior to listing your home for sale.

Having your furnace inspected and cleaned by a HVAC specialist prior to selling your home is beneficial. Another important inspection and cleaning that should be done is in regards to the chimney. If your home has a wood burning fireplace, it's recommended you have it inspected and swept. Both items should be inspected and cleaned yearly.

Fall Home Selling Tip #1 Analyze The Market & Price Your Home Right!

It's important that if you decide to sell your home in the fall, you first analyze the current state of your local real estate market. As an experience real estate agent, with over 30 years of experience, I can help you with this!

There are many things you should analyze about your market. First and foremost, understanding the type of market Windsor-Essex County is experiencing is important.

And right now, Windsor-Essex is in a Seller's Market!**What is the easiest way to define what a sellers market is?**

A Sellers Market exists when there is a large number of ready, willing, and able home buyers to purchase a home but there is a shortage in the supply of homes for sale.

Buying a home in a sellers market often results in a buyer paying market value or above market value...with multiple offers! If you're thinking about buying or selling, it's important to lean into the knowledge of a local agent like me, who can guide you through the process.

What is a buyers market? A buyers market exists when there are more homes available for sale than there are ready, willing, and able home buyers in the market. Selling a home in

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in a buyers market often results in a buyer being able to purchase a home for market value or less than market value. **What is a balanced market?** A balanced market exists when there are a similar number of homes for sale in relation to the number of homes

for sale in relation to the number of ready, willing, and able home buyers. Balanced markets often result in a homes sale price being relatively close to market value. The real estate industry today is constantly evolving, and you need a professional who understands this diversity and is positioned to stay ahead of the game. As a leading real estate professional in my community, I am dedicated to providing the finest service available!



Fall Home Selling Tip #3

Decorate & Embrace The Fall Season!

During the fall season you have some very popular holidays such as Halloween and Thanks- giving. Don't hesitate on getting your home decorated for the upcoming holiday as it can help a potential home buyer envision themselves in your home during these holidays,

While it's a great idea to decorate and embrace the fall season, don't go overboard. It's not a good idea to decorate your home with gory Halloween decorations and props. Be tactful with your decorating and try to appeal to the masses!



Fall Home Selling Tip #4 Clean up the Exterior

Some of the most important fall "clean up" tasks that should be completed when selling a home during the fall include:

- Raking Leaves
- Remove loose sticks
- Weed flower beds
- Trimming flowers, bushes, and Shrubs

Fall Home Selling Tip #5

Prepare Your Home For Showings

There are certain things that you can do in addition to the normal preparation tasks such as de-cluttering. One of the best ways to prepare your home for showings when selling in the fall is to ensure your home smells good. One of the most common reasons a potential buyer is scared away from a home is because there are foul odors. Popular ways to make your home smell good while selling it in the fall include:

- Baking an apple or pumpkin pie
- Brewing a fresh pot of coffee
- Boiling cinnamon sticks
- Burn fall scented candles

Another important tip – since the number of daylight hours in the fall decreases, it's more likely your home will be shown when it is dark outside. Having all of the lights on in your home for showings will help make your home appear larger. If you don't turn all of the lights on, your home may appear dark, small and uninviting.



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Final Thoughts

Selling a home in the fall can be a great time to sell a home, if the proper steps are taken. The above tips for selling a home in the fall can help expedite the sale of your home and also maximize the sale price!

Just because the summer has officially ended doesn't mean that homes are not going to be sold for the remainder of the year. Real estate is being sold 365 days a year, period. The fall season can actually be a great time to be selling a home. If you decide that you want to sell your home during the fall, it's important that you understand what it takes to get it done. If you own real estate that you're thinking of selling, I would be happy to provide you with a **FREE HOME EVALUATION!** Whether you are buying or selling a home hire someone like me, who wants to EARN your business.



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