

TEAM TIRY TIDBITS



Fall is a great time to enjoy the Season of Change! Fall happens to be one of my favorite times of the year for many reasons, but I love memories of harvest season farming, hunting and the extra time one gets as life and other activities start to slow down.

Fall can also still be a great time to sell your home or use the next few months to get some of those outside projects done so you are ready to list in 2021. Many times people want to list after the first of the year but, in our lucky Wisconsin location, many people find they should have gotten a few more projects done outside last fall. NOW IS THE TIME!

Home sales, in most years, will remain steady through the Fall. Over the last couple years, buyers have really struggled to find homes due to the lower housing inventory during our traditional buying months of Spring/early Summer. Even now, they are still hoping.... and waiting for new homes to list. So if you are wanting to buy or sell don't write off Fall as the wrong time. People are buying and selling all 12 months of the year. Yes, even December and January!

This year has been a year for all to remember! 2020..... the year of many unknowns and changes. Real Estate has continued to move along strong and I expect a good Fall for housing sales. We may even tick up a bit from other years since so many seller were on the fence about getting their house listed this past spring/summer with COVID-19.

Enjoy some time outdoors and take advantage of our Fall activities with apple orchards, getting out in woods or those final yard projects. If we are lucky, even watch the Packers!

Wishing you all a safe and Blessed Fall,
Aaron & Cheree

FALL appeal

While it's true that most homes tend to sell in spring or summer, this shouldn't discourage potential sellers from listing a home in fall. Think about these tips and tricks to make your home more appealing to buyers as the leaves start to turn.

SHOW OFF THE HOME'S POTENTIAL

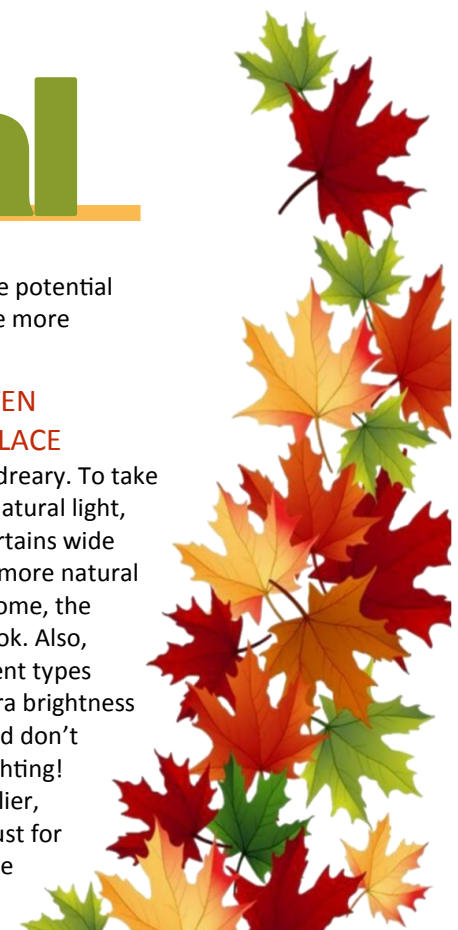
Give buyers an idea of how the home would look during warmer months. If you're planning on selling later in the calendar year, consider taking photos of your home in the spring or summer and have them on display during open houses or showings. Giving potential buyers a glimpse into the future may get them to sign on the dotted line.

TAKE CARE OF EXTERIOR AESTHETICS

Piles of leaves or mounds of snow can make the exterior of your property look messy. Colder months tend to make most outdoor areas look dull or dreary, but remember to keep things clean for any photos taken of your home or for any viewings. Consider using markers to clearly define the edges of your property, as weather elements may make things fuzzy to buyers.

BRIGHTEN UP THE PLACE

Colder months can feel dreary. To take advantage of available natural light, keep your blinds and curtains wide open for showings. The more natural light shining into your home, the more attractive it will look. Also, think about using different types of light bulbs to add extra brightness to your living spaces. And don't forget about outdoor lighting! With the sun setting earlier, a well-lit exterior is a must for viewing your home in the afternoon or evening.



THE pre-listing LIST

Completing some quick and easy tasks before listing a home for sale can help reduce stress time during the home-selling process.

1 Clean the House

An important part of selling a home is keeping it clean in anticipation of a showing. Cleaning the home will convey that it's been well cared for and that the house is less susceptible to any issues caused by neglect.

2 Finish the Honey-Do List

Some areas of the home, although not typically thought of as areas that would affect a home's appeal, may be displayed as safety concerns on a home inspection report. Help yourself by replacing burnt-out light bulbs, testing smoke detectors, replacing air filters and unclogging drains.



3 Check All Outlets

A sampling of electrical outlets will be tested as part of the home inspection to make sure they're in good working order. Take note of which outlets are not functioning and replace them, or consider hiring an electrician to make sure all outlets and the electrical box are updated and in proper working condition.

4 Clear Areas for Easy Access

Home inspectors will be looking at the major systems of the home, including the foundation, HVAC systems, electrical systems, plumbing and even the water heater. Making sure they can easily access these areas, including the basement and attic, will save time during the inspection process.

5 Consider a Pre-Listing Inspection

Hiring experienced and professional home inspectors can save a lot of headaches during the selling process. They will thoroughly go through the home and notify you of any potential issues ahead of listing the property.



TARGETED STAGING

When selling a home, it can be difficult to find a perfect sweet spot of how to market your property to every single buyer demographic, but you can stage extra bedrooms of your home to appeal to certain types of people. When getting your home ready for viewings, consider these three target groups:

► **Young couples.** Many first-time homebuyers are young people with the idea of starting a family. Consider taking a spare room and converting it into a child's bedroom. This helps the buyer visualize the possibility of raising kids in the space.

► **Single professionals.** Young professionals today are increasingly working from home. Having an office space in your home with good lighting for long hours spent on the job is a great idea. Think about furnishing the office with a pull-out couch, showing the young buyer that while the space is made for working, it can also double as a place to house weekend guests.

► **Large families.** Big families need a lot of space. Converting spare storage rooms or offices into enough bedrooms for a full family is a must. You can even take offices on your main floor or in the basement and show potential buyers that there is plenty of room for not only the children they have now, but also for future family expansions. Also consider mocking up these bedrooms for a wide variety of ages: a room for an infant with a crib; a room for an elementary schooler with toys; and a more refined room for a child in high school or college.

COLD Weather preparation



Fall and winter are just around the corner. Cold temperatures and weather changes can greatly impact your home, and as a homeowner, you need to be prepared. Here are a few components of your home to think about when preparing for the shift in seasons:

GUTTERS & DOWNSPOUTS

Homeowners need to consistently keep their gutters clean to prevent buildup of leaves and other debris. Make sure water doesn't pool at the bottom of the spout. Standing water can damage your driveway, sidewalk or even the home's foundation.

CHIMNEYS & FIREPLACES

If you regularly use a fireplace in the colder months, call a professional to clean and inspect your chimney to ensure there are no blockages. Make sure to test the flue in your fireplace as well, as a tight seal is best to prevent moisture and debris from entering your home.

WINDOWS & DOORS

Swap all of your door and window screens that you use in the warmer months for more protective storm windows. Installing weather stripping or caulking around your door frames and windows is also a good idea to help lower heating bills.

LANDSCAPING

Trim tree limbs that are close to your roof or any power lines. Snow and ice storms can wreak havoc and cause debris to damage your home. Also, grass roots are growing deep into the ground to prepare for winter, so consider fertilizing or reseeding your lawn before it gets cold.