

SOUND OFF *Craig Oshrin*

# What are some tips to help sell your home this fall?

Don't be fooled by the wonderful summer weather.

Fall is right around the corner, and now is the time to start planning to get your home ready for the autumn market.

We all know that spring is the time of year when many of the homes being sold are available to potential buyers.

But for some sellers, the timing of the spring market did not work for them and they need to list their home before year's end.

Here are a few tips to maximize your home's selling potential as we move toward the cooler months.

These four simple and easy ways will make a great first impression when that future buyer comes to see your home:

- ▶ **Light it up!** As sunset times creep earlier and earlier, table lamps and open drapes are a must.

- ▶ **Curb appeal:** Fall mums are a staple and a favorite in Connecticut. So dress your walkway, patio, deck and sunroom

with these colorful and inexpensive flowers. Also, keep your yard free of debris and leaves; a potential buyer appreciates a well-maintained yard.

- ▶ **Add some subtle scents to the mix:** Baked apple pie, cinnamon and light pine scents give us that cozy feeling that fall has arrived. Let the potential buyer envision themselves snuggling down in your home in the colder months.

- ▶ **Maximize fireplaces:** The fireplace is the best place, and if you have one, you should

show it off. With colder weather on its way, a fireplace adds that element of home that buyers seek. It's an alternative heat source, it ensures the potential buyer that your fireplace is up to code and adds a distinct element to visitors to your home. And, don't forget to dress up the mantel for fall.

*Realtor Craig Oshrin,  
William Pitt Sotheby's  
International Realty,  
(203) 856-6851,  
coashrin@wpsir.com.*

