

Selling your home IN THE FALL



Fall can be a difficult time to sell, but if done right, can really pay off.

As the leaves start to change and eventually fall, serious buyers are eager to find their perfect home. Take a look at the pros and cons of selling your home during the fall:



THE PROS

- **Less inventory after the peak season** helps your home stand out
- **Serious buyers are motivated** and looking to move before the holidays
- **Professional listing photos stand out** – sunsets are vivid, leaves change colors

THE CONS

- **Fewer buyers** makes it more difficult to turn a profit
- **Kids start school** and families are less likely to make a move
- **Curb appeal diminishes** quickly as trees lose their leaves

