

Some tips if you plan to list your home in the fall

Dear Jan,

We are getting ready to list our home this fall. Is there anything we should keep in mind due to the season change?

Thanks,
JRW

Dear JRW,
Good question.

Since one of the most important parts of selling a home is the first impression, please keep the following things in mind. First off, since it will be getting darker earlier, be sure to leave the front porch lights on earlier if you have afternoon showings for safety reasons.

As the leaves begin to fall, be sure and keep walkways clean of slippery leaves. You might also think about a "bug treatment" such as Home Defense to keep the spiders at bay, or a broom works, too.

I say this because many times as we get to the lock-box and/or front door, we are knocking spider webs out of the way, usually with nothing in hand to push



JUST ASK JAN

By JAN ZUFELT

them away.

Be sure to pull those dying flowers and plants and put in some seasonal items that are welcoming. Inside, make sure to keep things smelling fresh.

Your broker probably has shoe covers to help keep buyers from tracking in leaves. Walk through your home as if you were a buyer and take note of what you see. Change what needs to be changed.

And as always, I would like to suggest that you list with a local broker, as we live, play and spend our money here.

Thanks,
Jan