



Selling a Home in the Fall

Beaver County— Along with dropping temperatures, the start of fall traditionally marks the end of peak homebuying season. If you're trying to sell your home in the cooler months, here are some tips for attracting buyers.

“Staging your home for the season will help attract buyers,” said Beaver County Association of Realtors® President Denise Molchen-Donnelly. “Instead of focusing on landscaping and bright colors, think about adding fall décor that will contribute to a cozy environment.”

Living spaces with throw pillows, blankets, rugs and warm lighting can aid in creating a fall ambiance that feels welcoming and fits the season. Other décor may include wreaths, pinecones, pumpkins, flowering mums and welcome mats.

“When it comes to décor, less is more when staging a home,” Molchen-Donnelly said. “Keep it tasteful and minimal. Don’t overwhelm buyers with spaces crowded with decorations.”

An autumnal scent throughout the house can also be enticing to homebuyers. Burning a candle or setting out potpourri before a showing can create a relaxing atmosphere. Make sure to choose scents carefully and only stick to one. Overpowering smells can cause headaches and allergic reactions.

“It’s also important to complete fall maintenance tasks,” Molchen-Donnelly added. “As the weather gets cooler, you want to make sure everything is clean and working properly before opening your home to buyers.”

Make sure to inspect the furnace and HVAC system to ensure a warm home. You should also clean up any landscaping, clean out gutters, rake leaves, sweep chimneys and tidy up inside and out.

Creating a warm, cozy and welcoming atmosphere will help potential buyers envision themselves in their future home.

The Beaver County Association of Realtors® is a professional association that serves more than 675 members in the commonwealth of Pennsylvania.