



The CENTURY21 Newsletter

A Special Message:

I was out helping my dad mow a few lawns today, and the air was actually cool and refreshing. Felt so good after the "dog days" of summer. Though we cannot complain. No major storms have visited us and we have had a fair amount of rain. So things are pretty green here. From what my friends up north are telling me, it is getting cooler up there, and many of them are beginning to think about their return to the Sunshine State. Already I am seeing heavier traffic and there are many more out-of-state license plates here.



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As far as the real estate market here is doing, the calls in September increased dramatically. And walk-ins were also up. There are still many wonderful properties out there, especially in the 55+ parks and we expect that this year many buyers will take advantage of prices that will likely not last long. In general, the prices in our 55+ areas were more stable than those in "conventional" subdivisions. But they are lower than they were in, say, 2005. For \$70,000 or less you should be able to get a nice double-wide mobile in a subdivision where you own the lots.

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Tips For Selling Your Home This Fall

No matter what the season, or where you live, remember the tried-and-true tips when presenting your home to potential buyers. It is always important that your home is neat, organized, clean and clutter-free during an open house or private showings. However, here are some ideas on how to take advantage of the fall season to really make your house stand out.

1. **'Tis the season** - spruce up your entryway and yard with plants that thrive in the fall like chrysanthemums. A cornstalk or pumpkin on the front porch, or a decorative fall wreath on the front door is a nice touch...though all accents should be in moderation.
2. **Safety first** - Don't forget to rake the leaves, as they can be slippery on sidewalks and steps. Also, scattered leaves may detract from your home's facade.
3. **Sugar and spice** - Capitalize on the season with scented pinecones or cinnamon sticks to create warm fall aromas inside your home.
4. **Rain or shine** - Depending on the weather, you may need an indoor mat so the floors don't become treacherous.
5. **Warm hearth** - A fireplace is a desired feature, make it a focal point of your open house with a fire and arrange the furniture accordingly.
6. **Food for thought** - It's always good to provide delicious treats during an open house so potential buyers linger. Warm pie, hot apple cider, or fresh cookies and milk are good selections for a cozy fall snack that will make potential buyers feel at home.



Consult your CENTURY 21 Sales Professional for more tips on how to make the most of your home in the autumn season.



Home Maintenance Tips For Fall

As summer fades into fall, see our checklist to preserve the health of your home.

1. **Clean the gutters:** As you clear leaves, dirt, and pine needles from gutters, examine downspouts for damage. Check the flashing around your chimney and look for damage to the roof that may lead to leaks
2. **Change the filters:** Change the air filter in your central air conditioning system or if you have a window air conditioning unit, remove from the window or place a waterproof cover over it to prevent damage. Change filters in stove vents, clothes dryers and room fans if applicable.
3. **Drafty days:** Evaluate the seal and caulking around the window frames to prevent losing heat in the winter.
4. **Fix leaky faucets:** Avoid broken pipes in cold winter months and repair leaky faucets in your kitchen, baths, and laundry room now.
5. **Clean sweep:** Examine and clean your fireplace damper and ensure the flue is operating correctly. A professional chimney sweep may be necessary.
6. **In hot water:** Often, if you live in an area with hard water, extra amounts of sediments build up in your hot water heater. Drain and make sure rust is not developing.



New Popular Restaurant in Zephyrhills

We have a new restaurant where the ABC Pizza was at the corner of Geiger Road & US 301. It is always packed. They must be doing something right. For now they are serving breakfast & lunches. I hear good things about it.

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