



**Ah, Autumn! A time for hot
chocolatety mornings, and toasting
marshmallow evenings, and best of
all, leaping into leaves ~ Winnie the
Pooh**





Leave the leaves!

Do you dread the falling of leaves in your yard? Never fear! There's any easier way! Consumer Reports and the USDA suggest leaving your leaves, and simply mulching them with your mower. This will provide compost for your yard.

Or, for an alternative, rake your autumn abundance into areas where you want mulch: around trees, in garden beds, etc.

To rake or not to rake?



Simple and Yummy!

Simple is our middle name! We think everyone deserves the best in life, without all the complications. And this recipe spoke to those values!

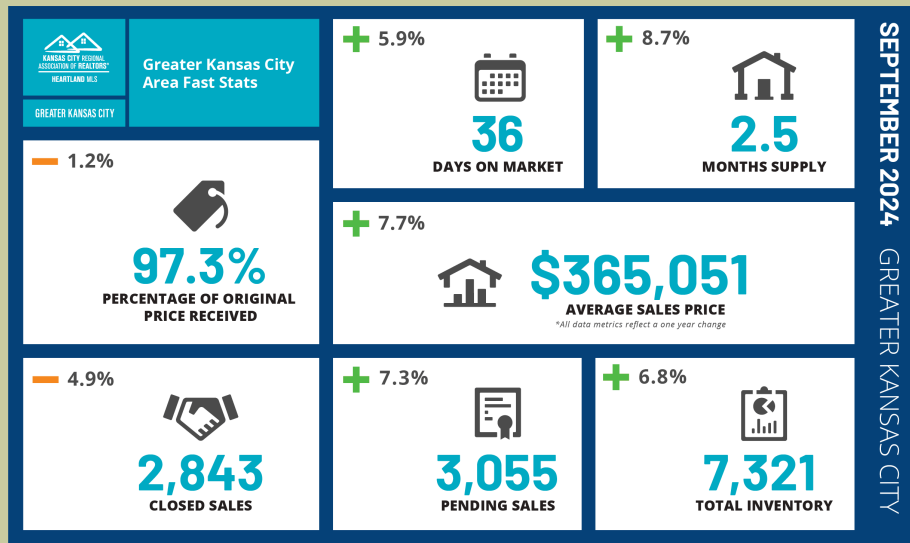
Amazingly delicious! Super easy! Seriously, like only-2-ingredients-easy. And healthy-ish.

All it takes is a box of spice cake mix and a can of pumpkin. Mix together. Bake at 350 for 20 minutes. See? Easy, right!?

2 ingredient muffins

Market Insights

I'm no soothsayer. And I've never met one. So ask a realtor what's going to happen with the market, and they will either 1) look into their 8 ball for an answer or 2) refer to previous markets to give you the MOST LIKELY possibility. So with that, here some statistics and my modest opinion of what's to come.



A Leveling Market

Overall, market activity has increased from this time last year, as have home prices. However, buyers have more power now than they've had in a while. So while, sellers continue to sell, they aren't always getting asking price. In fact, on average, sellers are getting 2.7% less than asking.

So, what's next?

November-January are typically slower months in real estate. This means

- lower prices
- less competition
- less homes to choose from

Come February, we begin the "Spring Market" which is like the Black Friday of real estate.

- Home prices begin their upward trend
- More buyers and sellers enter the market
- More to choose from
- More competition.

In short, each home buying and selling journey is personal.

There is RIGHT time to buy.

And no RIGHT time to sell.

Want to talk about what all this could mean for you? You got it. Reach out.

[Email Me!](#)

My business is dedicated to providing affordable real estate services for buyers and sellers. But I can't continue without YOU!

The greatest gift I receive is referrals. So, please, pass my information on to everyone you know. And together, we can grow and serve others.

Matthew 5:16 NIV

In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven.

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Beth Smith - KC Flat Fee Realtor

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