

## Selling In the Off-Season

Strategies for Success When the Market Slows Down



**S**elling a home during the off-season, typically in the colder months or around the holidays, can be challenging.

However, with the right approach, you can still achieve a successful sale. Here are some strategies to help you sell your home during less active market periods.

### PRICE IT RIGHT

Pricing is always critical, but it's especially important in the off-season. With fewer buyers on the market, setting a competitive price can help attract serious offers quickly. Work with your real estate agent to analyze recent sales in your area and determine a pricing strategy that reflects the current market conditions while still meeting your financial goals.

### ENHANCE CURB APPEAL

Even in the off-season, first impressions matter. Make sure your home's exterior is clean, well-maintained, and welcoming. In the fall, keep leaves raked and gutters clear. In winter, ensure walkways are shoveled and salted. Consider adding seasonal decorations, like a festive wreath or potted evergreens, to create a warm and inviting atmosphere.

### STAGE FOR THE SEASON

Staging your home to reflect the current season can make it more appealing to buyers. In the fall, emphasize warmth and coziness with rich colors, soft lighting and plush textiles.

In winter, highlight the home's heating efficiency and create a comfortable environment with throw blankets and ambient lighting.

Seasonal staging helps buyers imagine themselves living in the home during those months.

### FOCUS ON MARKETING

With fewer people out and about in colder weather, marketing becomes even more crucial. Ensure your listing includes high-quality photos and a virtual tour to showcase your home's best features.

Promote your listing on social media and real estate websites to reach a broader audience, in addition to a tried-and-true outlet: the local newspaper. Consider using ads that target buyers who are actively searching in your area.

### BE FLEXIBLE WITH SHOWINGS

During the off-season, buyers may have more limited availability due to weather conditions or holiday schedules. Be as flexible as possible with showings, offering evening and weekend appointments if needed. Accommodating potential buyers' schedules can increase the chances of a sale, even when the market is slow.

Selling during the off-season requires extra effort, but it can also mean less competition and more motivated buyers. By following these strategies, you can successfully sell your home, regardless of the time of year.



## Real Estate Trends

### It's Fall, and Interest Rates are Falling!

It's been just two weeks since the Federal Reserve lowered interest rates by a half-percent, and the desired effects are happening: mortgage rates have decreased and, just as important, people are paying attention to the rates and calculating the right time to buy or sell. I won't quote any rates in this column because they change constantly.

Market-watchers know that the Fed's latest move is probably the first of several. The Fed tries to avoid drastic changes that whipsaw interest rates but adjusts up and down gradually to combat inflation or avoid recession. It's the latter option right now. If you haven't spoken with a mortgage lender for a while, this would be a good time to check in with them.

The outcome of these interest rate drops may be that real estate activity increases in the coming months and into next year. We may be a neutral third-party between buyer and seller, but we are an enthusiastic cheerleader for more transactions. That's how a title company makes money: closing and title-insuring Purchase and Sale transactions and refinance transactions.

If you're making a real estate decision, Clark County Title highly recommends using professionals to assist you—Realtors and mortgage lenders, and the appraisers, home inspectors, repair contractors, and attorneys. Done right, these professionals all help you make a good decision. We handle money and documents like deeds and loans to make sure things get done right.

And speaking of professionals, Clark County Title is looking for experienced professional escrow closers and assistants that are looking for a career with a local company that is purposefully different than our corporate competitors. We think our family-owned approach leads to better work/life balance and better customer service. If you've got an escrow background or know someone who does, give me a call or let your friend know we're looking for them!

The key to finding success in the real estate market is to find a good team to assist you. Clark County Title wants to be part of your real estate team this Fall and into 2025, whether it's serving you as a customer or supporting you as a co-worker. It's hard to believe we're already looking into next year, as it seems like Summer just ended!

Next year marks our 45th year in Clark County. We've had one motto in that time: "Service is the Difference." Every title company is selling the same products, but it's the level of service that sets us apart! We would be pleased to assist you in your real estate matters.

Best wishes for a happy Fall season! From your friends at Clark County Title,

Scott

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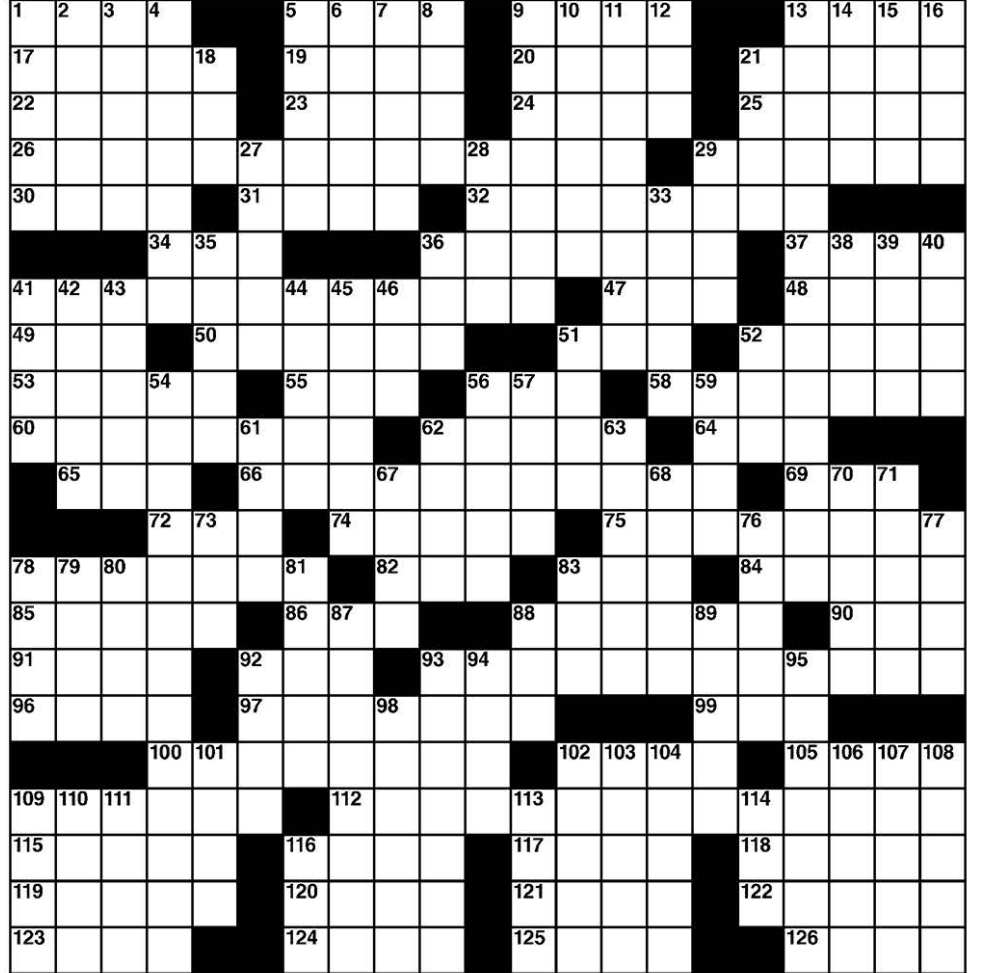
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**The Newsday Crossword**

Edited by Stanley Newman (www.StanXwords.com)  
**LUMBERING AROUND: From out of the woodwork**  
by Gail Grabowski

- |                                    |                                    |                             |
|------------------------------------|------------------------------------|-----------------------------|
| <b>ACROSS</b>                      | 74 Model of virtue                 | 5 Veranda                   |
| 1 Mineral springs                  | 75 Every now and then              | 6 Starting squad            |
| 5 Duo                              | 78 Censure                         | 7 Lombardy's locale         |
| 9 <i>Mamma Mia!</i> group          | 82 Farm pen                        | 8 Frolic                    |
| 13 Source of suds                  | 83 Golf major tourney              | 9 Feeling guilty            |
| 17 Within the law                  | 84 Decree                          | 10 Conked on the noggin     |
| 19 <i>Beetle Bailey</i> pooch      | 85 Goes to bat for                 | 11 Type of money            |
| 20 Salty septet                    | 86 Fleece source                   | 12 Exhibit curiosity        |
| 21 Variety show                    | 88 Put back to work                | 13 Poker variety            |
| 22 Japanese dog                    | 90 That lady                       | 14 No longer happening      |
| 23 Paper purchase                  | 91 Pennsylvania port               | 15 Subtle glow              |
| 24 Handful of hair                 | 92 To the ___ degree               | 16 Hotel no-nos, maybe      |
| 25 Out in the open                 | 93 Nanotechnology tool             | 18 Back muscle, for short   |
| 26 Certain convention principle    | 96 Lavish celebration              | 21 Lasso                    |
| 29 <i>Carmen</i> and <i>Salome</i> | 97 Familiar with                   | 27 Column style             |
| 30 Palmistry practitioner          | 99 Chicago-to-Atlanta dir.         | 28 Hideout                  |
| 31 "Goodness!"                     | 100 "Keep it a secret"             | 29 Prefix for present       |
| 32 Congregation's cry              | 102 Quaint plaint                  | 33 Look forward to          |
| 34 Charged atom                    | 105 Time-line slices               | 35 ___ left field (wrong)   |
| 36 Restrict                        | 109 Himalayan guide                | 36 Univ. test graders       |
| 37 Fossil fuel                     | 112 Ambassadorship, e.g.           | 38 Cincinnati's river       |
| 41 Microchip locale                | 115 Bother incessantly             | 39 Cannonballs and buckshot |
| 47 Mai ___ cocktail                | 116 <i>Ristorante</i> beverage     | 40 Impolite look            |
| 48 Quaint plaint                   | 117 Penchant                       | 41 Honduras house           |
| 49 Oktoberfest exclamation         | 118 Rigatoni relative              | 42 Words of concern         |
| 50 Immune system components        | 119 Cambodians' neighbors          | 43 Limerick feature         |
| 51 Luau souvenir                   | 120 Polish prose                   | 44 ___ firma                |
| 52 Theft, e.g.                     | 121 Long ago                       | 45 Goodyear fleet           |
| 53 Introduce oneself               | 122 Menu selection                 | 46 Ancient                  |
| 55 Free (of)                       | 123 Lecture site                   | 51 Young lady               |
| 56 Bikini top                      | 124 A whole bunch                  | 52 Not ppd.                 |
| 58 Coupe descriptor                | 125 Steinbeck's <i>East of ___</i> | 54 Very rapid transit       |
| 60 Closely allied                  | 126 Scattered, as seeds            | 56 Like 20-Across           |
| 62 Ground cover                    |                                    | 57 Raise the roof           |
| 64 Paid pitches                    | <b>DOWN</b>                        | 59 Witty ones               |
| 65 Brain wave test, for short      | 1 Open-handed hits                 | 61 Square-mile fraction     |
| 66 Maritime journal                | 2 Tea variety                      | 62 Manner of walking        |
| 69 Menlo Park monogram             | 3 Limber                           | 63 Insignificant            |
| 72 That lady                       | 4 Tongue-in-cheek                  | 67 Subdue with a zap        |

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- |                             |                         |                                  |
|-----------------------------|-------------------------|----------------------------------|
| 68 Radio studio sign        | 87 Offender's query     | 104 When some take coffee breaks |
| 70 Get off the couch        | 88 Gridiron judge       | 106 Sonata movement              |
| 71 ___ Sketch (drawing toy) | 89 Winemaker Carlo      | 107 Good ___ (repaired)          |
| 73 Sci-fi beings, for short | 92 Grandma              | 108 Unyielding                   |
| 76 Hammer parts             | 93 Some fish traps      | 109 Adam and Eve's third         |
| 77 Apple topper             | 94 Lounge around        | 110 "That's a riot!"             |
| 78 White hat wearer         | 95 Paging devices       | 111 Bibliography abbr.           |
| 79 "This is for you"        | 98 Keep under control   | 113 Clarinet cousin              |
| 80 Landed (on)              | 101 Chooses, with "for" | 114 USN noncom                   |
| 81 Food box abbr.           | 102 Make changes to     | 116 Physician for Fluffy         |
| 83 Ab's neighbor            | 103 Jousting weapon     |                                  |

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## Curb Appeal on a Budget

### Affordable Ways to Make Your Home Stand Out Before Listing

Curb appeal is crucial when selling a home, as it sets the tone for what buyers can expect inside.

However, enhancing your home's exterior doesn't have to be expensive. Here are some budget-friendly ways to boost your home's curb appeal and make it more attractive to potential buyers.

#### FRESHEN UP THE PAINT

A fresh coat of paint can do wonders for your home's exterior. Focus on high-impact areas like the front door, trim, and shutters.

Choose a color that complements your home's existing palette while adding a modern touch. If a full exterior paint job is out of budget, consider painting just the front door in a bold, welcoming color.

#### IMPROVE LANDSCAPING

Landscaping doesn't have to be elaborate to make a big difference. Start by trimming overgrown bushes, pulling weeds, and adding fresh mulch to garden beds.

Planting seasonal flowers or shrubs can add color and life to your yard. For a minimal investment, potted plants on the front porch can create a welcoming entryway.



#### UPGRADE THE LIGHTING

Good lighting enhances your home's safety and appearance, especially during evening showings.

Replace outdated or dim exterior lights with modern, energy-efficient fixtures. Solar-powered pathway lights are an affordable way to illuminate walkways, while a new porch light can make your entryway more inviting.

#### SPRUCE UP THE FRONT ENTRANCE

Your front entrance is a focal point for buyers, so make sure it's in top shape.

Replace worn-out doormats, clean or replace the mailbox, and ensure the house numbers are visible and in good condition. Adding a stylish wreath or seasonal decoration to the front door can make your home feel more welcoming.

#### CLEAN AND DECLUTTER

Sometimes, the simplest improvements have the biggest impact. Power wash the driveway, sidewalks, and exterior walls to remove dirt and grime.

Clear away any clutter, such as garden tools, toys, or seasonal decorations that have overstayed their welcome. A clean, uncluttered exterior instantly boosts curb appeal.

#### REPAIR AND MAINTAIN

Small repairs can go a long way in improving your home's exterior. Fix any broken fences, repair cracked walkways, and replace loose or missing roof shingles. These small fixes show buyers that the home has been well-maintained.

By implementing these budget-friendly tips, you can enhance your home's curb appeal and attract more potential buyers.

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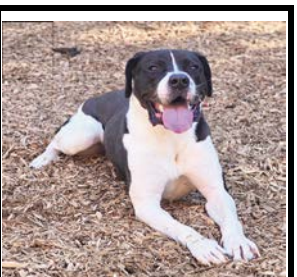
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The "T" in T-CELLS (50-Across) stands for the thymus gland, where the cells mature. SHERPA (109-Across) literally means "dweller in an eastern country" in the Tibetan language. The Lombardy region of northern ITALY (7-Down), which includes Milan, is the country's most populous.

You can contact crossword puzzle editor Stanley Newman at [www.StanXwords.com](http://www.StanXwords.com). 10/06/24

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## Job Search Fatigue

How To Stay Motivated And Persistent During A Lengthy Job Hunt

A prolonged job search can be mentally and emotionally exhausting, leading to job search fatigue.

However, by staying organized, maintaining a positive mindset, and taking care of yourself, you can overcome these challenges and keep your job hunt on track. Here are some strategies to help you stay motivated and persistent during a lengthy job search.

**Set Realistic Goals and Track Progress**  
 Setting realistic goals can help you stay focused and motivated during your job search. Break down your job-hunting tasks into manageable steps, such as applying to a certain number of jobs each week, networking with industry contacts or updating your resume.

Keep track of your progress by maintaining a job search journal or spreadsheet, which can provide a sense of accomplishment and help you identify areas for improvement.

**Take Breaks and Practice Self-Care**  
 Job searching can feel like a full-time job in itself, but it's important to take breaks and practice self-care to avoid burnout. Schedule regular breaks throughout the day to recharge, whether it's going for a walk, meditating or engaging in a hobby. Make time for activities that bring you joy and relaxation, and don't hesitate to take a day off from job searching when needed.

**Stay Connected and Seek Support**  
 Job searching can be an isolating experience, but staying connected with others can provide valuable support and encouragement. Reach out to friends, family, or a mentor to share your experiences and seek advice. Consider joining a job search support group, where you can connect with others in a similar situation, share tips and gain motivation from collective experiences.

**Keep a Positive Mindset**  
 Maintaining a positive mindset is crucial during a lengthy job search.

While rejection is a normal part of the process, it's important not to take it personally. Focus on your strengths and the progress you've made so far, and remind yourself that the right opportunity will come in time.

Visualizing your success and practicing positive affirmations can also help boost your confidence and motivation.

**Expand Your Search and Consider Alternatives**  
 If your job search has stalled, consider expanding your search to include different industries, roles, or locations. You might also explore temporary or freelance opportunities, which can provide valuable experience and lead to full-time positions. Being flexible and open to alternatives can increase your chances of finding a job that aligns with your skills and goals. By staying organized, taking care of yourself and remaining persistent, you can overcome job search fatigue and ultimately find the right opportunity for your career.

















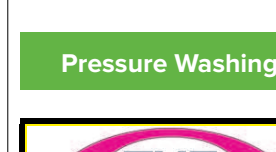

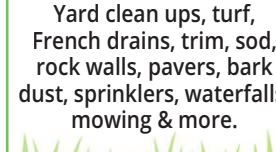









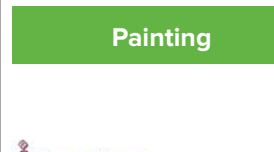

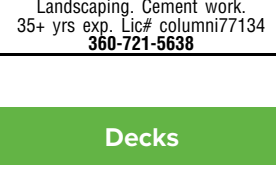
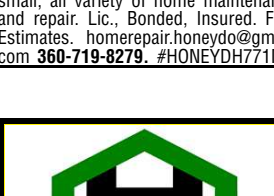



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Friends of Vancouver Lake provides leadership to restore our magnificent resource by partnering with public and private entities to ensure that Vancouver Lake provides enhanced environmental, recreational, and economic benefits to our community for current and future generations.



## OUR VISION

Vancouver Lake is home to diverse fish, animal, and plant species, attracts outdoor and water recreation enthusiasts, and returns economic benefits for our region.

## OUR CORE PRINCIPLES

- Visionary leadership
- Action that leads to results
- Collaboration
- Evidence-based solutions
- Focus on Community needs and desires
- Well-being and health of our community
- Increasing public access to public places
- Stewardship of our environment



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