

Real Estate **TODAY**



REALTOR® profile

Kelsey Wells

Salesperson/REALTOR®

Village Realty Group

Kelsey Wells was raised in the small town of Santa Claus, Indiana before moving to Cabell County in 2004. She attended Cabell Midland High School before obtaining her bachelor's degree from West Virginia University. After completing higher education, Kelsey's affinity for communication and genuine interest in helping others made her a natural fit for the real estate industry. She joined a reputable real estate agency, where her passion for forging personal connections became her primary driving force.

Kelsey understands the full potential of social media in her real estate journey. She recognizes that platforms like Instagram & Facebook offer powerful tools to showcase properties to a broader audience. Kelsey's social media presence is marked by her skillful content creation and an eye for aesthetics. This visual storytelling allows her to create compelling digital content that highlights her client's homes. She and her personal marketing team meticulously photograph properties, producing high-quality images and videos that bring out the best features of each listing. This ultimately allows both herself and her clients to achieve their mutually desired goals.



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OCTOBER ADVANTAGES FOR BUYERS & SELLERS

by Shelley Rowe, President, Huntington Board of REALTORS®

As the leaves change and temperatures get chillier, October really starts to feel like the transition from summer is official. Vacations are usually over, the kids have been in school for awhile and football is in full swing. This shift can offer great advantages in the real estate world for both buyers and sellers!

This month the weather can offer a pleasant respite from the scorching heat and humidity of summer or the freezing cold of winter. What better time to walk a property or look in a vacant home with the air conditioner or heat turned off? Also, there are opportunities to take a look for potential leaks, insulation issues, heating issues, etc. Curb appeal may

actually increase on some homes because of gorgeous foliage colors and cozy fall decorations. Schedules tend to ramp up from the lazy days of summer. No worries! Schedule a viewing or two on the way to the game, ball practice, meeting, corn maze or haunted house. Opportunities abound!

October is also a wonderful time to get a property under contract in time to close for end of the year tax planning. Buying or selling before the end of the year can offer a huge assortment of tax deductions and incentives depending on the need. This pertains whether you are buying and selling investment properties or buying and selling your personal home. Call your accountant for

more details.

As always, contact your Realtor for questions and guidance on buying or selling. They are trained and ready to assist! If you don't have a Realtor, call the Huntington Board of Realtors or visit their website to request a list of local Realtors who are ready to help. I will leave you with a fall tip on a super quick and yummy snack (even candy corn haters love)...Grab a bowl and mix up 1 container of salted peanuts, 1 bag of M&M's and 1 bag of candy corn. Eat by the handfuls. You can thank me later.

**Happy Fall
Y'all!!**