

LIVING LOCAL

with *Patty Miller*

YOUR LOCAL NEIGHBORHOOD REAL ESTATE NEWSLETTER

OCTOBER 2026

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Patricia Miller
THE COASTAL REALTOR®

MARKET UPDATE

OCT. 2023 - OCT. 2025

197



NEW
LISTINGS

208



SOLD
LISTINGS

130



DAYS ON
MARKET

\$545K



AVG.
LIST
PRICE

\$530K



AVG.
SALE
PRICE

97.3%

%

SALE
PRICE
RATIO



FALL BRINGS SERIOUS BUYERS AND STEADY SALES

October's market typically sees fewer showings but stronger offers. Buyers who are shopping this time of year tend to be focused, pre-approved, and ready to close before the holidays. Cooler weather and a calmer pace create the perfect environment for more intentional, stress-free transactions.

Homes that are well-staged and priced right continue to draw strong attention. Sellers who list now often benefit from less competition and highly motivated buyers. The autumn season often results in a cozy atmosphere that encourages serious negotiations. Additionally, the year-end tax benefits can be an attractive incentive for both buyers and sellers.

LESS COMPETITION:

The market sees fewer listings at this time of year, which means that motivated buyers and sellers can often connect more quickly and efficiently. This reduction in competition can lead to more straightforward negotiations and quicker decisions.

STABLE PRICES:

Despite the softer seasonal volume, home values are holding steady. This stability reassures both buyers and sellers that they are making sound financial decisions without the fear of sudden market fluctuations.

QUICK CLOSINGS:

As the end of the year approaches, many lenders are eager to finalize deals and clear their books before the new year begins. This urgency often translates into quicker closing times for transactions initiated in October, benefiting both buyers seeking to settle into their new homes and sellers looking to complete their sales.

HOLIDAY MOTIVATION:

With the busy winter months just around the corner, buyers are often motivated by the desire to settle into their new homes before the holiday season. This motivation can drive more decisive action and a willingness to negotiate in order to secure a property before the festivities begin.



PUMPKIN CREAM CHEESE MUFFINS

Soft, spiced muffins filled with sweet cream cheese and topped with crunchy streusel, perfect for cozy fall mornings.

INGREDIENTS INCLUDE:

Pumpkin purée, flour, sugar, eggs, cream cheese, cinnamon, nutmeg, baking powder, vanilla extract, butter



QR CODE FOR RECIPE

bluffton LOCAL EVENTS

OCT. 9TH - OCT 18TH

HISTORIC BLUFFTON ARTS & SEAFOOD
FESTIVAL | CALHOUN STREET

OCT. 17TH & 18TH

BLUFFTON STREET FEST | CALHOUN
STREET

OCT. 29TH - NOV. 1ST

HILTON HEAD CONCOURS
D'EXCELLENCE | HONEY HORN
PLANTATION

EVERY THURSDAY

BLUFFTON FARMERS MARKET | 68
BOUNDARY STREET | BLUFFTON

FEATURED LISTING



LISTED AT: \$429,900

104 ANNIE DRIVE
GUYTON, GA 31214



\$439,900



2,900 SF



4 BEDS



2.5 BATHS



October MAINTENANCE CHECKLIST

- ✓ CLEAN HUMIDIFIER
- ✓ CHECK CO2 DETECTORS
- ✓ STORE OUTDOOR FURNITURE
- ✓ PREPARE FOR WINTER
- ✓ CLEAN GUTTERS



Fall Curb Appeal THAT ATTRACTS BUYERS

First impressions still matter most, even when leaves start falling. Simple seasonal updates can make your home shine this time of year:

- Add potted mums or small pumpkins by the entryway.
- Rake leaves and keep walkways clear for open houses.
- Replace tired summer doormats with warm, textured ones.
- Hang a neutral fall wreath or lanterns by the door.
- Use soft outdoor lighting for evening showings.

Warm, inviting curb appeal can make buyers feel at home before they even step inside.

small business SPOTLIGHT

The Bluffton Oyster Company

63 Wharf Street, Bluffton, SC

Forget pumpkin spice, it's oyster season here in the lowcountry! I can't think of a better fall event than an oyster roast with fresh local oysters. No one knows oysters better than the folks at the Bluffton Oyster Company. Plan your oyster roast today!

(843) 757-4010
www.blufftonoyster.com

5 EASY PROJECTS *to Prepare for the Holidays*

Before the hosting season starts, it's important to deep clean high-traffic areas, such as the living room, hallways, and kitchen, to ensure your home is welcoming and spotless for your guests.

- 🔧 Touching up the interior paint can provide a quick and effective refresh, brightening up your space and giving it a well-maintained appearance just in time for those festive gatherings.
- 💡 Check exterior lighting and replace burnt bulbs.
- 📅 Clean ovens, microwaves, and fridges for upcoming gatherings.
- 🗑️ Organize guest rooms and closets for visiting family.

These small updates make your home feel fresh, functional, and guest-ready.





HOW TO MAKE YOUR OFFER STAND OUT IN A COMPETITIVE FALL MARKET

- Get fully pre-approved before touring homes.
- Stay flexible on closing timelines to work around seller needs.
- Consider offering rent-back options if sellers need extra time to move.
- Partner with a local agent who understands neighborhood pricing and negotiation trends.
- Offer a larger earnest money deposit to show commitment and strengthen your offer.
- Be strategic with contingencies, keep only what's necessary to make your offer more appealing.
- Act quickly and confidently when the right property hits the market to beat slower buyers.

CALL ME FOR

A *free* MARKET ANALYSIS

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