

Don't Make These 4 Home Seller's Blunders

Learn how to obtain the best price and avoid the headaches and heartaches associated with selling a home by avoiding these top four mistakes most people make:

1. Pricing

Without a doubt the single biggest mistake most people make when selling a home is not pricing right. Price too low and people are likely to ignore the home because they think it has major flaws; price too high and it is likely to sit on the market so long people lose interest. Work with an agent to price right as soon as the house goes on the market.

2. Maintenance

Failure to make small repairs, paint and properly maintain the property can result in a lower selling price, longer duration on the market and just plain lack of interest.

Remember, first impressions matter. Most people will begin their search online then take a drive by the home before scheduling an appointment to see more.

Make sure your home looks its best at all times.

3. Cutting Commission

While it might seem smart to reduce commission or even try to sell a home yourself, it's usually "penny wise and pound foolish." Remember, a lot of the commission goes to the agent/broker who brings a buyer to the table...less commission equates to fewer people working on your behalf to get the home sold.

Don't scrimp on the MLS or cut commissions; the additional time, advertising costs and other expenses are likely to erode any so-called savings you might hope to gain.

4. Future Planning

Make sure you have a plan in place before sitting down to the closing table; be sure to take closing costs into consideration and have a new home plan in place.

Otherwise, you are likely to find at least a portion of your profits going toward unexpected expenses.

This information was presented by:



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