

Home-Selling Mistakes

There are obvious emotional attachments involved with any home, and they sometimes make it difficult to imagine selling.

But that's not the only challenge in the process, as sellers also have to time their sale to take advantage of market fluctuations, price their home competitively and find the right buyer. Here are a few key mistakes to avoid before putting a "for sale" sign in your front yard.

STUDY UP BEFORE DECIDING

The modern era gives sellers tools that were previously unavailable, in particular when it comes to gaining an initial understanding of where the market stands in your area. No one can replace the expertise of a local agent, but you don't have to fly blind, either. Go online and look for houses of your general size in your immediate area, then expand your search to take in neighborhoods adjacent to your own. You'll gain valuable information about pricing, but also about what other sellers provided in terms of amenities. There are even ideas to be gleaned on staging your home



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REAL ESTATE 101

How to Find the Right Real Estate Agent for You

Hiring a professional real estate agent when buying or selling a home can help you make smart decisions and avoid costly mistakes. But not just any agent will fit the bill. Here's some guidance from the experts at Nerdwallet on how to choose the right real estate agent for you at bit.ly/3jjppUP.

for potential buyers.

LEAVE EMOTION OUT OF IT

A stranger looking to buy might not have the same taste or may question prized elements of your layout and decor. They might disagree about the paint colors, a remodeling decision or your decorative choices. Perhaps they think there is a better

school district elsewhere or question some of your local HOA policies. These can be difficult criticisms to hear, because they sometimes go to a very personal place. Still, it's important to leave emotion out of the selling process. Everyone has their own unique point of view; you just have to wait until a buyer comes along who sees this home and neighborhood just

like you do.

LISTEN TO YOUR LOCAL AGENT

Agents have a broader perspective on local home-buying trends, and more particularly on what others are saying about similarly priced, similarly sized houses. They can help keep emotions in check by delivering constructive feedback, discussing

comparable information and providing background information specific to the market at that particular point in time. They can also provide a similarly steady hand through the processes of negotiation, signing paperwork and closing when bumps in the road like a negative inspection report or financing issues might pop up. It's a potentially nerve-racking experience, since you're navigating through an individual journey, but they've seen it all. Lean on that experience.

PREPARE FOR FUTURE PROBLEMS

Agents are on hand to guide sellers through a sale in the most efficient way they can. But even the most experienced Realtor can't predict unseen issues in your home. Potential buyers, in particular those purchasing their first home, can be scared away by broken or failing appliances and home infrastructure. Even smaller, more aesthetic fixes like repairing a hole in the drywall or replacing a loose doorknob can make the difference with a sale.

Decluttering is one of the easiest things sellers can do to better showcase their home. If you're unsure, share any concerns with your agent; they can give you an outsider's opinion on assessing any issues with your home.



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HOMEWISSE GLOSSARY

Depreciation: The decline in real estate value due to physical deterioration or lack of updating an older property.

SOURCE: MLS.com

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