

## What Sellers Need to Know

Selling your home can be surprisingly time consuming and emotionally draining, especially if you've never done it before. Strangers will come into your home and rummage through your closets and cabinets. They will criticize a place that has probably become more than just four walls and a roof to you. Then to add insult to injury, they will offer you less money than you think your home is worth. With no experience in this difficult and complex transaction, it's easy for first-time home sellers to make many mistakes. But with a little know-how and an agent in your corner, many of these pitfalls can be avoided!

1. **Don't get emotionally involved!** Start thinking of yourself as a business person rather than the home's caretaker. Look at the transaction from a purely financial perspective so that you can distance yourself emotionally from a place where you've created many memories!
2. **Never try to hide a significant problem with the property!** The Buyer's inspection will uncover any issues, so there's no use hiding it. Either fix these problems ahead of time, price the property accordingly, or offer the buyer credit to fix the problem. Fixing the problem usually helps your home sell faster since most buyers want a home that is move-in ready.
3. **Clean and stage your home!** Failing to do these things will reduce your sale price and could prevent you from selling entirely. A small issue like a broken doorknob makes buyers wonder if the home has been cared for and if there might be larger issues lurking inside. Get rid of odors, get fresh paint on the walls, and declutter so your home can make the best first impression possible!
4. **Accommodate showings whenever possible!** If someone wants to see your house, you need to let them see it on their timetable. You can't sell a house that you don't let anyone see. And it has to be clean for every showing. It's a lot of work, but you'll enjoy the payoff in the end.



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