

Top 5 Common Mistakes Sellers Make



Half the battle of selling a home is knowing what to anticipate! Here are 5 mistakes to avoid:

1 Setting an unrealistic price

The price you want and what the market will pay can be two very different things!

For the seller, there is an optimal price between asking too much or too little. If you don't price your property correctly, you risk leaving money on the table or having your home sit on the market for a longer period of time, which can have consequences.

At the Olmstead Team we will provide a comprehensive valuation to determine the Fair Market Value of your property. We will take into consideration: our current market, the condition of your home, and individual features to comparable homes, as well as input from YOU, in order to determine a competitive price.

2 Delayed maintenance of the property

A long list of maintenance issues can turn buyers off and potentially decrease the value of your home. More importantly, buyers expect the condition of your home to match the description. Consider prioritizing and repairing the most glaring issues.

At the Olmstead Team, we will walk your property to conduct a thorough home assessment for items that are broken, in poor condition, or can affect the safety and structure of the home. We will bring to your attention items that are likely to turn up during a home inspection and appraisal. And, if necessary, we will provide a list of reliable and trusted vendors that can assist you with any repairs.

3 Making unnecessary and costly renovations

Many sellers also consider making renovations or improvements to increase their home's value. Renovations can be costly, and you won't always recover the cost in the purchase price.

At the Olmstead Team we will advise you on which renovations should be considered and if it will add to the home's value or if there is a better solution. We will also make available the names of our Team's trusted vendors to help with any renovations, if needed.

4 Not preparing your home for sale

Did you know that a buyer knows within the first 30 seconds of entering your home if it is a contender?

It is imperative that your home is clean, de-cluttered, and is an inviting space to the various tastes of prospective buyers. If a home is disorganized or appears in disrepair, buyers may be more leery about its condition, which will affect their offer.

And don't forget about curb appeal! Your home's exterior sets the stage for what's inside.

At the Olmstead Team, we will work with you and guide you through the home preparation process and provide recommendations to capitalize on the presentation of your home. We will also provide, free of charge, a stager to consult with, and accessorize your property so that prospective buyers can envision themselves living there.

5 Choosing the wrong agent

Too often, we hear that people just don't trust real estate agents, but we know it doesn't have to be that way. To help ensure you'll be getting the best representation, take the time to interview potential real estate agents. Read current testimonials, check out their website and social media platforms, ask them if you can talk with past clients, and make sure they have plenty of experience selling in your particular area and price point. You may also ask potential agents about:

- ✓ Their marketing plan for your home
- ✓ Their negotiation style
- ✓ How often they plan to communicate with you
- ✓ And how many transactions they personally close, per year

Your Agent makes all the difference! At the Olmstead Team we know when trust is established between the client and agent, the client will buy and sell real estate with confidence and peace of mind, resulting in a rewarding experience.

For a free home valuation, give us a call! 480.776.5288

