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FREE Report: 6 Seller's Mistakes to Avoid

Contributed by: Pat Williams, Home Expert

Don't Make These Selling Mistakes!

1. **Over-Improve Your Home** - there is such a thing as too much of a good thing. It doesn't make sense to make improvements that increase the value of your home to 20% above the value of your neighbors. This does not include necessary repairs, such as replacing a roof.
2. **Over Price Your Home** - most buyers know the market especially if they have a good Realtor. If your listing price is more than 5% above market value, potential buyers may not even bother to make an offer.
3. **Assume Buyers Will Buy AS IS** - Your house should be shown in the best light. Buyers that are willing to fix up your home after they purchase it will deduct the cost of repairs off the price. You are better off making the repairs up front and increasing the number of potential offers on your home.
4. **Follow Potential Buyers Through Your Home** - Buyers will be nervous looking through your closets and cupboards if you are standing there. Leave them alone and let them look in peace, otherwise they may leave because they are uncomfortable and will not all of your homes benefits.
5. **Forget to Clean** - Be sure your house sparkles, and if possible repaint in neutral colors.
6. **Forget to Mow** - the house must look as good on the outside as it does on the inside. If your house isn't appealing outside, potential buyers may not even look inside.