



### Ten Common Mistakes Made By Sellers

1. **Choosing the wrong real estate agent** – There are selling agents, buying agents, and listing agents. Once you identify the agency you want to use, be sure to ask for a selling agent.
2. **Too high a selling price** – In spite of what you think the house is worth or how much money you may need to move to your next house, the selling price needs **priced competitively** with similar homes for sale in the area.
3. **Not preparing the house and property for sale** – If your house and yard is not attractive and has poor curb appeal, you will have an uphill struggle making a sale.
4. **Not relying on the agent's marketing skills** – You are paying the agent a commission for their expertise and knowledge on the area. Use it.
5. **Giving the real estate agent inaccurate information on the house** – Selling a home requires a great deal of trust between you and your agent. Misleading your agent will only weaken his/her enthusiasm to help you and negotiate the best deal possible.
6. **Believing one open house will sell the house** – Selling your home is a process, not an event.
7. **Immediately accepting the first offer** – Money may be 'left on the table' if you do not let the negotiation process play itself out.
8. **Not Leaving during the showing** - The buyers will feel more comfortable making comments and observations without fear of having to debate an issue with the seller.
9. **Failing to think like the buyer** – Ask yourself, would I buy this house in its current condition.

10. **Not Allowing the house to be shown** – Selling a house can be a major inconvenience that you need to recognize going in. When an agent has a buyer really to look, you need to make every reasonable concision to show your home.

*Being realistic will sell your house quicker.*