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10 SELLING MISTAKES YOU DON'T WANT TO MAKE!

Mistake #1 -- **Pricing Your Property Too High**

Every seller obviously wants to get the most money for his or her product. Ironically, the best way to do this is NOT to list your product at an excessively high price! A high listing price will cause some prospective buyers to lose interest before even seeing your property. Also, it may lead other buyers to expect more than what you have to offer. As a result, overpriced properties tend to take an unusually long time to sell, and they end up being sold at a lower price.

Mistake #2 -- **Mistaking Re-finance Appraisals for the Market Value** Unfortunately, a re-finance appraisal may have been stated at an untruthfully high price. Often, lenders estimate the value of your property to be higher than it actually is in order to encourage re-financing. The market value of your home could actually be lower. Your best bet is to ask your realtor for the most recent information regarding property sales in your community. This will give you an up-to-date and factually accurate estimate of your property value.

Mistake #3 -- **Forgetting to "Showcase Your Home"**

In spite of how frequently this mistake is addressed and how simple it is to avoid, its prevalence is still widespread. When attempting to sell your home to prospective buyers, do not forget to make your home look as pleasant as possible. Make necessary repairs. Clean. Make sure everything functions and looks presentable. A poorly kept home in need of repairs will surely lower the selling price of your property and will even turn away some buyers.

Mistake #4 -- **Trying to "Hard Sell" While Showing**

Buying a house is always an emotional and difficult decision. As a result, you should try to allow prospective buyers to comfortably examine your property. Don't try haggling or forcefully selling. Instead, be friendly and hospitable. A good idea would be to point out any subtle amenities and be receptive to questions.

Mistake #5 -- **Trying to Sell to "Looky-Loos"**

A prospective buyer who shows interest because of a "for sale" sign he saw may not really be interested in your property. Often buyers who do not come through a realtor are months away from buying, and they are more interested in seeing what is out there than in actually making a purchase. They may still have to sell their house, or may not be able to afford a house yet. They may still even be unsure as

to whether or not they want to relocate. Your realtor should be able to distinguish realistic potential buyers from mere lookers.

Mistake #6 -- Not Knowing Your Rights & Responsibilities

It is extremely important that you are well-informed of the details in your real estate contract. Real estate contracts are legally binding documents, and they can often be complex and confusing. Not being aware of the terms in your contract could cost you thousands for repairs and inspections. Know what you are responsible for before signing the contract. Can the property be sold "as is"? How will deed restrictions and local zoning laws will affect your transaction? Not knowing the answers to these kind of questions could end up costing you a considerable amount of money.

Mistake #7 -- Limiting the Marketing and Advertising of the Property

Your realtor should employ a wide variety of marketing techniques. Your realtor should also be committed to selling your property; he or she should be available for every phone call from a prospective buyer. Most calls are received, and open houses are scheduled, during business hours, so make sure that your realtor is working on selling your home during these hours. Chances are that you have a job, too, so you may not be able to get in touch with many potential buyers.

Mistake #8 -- Don't get emotional during negotiations

Don't let your emotions get in the way of a good deal. Always keep your focus on your goal. Approach negotiations in a detached business like manner. If you get a low offer always give the buyer a counter offer. In many instances the buyer and seller agree and a contract goes into escrow. Never close the door to continued negotiations.

Mistake #9 -- Disclose Everything

Smart sellers proactively go above and beyond the laws to disclose all known defects to their buyers in writing. Once the buyer knows about the problem he can't come back with a lawsuit later on.

Mistake #10 -- Find A Good Realtor And Keep Them For Life

Carefully evaluate candidates on the basis of their experience, qualifications, enthusiasm, skill, ability to communicate, integrity and creativity. Once you find someone who exceeds your expectations, keep them for life!