

Selling Your House?

Here are 4 mistakes to avoid !

If you are planning to sell your home, a lot of things need to be dealt with. The entire process is quite complex and requires a good investment of time as well as efforts. Moreover, if it is your first time, you are likely to get confused and make some common mistakes just other home sellers.

Read on to know how you can efficiently sell your home at a great price.

Mistake #1



Being Emotionally Attached

Once you have made up your mind, it is better to detach yourself emotionally from the house. You need to think from a financial perspective to maximize your returns from the sale of the home. Remove all your personal belongings, such as photo frames, souvenirs, mementos etc. to create that emotional distance.

Mistake #2



Not Hiring An Agent

Assuming that you can handle the home selling process on your own is a huge mistake made by most people. There are a lot of legal and financial aspects to be taken care of. Without proper knowledge, you may land yourself in trouble or sell the home at a lesser price. It is advised to hire a real estate agent to streamline the home selling process.

Mistake #3



Setting an Unrealistic Price

Setting the right price is the key to a successful home sale. Asking for a too high or too low price can drive away the potential buyers. Perform a comparative market analysis to know the current trends and price quoted for other similar properties. A reasonable price will keep you a step ahead and increase the demand for your property.

Mistake #4



Not Staging Properly

Presenting an unorganized and dingy home to the buyers is definitely not going to close the deal. You need to put your best foot forward to make them fall for your property and willingly pay the price you have asked for. Thorough cleaning, decluttering and repainting can go a long way in making a good first impression on the potential buyers. You should also make the necessary repairs, such as broken doorknobs, rusty windows, leaky faucets etc.

By avoiding these mistakes, you can surely sell your home in a shorter period of time and sign a profitable deal.



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