

## Five Mistakes to Avoid When Selling Your Home

Making mistakes in life can be a great way to learn. However, making certain mistakes when selling your home can cost you time and money. Fortunately, many of these are avoidable if you follow the advice of your San Antonio area REALTOR® and the experiences of other sellers. Here's my advice on a few practices to avoid when your home is on the market.

### Setting the price too high

When you list your home, you may think, "Why not ask for a lot? A buyer can always offer less." This is true, but most buyers won't ... not if the home is priced out of line with similar homes in the area. Homes with prices set too high usually stay on the market longer than average and often sell for less than homes that are fairly priced to start with. Your REALTOR® will review how much comparable homes in the area—or "comps"—recently sold for to help you determine the best asking price.

### Putting up a for sale sign too soon

Even though you're ready to sell, is your house ready to be shown? Have you fixed leaky faucets, repainted the dingy dining room walls and replaced the broken mirror in the master bath? Sure, you learned to live with these minor annoyances, but a prospective buyer will factor those in when viewing the home

### Making your house hard to show

To sell your house, you want to make it as easy as possible for prospective buyers to see it at their convenience. Even if you ask for advance notice to view the home, be prepared to keep it in viewing-ready condition and have a plan for securing or removing your pets when buyers visit. Try to keep your schedule as flexible as possible, since many buyers want to view homes in the evening or on the weekend.

### Hanging around

The best place for you to be when buyers are viewing your home is somewhere else. Buyers often feel uncomfortable looking through a home when the owner is present, and they want to be free to discuss the pros and cons of the house without fear of offending the owners. You may want to stay to answer questions, but it's best to leave this task to your REALTOR® who can then relay any feedback to you.

### Going it alone

The biggest mistake many people make is thinking they can sell their own home without using a REALTOR®. But just like in other business deals, it really is best to work with a professional. Your San Antonio area REALTOR® knows the local market, stays up-to-date on housing regulations and understands how best to market your property. She will work with your best interest in mind to sell your home quickly and for the most money.