



SELLER SAVERS:

TIPS THAT DISCUSS COMMON SELLER MISTAKES AND COULD SAVE A TRANSACTION.

OVERPRICING YOUR HOME

When you shoot too high, based off of the comparable market analysis, this can extend your Days-On-Market, leaving a seller with a suspicious listing and less negotiating power.

SELLING AT THE WRONG TIME

Every listing differs, and so does its peak desirability. Whether this has to do with seasonal restrictions, how long you've owned the property, or market conditions - the time of listing can have drastic effect on the transaction.

OVERLOOKING REPAIRS

Although most repairs seem small and irrelevant, as they are spotted by potential buyers, the quality and care of the home lessens, while the questions rise. There's a big difference between intentional upkeep, and flashy updates. Pre-inspect and fix, offer a repair credit, or lower the price.

LETTING EMOTIONS TAKE OVER

While a home can be a seller's pride and joy, taking potential buyers' opinions or negotiations personally can not only be a bothersome hurdle throughout a transaction, but a deal breaker.

LISTING WITHOUT PREP OR STAGE

In order to allow potential buyers a fair opportunity to envision your home as their own, the space should be free of excessive personal items, clutter, decor, furniture and rugs. Less is more in this department, and if a seller wants more of an advantage, staging implies cleanliness, readiness and seriousness.

NOT USING PROFESSIONAL PHOTOS

Professional Real Estate photographers are equipped with the ideal equipment, quality, and skill that is curated to sell homes on their own and when in competitive markets - sometimes sight unseen. This is a small cost, that leaves a large impact during the beginning stages.

SKIPPING CURB APPEAL AND EXTERIOR UPDATES

Not only is this the main first impression potential buyers have for a seller's property, but it shows the raw quality of the home itself and the price it's listed at. Look at your neighbors' and decipher what can be revitalized to either measure up, or level up.

NOT REQUESTING A NET SHEET FOR EACH OFFER

Sellers tend to forget about their own closing costs, which can either be a deal breaker or deal maker. With each offer, make sure to review and request a new net sheet (from your agent or title company) each time to have the best negotiating power and to ultimately know the true value of the offer.

SEEKING PROFESSIONAL HELP WHEN UNSURE

Selling your home is a huge financial transaction. This is tied to your name, finances, and future. Regardless of the stage you may be in, it is always in your best interest to seek and hire a licensed professional whose duty is to keep you protected, if you ever feel unsure in this exciting yet daunting process, it is in your best interest to hire a licensed agent.

Bringing You to the Closing Table.

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