



THE MOST COMMON MISTAKES WHEN SELLING A PROPERTY:



Putting money into
projects/repairs/remodeling
that won't yield an actual
positive return on the money

1

DOING THE WRONG REPAIRS

2

NOT putting money into
certain projects/repairs,
conversely, putting some
money into a house can
yield big dividends

NOT DOING THE RIGHT REPAIRS





Using a professional agent will statistically help you net more money even after paying real estate commissions. You also need help when it comes to complicated real estate contracts and negotiations

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NOT USING A PROFESSIONAL REAL ESTATE AGENT

4

Using generic online services to determine a fair market value of our property - a professional agent can help determine the value of a property much more accurately than the real estate websites that give you estimated values

MIS-VALUING PROPERTY



Using a family member or friend as your real estate agent - there are many nuances when it comes to selling property. Most agents don't have the expertise to handle the unique components of selling a house for seniors who face many different challenges when selling compared to other demographics

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CHOOSING THE WRONG AGENT