

8 Mistakes To Avoid When Selling A House Or Condominium

#1 OVERPRICING



Setting the listing price too high can deter potential buyers and prolong the time the house sits on the market. While we wouldn't want you to leave any money on the table, it is important to price the home competitively based on market conditions and comparable sales.



Michel Bron
Realtor - Real Estate Advisor

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#2 NEGLECTING REPAIRS & MAINTENANCE

Ignoring necessary repairs or neglecting maintenance tasks can make the home appear unkept and decrease its value.

Addressing issues such as leaky faucets, chipped paint, or damaged flooring before listing the home is crucial.



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#3 IGNORING CURB APPEAL



The exterior of the home is the first thing potential buyers see, so neglecting curb appeal can turn them off before they even step inside. Investing in landscaping (green grass or dry scape), painting the exterior walls and the front door, and minor repairs to enhance curb appeal can make a significant difference.



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#4

NOT GETTING A HOME PRE-INSPECTION

The buyer's inspector will most likely find out about all the home's issues. So instead of finding yourself up against the wall during escrow and possibly having to give up large repair credits to the buyer, why not pre-inspect and either have the repairs done in advance at a more reasonable price or obtain better prices quotes in advance to rebut the buyer's expensive credit requests.



Michel Bron

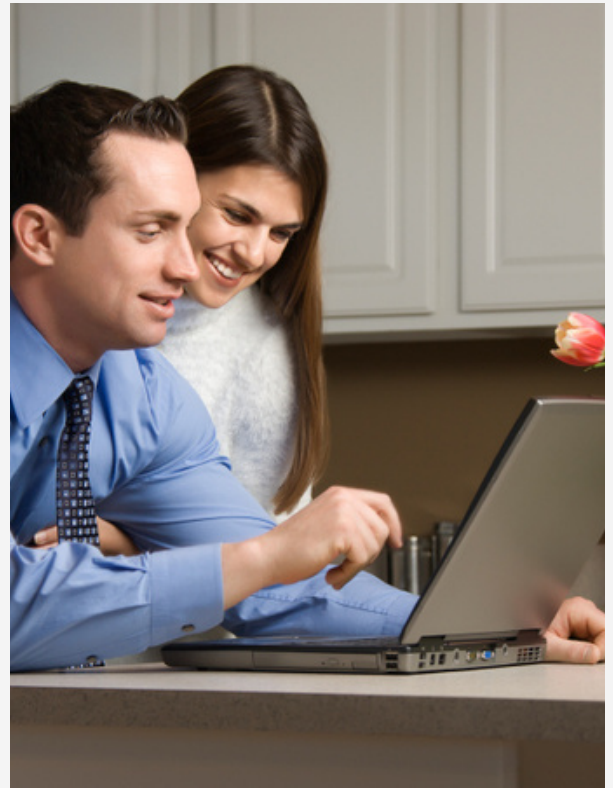
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OVERLOOKING MARKETING OPPORTUNITIES

Effective marketing is crucial for selling a house quickly and at a good price. Don't overlook opportunities to showcase the home, such as online listings, social media promotion, and open houses. Make sure you hire a Realtor who is up-to-date with all the current online marketing strategies. The more exposure, the more demand for your home, the higher the offers you will receive!



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NOT DECLUTTERING & DEPERSONALIZING



Clearing out clutter and depersonalizing the space can make it more appealing to a wider range of buyers.

Clutter and personal items can make it difficult for potential buyers to envision themselves living in the home.



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#7 IGNORING FEEDBACK

Feedback from potential buyers and their agents can provide valuable insights into what aspects of the home may be turning buyers off. Ignoring or dismissing feedback can make it harder to sell a home.



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#8



NOT HIRING A REAL ESTATE AGENT

While some homeowners may attempt to sell their home without professional assistance to save money, working with a knowledgeable real estate agent can streamline the process, help avoid common pitfalls, and ultimately lead to a faster and smoother sale. And on average, homes without an agent, sell for less money.



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Was This Helpful?

Do have any other questions?

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