



# 12 Mistakes to Avoid When Selling Your Home

- 1 Overpricing**  
Too high, and buyers skip it. Price it right from the start.
- 2 Skipping Staging**  
Empty or cluttered homes don't sell well. Staging sells the lifestyle.
- 3 Ignoring Repairs**  
Small fixes matter. Deferred maintenance scares buyers.
- 4 Bad Photos**  
Online views = showings. Poor photos = zero interest.
- 5 Limiting Showings**  
Hard to show = hard to sell. Be flexible.
- 6 Weak Curb Appeal**  
First impressions count. Clean, trim, and refresh outside.
- 7 Getting Emotional**  
This is business. Let data guide your decisions.
- 8 Hiding Problems**  
Disclose everything. Surprises kill deals.
- 9 Wrong Agent Choice**  
Work with a local expert (like me!) who knows how to market and negotiate.
- 10 Underpricing Without Strategy**  
Low price? Only if it's part of a smart bidding plan.
- 11 Ignoring Selling Costs**  
Know your bottom line—commissions, repairs, and closing costs add up.
- 12 Going FSBO Without Experience**  
DIY selling often leads to costly mistakes. Hire a pro.

Thinking of selling? Let's set up a strategy session to get your home sold quickly.



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