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Mistakes Home Sellers Are Still Making in 2025

If you're thinking of selling your home in Flower Mound, Argyle, Northlake, or another sought-after DFW suburb, this quick-read guide could save you time, money, and unnecessary frustration.

one



Pricing Based on Yesterday's Market

The market has shifted - but many sellers (and agents) are still pricing based on last year's highs. Overpricing leads to extended days on market and painful price drops later.

Smart Move: *Price to lead, not follow—based on today's demand, not yesterday's hype.*

two



Choosing an Agent Who's Never Sold Through a Shift

Over 70% of agents active today have never navigated a market correction. Without that experience, they don't know how to adjust - and your home pays the price.

Smart Move: *Partner with a guide who knows how to sell in any market - not just during the boom.*

three



Spending Money on the Wrong Updates

We've seen sellers spend \$10K+ on trendy flooring or paint colors that actually turn buyers away.

Smart Move: *Don't update anything without insight. A quick consult can reveal what actually improves your bottom line.*

four



Relying on "List and Wait" Marketing

Listing on the MLS isn't enough. Today's buyers are selective - and your home is competing for attention.

Smart Move: *Use a positioning strategy that gets your home in front of serious, ready buyers across multiple channels.*

five



Listing Before Having a Real Plan

Too many sellers list first and figure things out later. That leads to stress, rushed decisions, and missed opportunities.

Smart Move: *Start with a plan - where you're going, how you'll buy and sell in sync, and how to get there without chaos.*

Ready to Sell Smart? Schedule your Confident Sale Call - a no-pressure, 20-minute conversation designed to bring clarity to your next move.

Call 940-536-3735

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