

# Tips in Motion

## 10 Home Selling Mistakes to Avoid

- ❖ Thinking that the “lived in” look is appealing.
- ❖ Clutter and piles anywhere.
- ❖ Little to no lighting in rooms.
- ❖ Too much furniture in any room.
- ❖ Grass too tall, overgrown shrubs and trees, wilted flowers.
- ❖ Dirty or damaged interior and exterior surfaces.
- ❖ Too many personal items throughout the house.
- ❖ Hiding everything in the garage or overloading the attic.
- ❖ Leaving outdated fixtures and surfaces in place.
- ❖ Carpet and wall colors that do not follow the current trends. (If your colors are acceptable, be sure these areas are very clean and stains are addressed)

The “AS IS” approach will ensure you get the least amount for your home unless you are the very rare person whose home is always in top condition.

Take the time to get these 10 items corrected and you will see a marked improvement in the number of offers, the offer prices and you may sell more quickly.

Whether you are getting your home ready to sell in the next month or a year from now, addressing just these 10 mistakes will also put you ahead of your competition. Cleaning, de-cluttering, updating and curb appeal not only bring you a great return on your investment, you may actually have time to enjoy the changes if you plan ahead.

Enlist a professional to handle anything outside your level of expertise and make sure they are insured, bonded if necessary and carry workers compensation. Ask for a certificate of insurance and any required licenses before they begin work. It is for your own protection.



3948 Browning Place, Ste. 332  
Raleigh, NC 27609  
919-781-4887  
info@homesinmotion.org