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## Nemmers News

Nemmers Realty • 108 North Riverview • Bellevue, IA 52031

# Mistakes People Make Selling a Home

Selling your home can be one of the most exciting times in your life. An opportunity to move to a new location and hopefully make a profit from the sale of your home is important. Before you get too excited about seeing the "Sold" sign out on your lawn, there are several common mistakes that many home sellers make. Following we've listed some of the mistakes home sellers make to help you avoid them when possible.

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### Hiring a REALTOR based on personal preference

We all may have a realtor in the family, or know one that's a friend of a friend. While this may be great on a personal level, ensure you research the realtor's history of selling homes in your area. Knowing your realtor personally may be an advantage, but it can also be a disadvantage when you disagree on selling tactics and important home decisions. Check their professional background **before** you hire.



### Not trusting your instincts

A realtor should be able to help you price your home, research comparable properties that have sold and that are currently on the market, etc. If your realtor is asking you to sell your home in a way that doesn't suite your style, personal preferences or beliefs, consider hiring one that will work better with you.



### Pricing your home based on how much profit you'd like to make

There is no doubt that pricing your home can be a tricky effort if you aren't armed with the right information. While it may seem a challenge, these factors should come into the decision: What price have comparable houses sold in your area? What is the condition of your home and what amenities does it have? Lastly, have a professional

appraiser assess the value of your home **before** you formulate your asking price. Don't arbitrarily pick a price passed on how much you'd like to profit from the home sale. Remember, buyers are savvier than you think.



## Selling your home before **YOU** are ready

Putting your house on the market can be thrilling and exciting, but if you're not mentally ready it can also be a mental, physical and emotional experience that can go on for weeks or months. Before you decide to throw up the "For Sale" sign, examine why you are ready to move. Make a

"Pros" and "Cons" list to weight the alternatives to ensure you are ready to sell.



## Trying to sell a home before **ITS** ready

While you may be anxious to get your home sold, don't rush making repairs, cosmetic upgrades, planting attractive curb appeal or even home staging before putting it on the market. This market is competitive and if you want the shortest time possible for selling your home, take your time and replace old carpet, aging appliances and any other home improvement that will make it a welcoming abode for potential buyers.

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