



## 25 TOP REAL ESTATE MISTAKES

As seen on HGTV

### No 1. Failing to Showcase Your Home and Make Small Cosmetic Changes

When you are selling your house, you have to really look at it objectively and think about it from the view point of the house hunter. Make minor enhancements to the house and maybe hire a **professional stager** to come and arrange your furniture. Staging is about decorating your house for the buyers' taste, not yours.

A great place to start is with the front of the home and the main entryway. **Home staging** is designed to increase the potential selling price and reduce the amount of time the house stays on the market.

2. Setting Too High of a Sale Price
3. Buying What You Want, Not What You Need
4. Overlooking the Extra and Hidden Costs
5. Buying a Home Without a Professional Inspection
6. Falling in Love With the First Property You See
7. Skipping the Loan Pre-Approval Step
8. Doing Major Renovations/Remodeling Before Selling
9. Not Being Pro-Active at Closing
10. Visiting the House Only Once
11. Not Setting a Realistic Budget
12. Buying the Most Expensive Home on the Block
13. Not Hiring an Agent
14. Picking the Wrong Agent
15. Trusting Everything a Real Estate Advertisement Says
16. Buying Without Actually Seeing the Property
17. Not Thinking About Resale
18. Failing to Market Your Home in Different Ways
19. Treating Real Estate Like the Stock Market
20. Waiting Until Spring to Sell Your House
21. Trying to Make the "Hard Sell" While Showing
22. Losing Money With Auctions
23. Not Researching the Neighborhood
24. Not Providing Easy Access for Showings
25. Buying a House for its Decor