

# 10 BIGGEST SELLING MISTAKES

**Wrong Price** - Typically, when a listing price is more than 5% over market value, buyers are scared away.

**As-Is Condition** - Buyers who are willing to tackle your repairs automatically subtract the cost of needed fix-ups from the asking price.

**No Curb Appeal** - Your house gets only one chance to make a good first impression. Spruce up the view from the street.

**Dreary Appearance** - Elbow grease costs little but your time. Clean each room from top to bottom.

**Lavishly Over-Improving** - Don't undertake a major project without consult-

ing a realtor first. You may spend more money than you can recover from the sale.

**FSBO** - For Sale By Owner - for some it works, for most, it can be a nightmare

**Always be Underfoot** - You don't have to leave when the house is being shown, but, don't shadow prospective buyers. It makes them feel like they're intruding.

**Don't be too restrictive** - Ensure your home is available to be shown. If you're too restrictive, buyers will buy elsewhere.

**Keep Positive** - No-one wins if you

enter the market with boxing gloves on. Approach selling with an open frame of mind. After all, the optimum is a sale.

**Respond to a Buyer's contract** - Reply immediately to an offer. You don't want to lose a sale by stalling.

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