

# WHAT YOU NEED TO KNOW BEFORE YOU SELL

## Top 10 Mistakes Sellers Make (And How to Avoid Them!)

- *Overpricing the Home* - Setting the right price is crucial. Overpricing leads to longer time on the market and lower final offers.
- *Neglecting Curb Appeal* - First impressions matter! A well-maintained exterior attracts buyers.
- *Skipping Pre-Listing Repairs* - Small issues can be red flags for buyers. Fix them before listing.
- *Ignoring Market Conditions* - The Calgary market fluctuates. Understanding supply and demand helps with pricing and strategy.
- *Poor Listing Photos & Videos* - Professional photos and videos make your home stand out in a competitive market.
- *Being Unprepared for Showings* - A cluttered or unclean home turns buyers away. Keep it show-ready at all times.
- *Overlooking Staging* - Well-staged homes sell faster and for higher prices. Neutral décor and strategic furniture placement work wonders.
- *Turning Down Early Offers* - The first offers can often be the best. Don't dismiss a strong early bid.
- *Choosing the Wrong Realtor* - Work with a local expert who understands Calgary's market and has a strong marketing strategy.
- *Not Having a Plan for Your Next Move* - Selling is just one part of the process. Have a plan for where you're going next!

**Want more seller tips? Get a free home evaluation today!**

### **BOOK AN APPOINTMENT**

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