



5 THINGS HOME SELLERS REGRET NOT DOING EARLIER

**THINKING YOU MIGHT SELL THIS SPRING?
THINKING AHEAD ABOUT THESE SELLER REGRETS
CAN MAKE YOUR SALE CONSIDERABLY EASIER.**

The time between deciding to sell a home and putting it on the market has a way of contracting. Suddenly there are repairs to make, closets to empty and important decisions to make—often under deadline pressure.

If selling is a possibility in the next several months, or this spring, here are five things sellers often wish they'd thought about sooner.

1. "I WISH I'D STARTED GETTING RID OF STUFF SOONER."

Decluttering sounds like something you do before photographs and showings. In reality, it's something you can start months ahead—and your future self will thank you.

Begin with the things that require decisions rather than simple packing: clothes you don't wear, overflowing kitchen cabinets, old paperwork, garage shelves, children's belongings and everything you've been saving "just in case."

Don't worry yet about making your home look staged. Your goal is simply to own less by moving day.

Every bag donated, box recycled or unwanted item sold now is one less thing you'll have to sort, pack, move and possibly pay someone to haul to your next home.

2. "I WISH I'D GOTTEN MORE INFORMATION BEFORE SPENDING MONEY ON IMPROVEMENTS."

That tired bathroom may bother you every morning, but that doesn't necessarily mean buyers expect you to remodel it.

Before undertaking any improvement specifically for resale, ask a real estate professional what buyers in your area are

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likely to care about. Sometimes fresh paint and new lighting are worthwhile. Sometimes replacing a worn countertop makes sense. And sometimes the smartest decision is to leave the perfectly functional 1998 kitchen alone and price the home accordingly.

The goal isn't to make your house perfect. It's to spend your money where it is most likely to improve your sale—and avoid spending it where you're unlikely to get it back.

3. “I WISH I'D DEALT WITH THE LITTLE REPAIRS WHEN I HAD TIME.”

That dripping faucet you've ignored for two years becomes considerably more irritating when you're trying to prepare a house for sale in two weeks.

Walk through your home and make a list of the small things you've learned to live with: loose handles, sticking doors, cracked switch plates, damaged screens, dripping faucets, missing trim or that closet door that always falls off its track.

Then start knocking them out gradually.

Fixing these things now means you're not frantically calling a handyman later when you already have dozens of other things to do. And when it's finally time to prepare the house for buyers, you'll be starting with a much shorter to-do list.

4. “I WISH I'D REALLY THOUGHT THE MOVE ALL THE WAY THROUGH.”

Sometimes people decide to move because something about their current home isn't working anymore. It's too small. It's

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too large. They need another bedroom. They hate the kitchen. They want a different neighborhood.

Before assuming moving is the answer, ask yourself: What exactly am I trying to change?

Think of it as your own version of Love It or List It. If you remodeled, added storage, changed how you use the rooms or solved whatever is bothering you, would you want to stay? Then compare that possibility with the homes you could realistically buy instead.

You may still decide to sell. But before doing so, make sure moving solves the problem you're trying to solve.

5. "I WISH I'D REALLY UNDERSTOOD THE PRICING GAME."

You've probably heard the advice: Price it right from the start. There's a reason agents repeat it.

Buyers compare your home with other homes available at the same time. An intentionally high price designed to "test the waters" can cause some of the best prospects to pass it by.

That's why you sometimes hear seller regrets such as:

"I dismissed the first offer."

"I chased the market down."

"I wasted my first two weeks by overpricing."

A new listing generally receives its greatest burst of attention when it first hits the market. If those buyers decide it's overpriced, many will move on. Reducing the price later can generate new interest, but you can't recreate that first

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impression. New buyers will have the data and will know the value.

The goal isn't to price your home cheaply. It's to price it competitively for its condition, location and current market so buyers have a reason to act.

START BEFORE YOU'RE READY

*Contact me now to have a preliminary discussion. **There's no obligation**, but our conversation will help you make better decisions without a deadline hanging over you.*

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