

Mistakes That Can Derail Your Move

Buying or selling a home involves many decisions. Learning from common mistakes helps protect your move.



COMMON MISTAKES

HOME BUYER

- Not clearly defining needs vs. wants.
- Skipping preapproval.
- Not comparing mortgage rates.
- Ignoring credit health.
- Underestimating total cash needed.
- Letting emotions drive decisions.
- Skipping the home inspection.
- Making major financial changes before closing.

HOME SELLER

- Overpricing the home.
- Delaying basic maintenance.
- Failing to declutter and depersonalize.
- Skipping or underinvesting in staging.
- Using weak or inconsistent marketing.
- Limiting showing availability.
- Letting emotions drive decisions.
- Reluctance to negotiate.

As your real estate professional, I'm here to help you avoid these common pitfalls if you decide to buy or sell. I'll be with you through every step of the process to ensure your transaction goes smoothly and on time. Oh, by the way...I'm never too busy for you or any of your referrals!