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## Five Biggest Mistakes Sellers Make...

### 1. **Not getting an agent/broker to consult with on what to do.**

If you really want to sell your home and move, you need to start packing even before your home is on the market. Remember to put away or pack away anything you don't want the public to see or touch. That means jewelry, pharmaceuticals, art and weapons, just to name a few.

### 2. **Remember that first impressions are everything.**

They will stay with the potential buyers and agents/ brokers throughout the marketing of your home. Make sure that the landscaping is maintained and any peeling paint is removed and repainted. You don't want anything to stop a potential buyer from taking the next step of setting up an appointment to preview the inside of your home. Remember the more effort you put in up front, the smoother things will go on the backside of the transaction.

### 3. **Make sure you leave when your property is being shown, if possible.**

Go to the neighbor's, take a walk, whatever. Make sure the inside is ready as well—clear off kitchen counters, and remove all pictures, painting from the walls, patch and paint. Move out any heavy furniture, go minimal and get your stuff out even if you have to fill up the garage. What you want is the potential buyer looking at the home and picturing their belongings in the home, not all your stuff.

### 4. **Listen to your agent/broker.**

They are getting paid to advise you on the steps to take to get you through the selling process. Pricing the home properly and getting it into the area Multiple Listing Service is the number one priority. Number two priority is to have a virtual tour and or slide show of the home. We do this with every home we list no matter the price range. This helps when we start the ad campaign on the internet. This is the best way to attract buyers in today's market. Sellers think that advertising the old fashion way and open houses sell homes, they don't. All this does is get more exposure for the listing agent/ broker and is ego-generated. You want the agents and brokers in the area excited about your property. You should be getting two to three showings a week, at least. When that happens, your place will be sold in no time!

### 5. **Thinking bigger is better.**

Paying an administration fee when you sell your home on top of the commission? Accepting being handed off to an assistant or a transaction coordinator on the sale of your home? Not hiring an agent/ broker that are open and straight with you? Too many firms push their agents/ brokers to take any and all listing and figure to work the owner down on the price. They do this to make their phones ring at the office. No respectable agent/ broker wants to leave any money on the table, but you want to sell your home in a timely manner and get on with your life.

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