

Brace Yourself

The process of selling a house can be turbulent and frustrating... here are a few things to keep in mind during your transaction so you don't pull too much of your hair out...

This will likely happen to you!

Sellers

- **You will receive low-ball offers. Buyers are trying to get the most bang for their buck, and most of them know you won't take their initial offer, so they offer lower to start in hopes of ending lower as well. Try not to take it personally.**
- **People wishing to see your home will either show up early, unannounced, or will stand you up. Its frustrating for you and rude on their part, but sometimes its unavoidable. Things happen to mess up schedules all the time, the more accommodating you are, the better chance your home will sell.**
- **You may need to drop your price in order to sell. You know what you want to get for your home, but that number might not be the one that finally gets it sold. Try to keep an open mind, and remember that your agent has your best interests in mind, so try to trust their judgement and advice.**

- **HGTV is NOT the best source for the truth about real estate. TV shows are scripted and planned for entertainment purposes. Real estate is all about what is happening locally, and is not really affected by what happened on last week's episode of "House Hunters."**
- **Contract dates will change. Remember what I was saying about real estate transactions being turbulent and frustrating? Add "lengthy" to that list of adjectives. There are many moving parts and people in any given transaction, and generally speaking, the contract expiration date on your initial purchase agreement will probably end up getting extended.**
- **Your closing date will most likely change. As Prepared and organized as everyone may be, many things can delay a closing date, last minute document requested from the bank, weather, illness etc. be prepared but don't be upset or discouraged, it will close.**

- **The appraisal might not match your purchase price. If it comes in higher than what the buyer are paying for your home, they've got some instant equity. If it is lower than the purchase price, the buyer will need to reassess their situation. Depending on their down payment, they may need to reduce the purchase price so the bank will loan you the right amount. They may also decide that you're paying way too much for the home and walk away completely. Sellers have the ability to ask for more than the appraisal says the home is worth, but they probably won't have much luck selling.**
- **You might run into trouble if you aren't careful with your name. Meaning, be sure to use the same name on all the documents you sign. Watch for misspellings, nicknames, and anything else that could cause a discrepancy on the documents. Chances are someone will catch the differences, and fixing them will just make the process take longer.**