

This will most likely happen to you.

COMMON SELLER EXPERIENCES

1. Expect the contract date to likely change due to various variables.

While the ideal closing date in the purchase agreement may hold, external factors can lead to adjustments. Contract amendments are common with mutual agreement between the buyer and seller. The key is collaborative effort to close the transaction and move on to the next exciting chapter.

2. The property might not appraise at the agreed price.

This occurs more often than you might think, especially in a fast-paced market with limited inventory and overbidding. Appraisers rely on historical SOLD data, and delays in recording sale prices can impact appraisals. Remedies can be pursued, but negotiations may be needed if the appraiser is uncooperative or unfamiliar with the market.

3. Agents may miss showing appointments without notifying you.

While most professionals adhere to high standards, occasional lapses can occur. Selling a home can be stressful, but I strive to minimize anxieties. Fortunately, such inconveniences are rare.

4. Showing appointments may be made and canceled last minute.

Buyer schedule changes or sudden decisions to pursue another property can lead to last-minute cancellations, beyond the agent's control. Loss of interest in the home or neighborhood is also a factor.

5. Showings can vary from five minutes to three hours.

Be prepared for a range of viewing durations as potential buyers assess your home.

6. There will be spontaneous showing requests, changes, and cancellations.

It's important to be ready for anything. Short notice appointments and last-minute changes may occur. Despite efforts to maintain professional standards, agents may occasionally miss appointments unexpectedly.

7. Other agents may approach you directly for a viewing.

If an agent stops by while you're in the yard, be cautious. DO NOT let ANYONE in your home without having an approved appointment through our system.

8. Expect low offers; it's a common negotiation tactic.

Buyers often start with lower offers to initiate negotiations. We'll navigate through this process to secure the best deal for you.

9. Buyers are entitled to a final walk-through before closing.

This step allows them to ensure the property is in the agreed-upon condition before completing the transaction.

10. Buyers may negotiate multiple times.

Anticipate negotiations on the purchase price, initial terms, inspections, potentially the appraisal, and the final walk-through. Multiple rounds of negotiation are common in the home-buying process.

Have more questions?

REACH OUT ANY TIME