



buyer doesn't feel comfortable in your home, you can forget about the sale.

If you can, don't be around during showings, keep the house clean, and do some research on staging your home for selling. A small investment can make, or save you thousands.

## #5

### LACK OF BUYER CONFIDENCE

Purchases fall through every day, because sellers cannot confidently answer the buyer's questions, provide accurate paperwork, or verify important details. If you are not organized before you sell, then you may watch all of your hard work go to waste, as a potential buyer walks away due to a lack of confidence.

## #6

### DO YOUR HOMEWORK

You need to be very realistic with your goals when you are selling and you must do your homework. As the marketplace changes, so must your strategy. Too many people spend thousands of dollars, hours of their time (not to mention stress) and miss the best opportunities to sell because they don't have the proper information to make a sale possible.

**“Get the advice of experts when you can.”**

Gather all of the information that you need and get the advice of experts when you can. At the end of the day, hiring a professional to ensure your sale is handled properly may be one of the best investments you can make.