



# Avoid Common Seller Pitfalls

Selling your home is a big step—and avoiding common pitfalls can make the experience smoother and more successful. Use this guide to stay ahead of common missteps and keep your transaction on track.

## Overpricing the Home

- ✘ **Why it's a problem:** You may miss out on serious buyers early on and end up with a longer time on market and eventual price drops.
- ✔ **How to avoid it:** Price based on local data, not emotion. Review comparable sales and buyer demand in your market.

## Skipping Pre-Sale Prep

- ✘ **Why it's a problem:** Small issues can distract buyers or lead to lower offers.
- ✔ **How to avoid it:** Follow a checklist to declutter, clean, and address minor repairs. Consider staging for maximum appeal.

## Hiding Known Issues

- ✘ **Why it's a problem:** New Hampshire law requires sellers to disclose known issues that could affect a buyer's decision to purchase the home. This includes known material defects such as structural problems, environmental hazards, and details about past repairs or renovations.
- ✔ **How to avoid it:** Be upfront. Trying to hide issues can lead to deal delays (or termination of the sale), and potential legal consequences.

## Making your Home Unavailable for Showings

- ✘ **Why it's a problem:** Limited access = fewer opportunities.
- ✔ **How to avoid it:** Try to be flexible during the first 1-2 weeks on market. More showings usually mean faster offers. Public Open Houses are another great tool to invite potential buyers to view your home.

## Getting Emotionally Attached During Negotiations

- ✘ **Why it's a problem:** Sellers may overreact to offers they feel are too low or overly picky buyers.
- ✔ **How to avoid it:** Stay focused on your goals and lean on your agent to help evaluate offers strategically.

## Poor Communication with Your Agent

- ✘ **Why it's a problem:** Ineffective communication can lead to a lack of clarity, confusion, missed updates, or tension.
- ✔ **How to avoid it:** Set expectations early—ask how your agent will keep you informed and share how you'd like to communicate.