

Selling Your Home . . . Buyer/Seller Turn-Offs

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Selling and buying homes in most markets today is about as stressful as it can get. Sellers and buyers want to get the best price and terms they can, so avoiding complications is beneficial to both sides! Some common issues are as follows:

- 1) Trash-talking. Some buyers think they can negotiate the price down by slamming the house, telling the seller how little it's really worth. This doesn't work because it makes the seller defensive. Sellers should avoid being at home while it's being shown. Buyers should save their comments for their broker.
- 2) Buyers should not waste sellers' time by being unqualified for a mortgage.
- 3) Buyers should avoid making unjustified lowball offers. And sellers shouldn't get overly emotional if they get a lowball offer. That's what counteroffers are for!
- 4) Neither party should try to negotiate mid-stream.
- 5) Sellers should not try to mislead buyers with Photoshopped listing photos or fluffy property descriptions.

Remember, it's a competitive market out there and both sides to a potential transaction should realize that everyone's human and has feelings. Respect for the other party is of paramount importance. Think Aretha, be kind and considerate and honest. That's what gets us farther in life, no matter what the occasion!