

## The *Top 10* Seller Pitfalls

**The Dream Home Process™** is proven to help you save time, receive more money from the sale of your home, and minimize inconveniences. Ultimately, you will experience more enjoyment and greater peace of mind.

When you work through *The Dream Home Process™* with us you avoid these Top Ten Seller Pitfalls:

1. Assuming buyers can see through needed repairs or clutter.
2. Not understanding the importance of having your home staged by a professional.
3. Not having a pre-inspection completed prior to starting the selling process.
4. Pricing your home based on what your neighbors think.
5. Pricing your home without sufficient research and the opinion of a professional(s).
6. Assuming all Realtors are created equal and just having it listed on MLS (Multiple Listing Service) will sell your home.
7. Not understanding the importance of positioning and targeted promotional methods to maximize exposure to qualified buyers.
8. Assuming since you have a great house it will sell right away.
9. Underestimating the process and all the details required to finalize a successful conclusion.
10. Not having a comprehensive, organized plan to take you from where you are living now to where you want to go next.

If you would like to learn more about how you can avoid these pitfalls and achieve your *Dream Home Vision* call us at 605.336.8866



Let us invest our reputation, experience and knowledge in the realization of your Dream Home Vision.

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