MARCUS PAYNE · EXP REALTY

For Sale By Owner

A complete guide to selling it yourself



Ready to go it alone?
Six questions to answer first p.4

Pricing it right
Too high, too low, and just right p.13

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Common reasons and what to do next p.28

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Dear Home Seller,

Welcome to your journey into the For Sale By Owner (FSBO) process. This guide is designed to empower you with the knowledge and tools needed to sell your home independently, making the most of your investment without the assistance of a real estate agent.

My comprehensive guide is here to walk you through every step of the FSBO process. Inside, you'll find practical advice on how to:

- Prepare your home to attract buyers
- Set a competitive price for your property
- Market your home effectively
- Navigate showings and negotiations
- Handle the paperwork and legal requirements
- Close the sale with confidence

I understand that every home and seller is unique, and not all advice may apply directly to your situation. Therefore, I encourage you to use this guide as a starting point, adapting the strategies and tips to fit your specific needs.

If at any point you find the process overwhelming or if your home isn't selling as expected, know that help is available.

As a real estate professional, I offer my expertise and support to FSBO sellers who need assistance, whether it's answering questions, offering advice, or taking over the sale process to ensure a successful outcome.

Thank you for trusting this guide to be part of your FSBO journey. Here's to a successful sale and the exciting new chapter ahead!

Warm regards,

(229) 947-9058
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THE FSBO GUIDE

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GUIDING QUESTIONS

Am I ready to do this alone?



Deciding to sell your home through For Sale By Owner (FSBO) is a significant step that requires careful consideration. It offers the potential for savings on commission fees but demands a considerable commitment of time, effort, and knowledge of the selling process. Before you start, take an honest look at these six questions:

1

Do I have the time to dedicate to all aspects of selling my home?

2

Am I prepared to conduct market research & price my home accurately?

3

Do I have the knowledge and skills to effectively market my home?

4

Am I comfortable negotiating price & terms with buyers and their agents?

5

Do I have an understanding of the legal & financial aspects of selling?

6

Do I have a plan if my home doesn't sell as quickly as I hope?

If you answered no to one or two, that's normal. Each one has a section in this guide, and I'm one call away if you get stuck.

PROS & CONS OF FSBO

Understand the complete picture

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Selling your home For Sale By Owner (FSBO) can be a rewarding challenge with potential financial benefits, but it also comes with its set of drawbacks. Here's a comprehensive look at the pros and cons of choosing the FSBO route for selling your home:

THE PROS

1 SAVINGS ON COMMISSION FEES:

One of the most compelling advantages of FSBO is the potential to save thousands of dollars that would otherwise go to a listing agent's commission. Commissions are not set by law and are always negotiable.

2 FULL CONTROL OF THE PROCESS:

Selling your home yourself means you have complete control over how your home is marketed, priced, and who it's shown to. You set your own timeline and make all the decisions.

3 DIRECT COMMUNICATION:

Directly interacting with potential buyers can lead to more transparent and straightforward negotiations since there's no intermediary.

You can schedule showings at your convenience, without having to coordinate with an agent's schedule.

4 PERSONAL KNOWLEDGE OF THE HOME:

As the homeowner, you have unique insights and details about your home and neighborhood, which can be beneficial when answering questions and pointing out features to potential buyers.

THE CONS

1 TIME & EFFORT REQUIRED:

Selling a home takes a significant amount of time and effort, including market research, staging the home, marketing, negotiating, and handling paperwork.

2 EMOTIONAL CHALLENGES:

Selling your own home can be emotionally challenging, as you need to maintain objectivity and not take criticisms or negotiations personally.

3 LESS MARKET EXPOSURE:

Real estate agents can list homes on the Multiple Listing Service (MLS), giving them widespread exposure. While FSBO sellers can pay to list their home on the MLS, they might not reach as broad an audience without the network an agent provides.

4 PRICING CHALLENGES:

Without the market knowledge and valuation tools available to real estate agents, FSBO sellers risk pricing their homes too high, leading to a stagnant listing, or too low, resulting in lost profits.

5 COMPLEXITY OF THE TRANSACTION:

The legal and financial aspects of selling a home are complex. FSBO sellers must navigate contracts, negotiations, inspections, appraisals, and closing procedures on their own, which can be daunting without experience.

6 POTENTIAL FOR LEGAL RISKS:

Errors in contracts, disclosures, or compliance with real estate laws can lead to legal challenges and financial liabilities.

While FSBO can offer substantial savings and a greater sense of control over the selling process, it's not without its challenges. Sellers must weigh these pros and cons carefully to determine if the FSBO path aligns with their capabilities, resources, and goals.



THE FSBO PROCESS

Selling your home on your own, as a For Sale By Owner (FSBO), is a path that demands courage, commitment, and a readiness to dive deep into the real estate process. It's not for everyone, but for those who choose it, the rewards can be substantial. This journey will test your resolve, require a dedication to learning, and demand a hands-on approach to every step of the sale, from listing to closing.

Let's get started...

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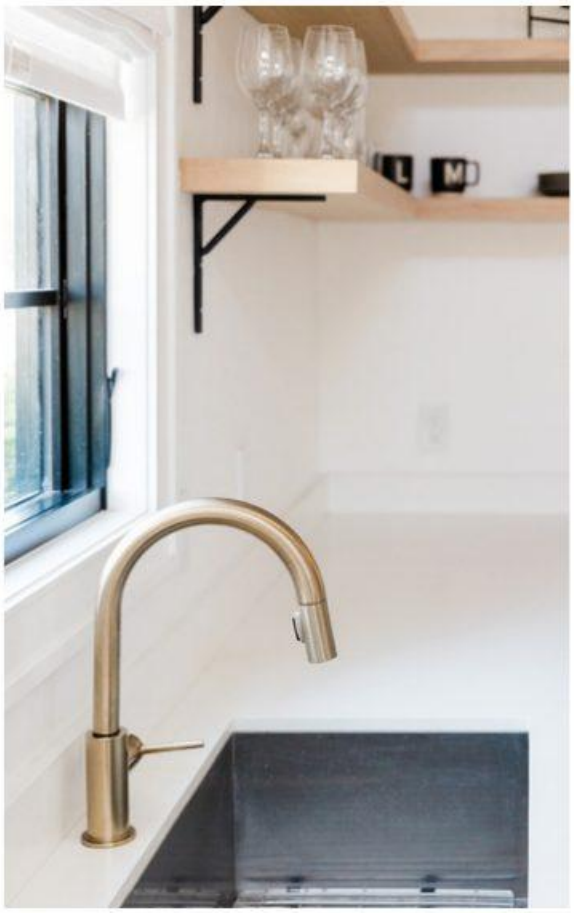
STEP 1: PREPARING YOUR HOME

Get your home ready to be marketed





The first step in your FSBO journey is getting your home ready for sale. This is more than cleaning and tidying up; it's about making your home stand out to potential buyers. You need to fix what's broken, paint where it's needed, and make sure every room looks its best. This stage is crucial because it affects how people see your home and, ultimately, its value. Your effort now can make a big difference in how quickly your home sells and at what price.

Here are some prep tips to get your home ready:

DECLUTTER YOUR HOME:

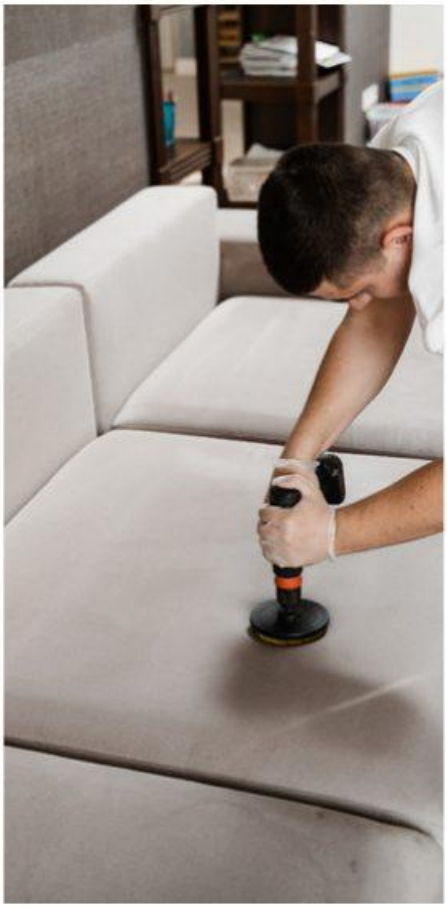
Decluttering is the first step to showcasing your home at its best. It involves removing personal items and excess belongings to create a more open and inviting space. Here's how to tackle it:

Sort Your Belongings: Go through each room and categorize items into keep, donate, sell, or trash. This process not only clears space but can also be emotionally freeing.

Organize: Whatever you decide to keep, organize it neatly. Use storage bins or baskets to tidy up spaces like closets, pantries, and garages.

Depersonalize: Remove personal photos, mementos, and distinctive decorations. Buyers should be able to envision themselves living in the space.

DEEP CLEAN YOUR HOME:



A clean home is essential for making a great first impression. Here's how to ensure your home shines:

Deep Clean: Beyond regular cleaning, deep clean your home. This includes washing windows, scrubbing grout, and cleaning under and behind furniture.

Focus on High-Traffic Areas: Pay extra attention to kitchens and bathrooms. These areas should be spotless and sanitary.

Don't Forget the Exterior: Curb appeal matters. Power wash the exterior, clean gutters, and ensure the entrance is inviting.

Address Odors: Neutralize any pet, smoke, or cooking odors. Open windows to air out the home and consider using air purifiers or neutral air fresheners.

MAINTAIN THE CLEANLINESS:



Once you've decluttered and cleaned, maintaining this state is important, especially for showings.
Here are some tips:

Daily Tidying: Make beds, wash dishes, and keep surfaces clear each day.



Storage Solutions: Have quick-storage options for everyday items. This helps in keeping the house ready for showings at short notice.

Routine Checks: Regularly check areas prone to mess, like bathrooms and kitchens, and clean as needed.

By decluttering and thoroughly cleaning, you not only enhance your home's appeal but also potentially increase its market value. These steps are crucial in preparing your home for sale, making it more attractive to a wide range of buyers.

MAKE THE NECESSARY REPAIRS:

Now is the time to tackle those home projects that you've been putting off. Address repairs ***before*** listing your home to significantly improve the appeal and value of your property. While you may think that there is no point since you're selling anyway, making necessary repairs before listing can lead to a smoother sales process, potentially higher offers, and fewer issues during the buyer's inspection. It demonstrates to potential buyers that you've taken good care of the home, making it more appealing and reducing the likelihood of renegotiation due to issues uncovered during their inspection.

Here's a detailed approach to identifying and making necessary repairs:

Start by conducting a thorough assessment and identify issues that need fixing. It's helpful to walk through your home with a critical eye, noting anything that may catch a buyer's attention negatively. Also consider a pre-listing home inspection to uncover hidden problems you might not be aware of. (This step can prevent surprises during the buyer's inspection).

TYPES OF REPAIRS TO CONSIDER:

Structural Issues: Address foundational problems, roof leaks, or major systems in need of repair (like heating, ventilation, and air conditioning).

Cosmetic Repairs: These include fixing peeling paint, cracked tiles, or damaged flooring. A fresh coat of neutral paint can do wonders for your home's interior.

Plumbing and Electrical: Leaky faucets, running toilets, or faulty wiring should be fixed to avoid buyer concerns about maintenance.

Exterior and Landscaping: Ensure the home's exterior is inviting. This might include repairing broken siding, refreshing the paint, or tidying up the garden and walkways.

TIP OF THE DAY:

Keep a record of all the repairs and maintenance work done on your home, including before and after photos, receipts, and warranties. This documentation can be valuable during negotiations, showing buyers that the home has been well-maintained.









MODERNIZE YOUR HOME WITH UPGRADES:

Consider making strategic improvements that can enhance the appeal and value of your property before listing it for sale. While not all updates will yield a high return on investment, focusing on key areas can make your home more attractive to potential buyers and possibly increase its sale price.

Here's how to approach making updates:

Start by evaluating your home's current condition and comparing it to other properties in your area. This will help you identify updates that could make your home more competitive in the market. Consider:

Current Trends: Look at what's popular in home design and features in your market. For example, open floor plans, energy-efficient appliances, or smart home technology might be in demand.

Buyer Expectations: Think about the expectations of potential buyers in your area. Young families might appreciate updated bathrooms and a functional, modern kitchen, while professionals might look for home offices or high-speed internet capabilities.

SIMPLE TOUCHES THAT MAKE A DIFFERENCE:

- FRESH COAT OF PAINT
- CREATE CURB APPEAL
- UPDATE FIXTURES & HARDWARE

FOCUS ON HIGH-IMPACT AREAS:

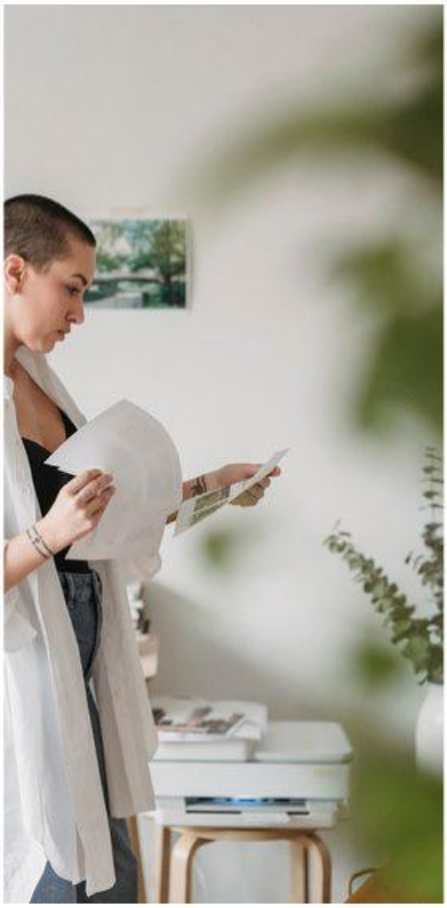
Certain updates tend to attract buyers and may offer a better return on investment:

Kitchen: Consider updates like refinishing cabinets, upgrading countertops, or modernizing appliances. Even small changes, like new hardware or lighting, can refresh the space significantly.

Bathrooms: Updating fixtures, lighting, and vanities or adding a fresh coat of paint can make bathrooms more appealing.

Flooring: Replacing worn carpet or outdated tiles with hardwood floors or modern, durable flooring options can transform your home's look and feel.

Lighting: Bright, well-lit homes are more inviting. Update old fixtures and consider adding additional lighting to dark areas.





TIP OF THE DAY:

Set a Realistic Budget: Determine how much you're willing to spend on updates based on the potential return on investment. Avoid over-improving your home for the neighborhood, as it might not pay off.

DIY vs. Professional: Assess which updates you can do yourself and what requires professional assistance. DIY projects can save money but consider the quality and safety of the outcome.

STEP 2: PRICING YOUR HOME

A list price that is neither too high nor too low

Pricing your home is the most important step in the process. It plays a fundamental role in how quickly the property sells, the degree of interest it garners from potential buyers, and the ultimate profit you realize from the transaction. You'll want to take extra care to price your home correctly.





A HOME PRICED TOO HIGH:

Setting the price of your home too high can lead to several adverse outcomes. Properties priced above the market average tend to remain unsold for extended periods, as buyers typically compare home options. They might find better value in other properties that are priced more competitively.

A home that sits on the market for a long time are perceived negatively, with potential buyers speculating there might be underlying issues with the property.

Also, if a buyer is willing to meet a higher price, they could see challenges securing financing if the appraisal value does not match the selling price, potentially derailing the sale.

A HOME PRICED TOO LOW:

Setting the price too low might facilitate a quicker sale, but it comes with its own set of drawbacks. This strategy may cause you to not fully capitalize on the financial value of your property, effectively leaving money on the table.

An exceptionally low price could raise suspicions among buyers regarding the condition of the home, potentially deterring serious offers or leading to undervalued bids.

A HOME PRICED CORRECTLY:

Striking the right price is therefore essential. A home priced accurately tends to attract genuine interest from buyers, leading to a more streamlined and effective selling process. Properties that are priced appropriately are more likely to receive multiple offers, which could increase the final sale price.

TIP OF THE DAY:

Consider getting a professional appraisal. This can provide an objective assessment of your home's value.

I'm also happy to run a free pricing analysis for you, no listing required.



Pricing your home correctly is the art of balancing aspiration with reality. It's about understanding the true value of your home and aligning it with the market's heartbeat.

SETTING THE RIGHT PRICE

Your home's ideal price is influenced by current market conditions, including supply and demand dynamics in your area. Begin by:

Researching Comparable Sales (Comps): Look at recent sales of similar homes in your neighborhood. Focus on homes with similar size, features, and condition. This comparison gives you a baseline for your pricing strategy.

Evaluating Current Listings: Understand the competition by reviewing active listings. This insight helps you position your home competitively.



CONSIDER YOUR HOME'S FEATURES

While comps provide a starting point, also account for what makes your home different. Unique features or upgrades can increase your home's value. However, be realistic about the impact of these features on the overall price.



ADJUST FOR MARKET TRENDS

Market conditions can affect your pricing strategy:

In a **seller's market** (more buyers than homes), you might price your home slightly higher, leveraging the high demand.

In a **buyer's market** (more homes than buyers), a more competitive price can attract more interest.



BE FLEXIBLE

Be prepared to adjust your price based on feedback and market response. If your home is not attracting showings or offers, it may be priced too high.

THE MARKETING

Marketing your home for sale is not just a step in the selling process; it is the bridge that connects your property with potential buyers, turning a house into someone's future home. In today's fast-paced real estate market, the way you present and promote your home can significantly influence how quickly it sells and the price it commands. A well-crafted marketing strategy can elevate your home above the competition, ensuring it reaches the right buyers.

Let the marketing begin...

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STEP 3: MARKETING YOUR HOME

All eyes on you - your home





Marketing your home effectively is pivotal in a FSBO sale. It's how you capture the attention of potential buyers and draw them to consider your property as their future home. A well-thought-out marketing strategy can bridge the gap between your offering and the right audience, ensuring your home doesn't just linger on the market.

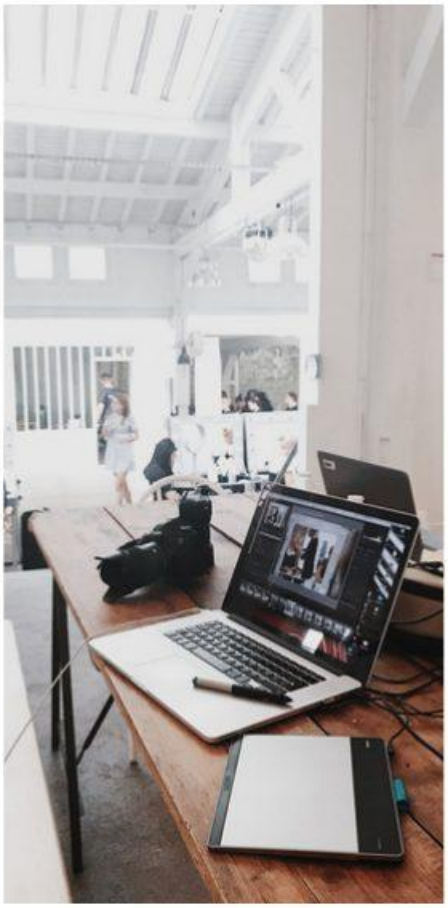
Here's how you can approach marketing your home, focusing on essential tools and strategies to maximize visibility and attract serious buyers.

THE POWER OF PHOTOGRAPHY

The visual appeal of your home is your first and strongest selling point. High-quality, professional-grade photographs capture the beauty and unique features of your property, making it stand out in listings and advertisements. Consider hiring a professional photographer who specializes in real estate to ensure your home is shown in the best light. These photos will be the foundation of your marketing materials, from online listings to printed flyers.

LEVERAGE SOCIAL MEDIA

Social media platforms are powerful tools for reaching a wide audience quickly. Use platforms like Facebook, Instagram, and X to share your listing, utilizing your network to spread the word. Create engaging posts that highlight your home's best features, and consider investing in targeted ads to reach potential buyers in your area or those looking to move there.



INTERNET & MLS LISTINGS

The internet is the first place most buyers look when searching for a home. Listing your home on popular real estate websites and the Multiple Listing Service (MLS) can significantly increase its visibility. While FSBO sellers may need to pay a fee to list on the MLS, the investment is often worth it for the exposure it brings. Ensure your listing includes detailed descriptions, key features of your home, and your professional photographs.



YARD SIGNS & PRINT MATERIALS

Never underestimate the power of traditional marketing methods. A well-designed yard sign can attract the attention of passersby and local buyers. Include a sign rider with a web address or QR code linking to your online listing for more information. Additionally, create high-quality brochures or flyers to distribute in local businesses or public spaces, offering potential buyers a tangible reminder of your property.







OPEN HOUSE & PRIVATE SHOWINGS

Hosting open houses can be an effective way to showcase your home to multiple interested buyers at once. Advertise your open house on social media, local classifieds, and real estate websites to ensure a good turnout. Additionally, be prepared to schedule private showings for interested buyers who cannot attend the open house or prefer a more personal viewing experience.

REAL ESTATE WEBSITES & FORUMS

Post your listing on real estate forums and websites that allow FSBO listings. These platforms can connect you with buyers specifically looking for FSBO properties, potentially leading to faster sales.

In marketing your FSBO home, creativity, consistency, and a professional approach are key. Utilize a mix of traditional and digital marketing strategies to ensure your home reaches the widest possible audience. Remember, your goal is to make your home visible and appealing to potential buyers, leading them to envision it as their own. With the right marketing approach, you can attract serious buyers and move closer to a successful sale.

Marketing your home for sale is like telling its story in the most compelling way possible. It's not just about listing a property; it's about inviting buyers to envision their future in a space where dreams can unfold.

STEP 4: HOME SHOWINGS

Time to cross all T's and dot all I's

Home showings are pivotal moments where potential buyers form their impressions of your home. To ensure you make the best possible impact, consider the following strategies that will leave buyers with a positive impression:





HOME PREPARATION

Firstly, preparation is key. Your home must be spotless and staged for each showing. This involves deep cleaning, decluttering, and thoughtful arrangement of furniture. Proper lighting enhances your home's appeal, so open curtains to flood spaces with natural light and turn on additional lights for a warm ambiance. Adjust the temperature to make sure your home is comfortable, no matter the season, and arrange for pets to be elsewhere to avoid distractions and ensure all visitors feel comfortable.

SAFETY & SECURITY

Consider the safety and security of your home during showings. Secure your valuables and personal items, and if you're conducting showings alone, let someone know about your plans. Offering a sign-in sheet for visitors can also add a layer of security.

INTERACTIONS

When interacting with potential buyers, a warm greeting and a brief overview of your home set a positive tone. Highlight significant features or updates, but then give buyers space to explore and discuss the property among themselves. This freedom can help them envision living in your home more vividly. Be ready to answer questions after giving them some time alone, showing your availability and openness.

SOLICIT FEEDBACK

Finally, soliciting feedback after showings can provide invaluable insights. Whether positive or constructive, feedback can help you understand how your home is perceived and identify any adjustments that might improve future showings or the overall appeal of your property.

TIP OF THE DAY:

Consider passing out a property information sheet that highlights key features, recent updates, and community benefits to help buyers remember what makes your home special.



Showing your home is the moment where preparation meets opportunity, allowing each visitor to step into the possibilities of a new beginning.

DOS AND DON'TS WHEN SHOWING

Open house and private showing etiquette

THE DOS

1. Do ensure your home is clean, decluttered, and well-maintained
2. Answer questions about your home and neighborhood
3. Do create a welcoming atmosphere ensuring the home is well-lit and at a comfortable temperature
4. Allow space to explore the home on their own after a brief tour
5. Be accommodating and make your home easily accessible.
6. Politely ask for feedback after showings
7. Have printed home flyer / information available

THE DON'TS

1. Don't take criticism personally. Even negative feedback is useful.
2. Don't hover over people
3. Don't forget about pets as not everyone is comfortable around animals.
4. Don't ignore curb appeal. The outside should invite buyers inside
5. Don't hide problems with the home and be honest about issues
6. Don't be inflexible or too rigid
7. Don't give too much information about yourself



THE NEGOTIATIONS & CLOSING

Navigating home negotiations and closing successfully is about strategy and precision. Your goal is to achieve a fair price that reflects your home's value while remaining open to compromise.

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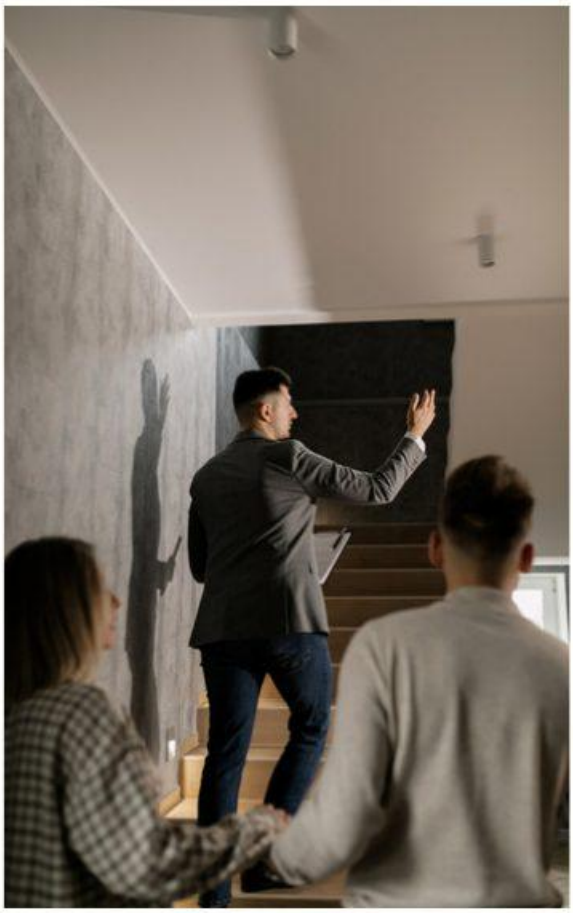
STEP 5: NEGOTIATIONS

The art of finding common ground





Navigating the negotiation phase is a critical aspect of selling your home, especially in a FSBO scenario where you're managing the process without a real estate agent's assistance. This stage demands a careful balance of assertiveness and flexibility, as well as a deep understanding of the value of your property and the dynamics of the current real estate market.

PREPARE TO NEGOTIATE

Firstly, preparation is crucial before entering negotiations. This involves not only knowing your bottom line—the minimum offer you're willing to accept—but also understanding the factors that might influence a buyer's offer, such as market conditions, the condition of your property, and comparable sales in your area. Having a clear idea of your home's worth and the reasons behind it will strengthen your position.

When you receive an offer, take the time to review it thoroughly. Offers consist of more than just the price; terms, conditions, and contingencies play significant roles in the overall package. For instance, buyers may request repairs, closing cost assistance, or specific closing dates. Each element of the offer should be considered carefully in your response.

COMMUNICATE EFFECTIVELY

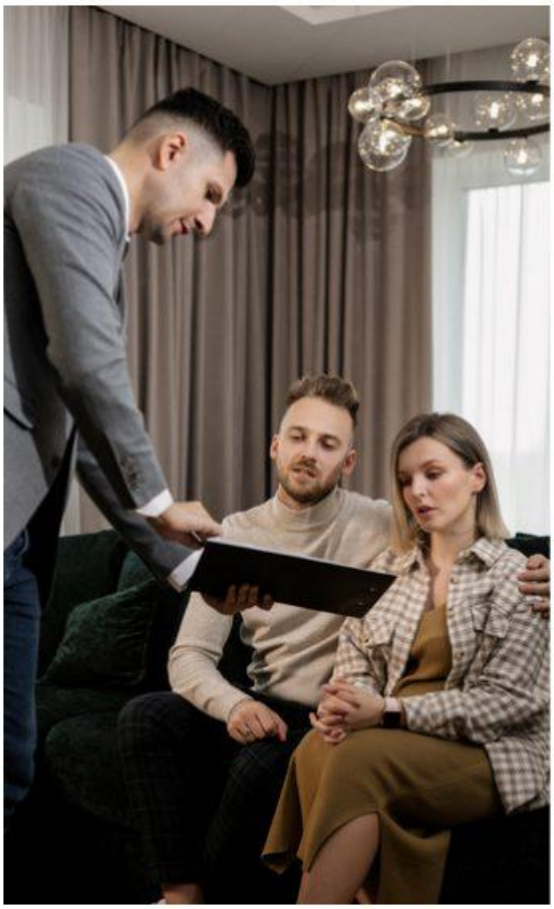
Effective communication is key during negotiations. Be prompt and clear in your responses to keep the process moving smoothly. If an offer is lower than expected, it's important to remain calm and professional. Instead of outright rejection, consider making a counteroffer that aligns more closely with your expectations while still being fair to the buyer. This can keep the dialogue open and lead to a compromise that satisfies both parties.

STRIVE FOR FLEXIBILITY

Flexibility can also be a valuable asset in negotiations. While it's important to stand firm on your key priorities, being open to negotiation on other aspects can make the process more amicable and lead to a successful sale. For example, if a buyer is pressing for a lower price, you might counter with your original price but offer concessions in other areas, such as leaving behind appliances or flexible moving dates.

BACK-AND-FORTH

Lastly, be prepared for back-and-forth negotiations. Rarely is a home sold on the first offer. Patience and strategic adjustments to your counteroffers can gradually bring both parties to a mutually beneficial agreement. Throughout this process, maintain a focus on the end goal: a successful sale that meets your needs while respecting those of the buyer.



NEGOTIATION & CONTRACT TIPS:

1. Take your time but don't take too long or buyers may walk.
2. Get title insurance through a local title company.
3. Hire an attorney to draw up the contract and addendums to avoid mistakes.
4. Keep a list of potential buyers in case the deal falls through.

STEP 6: STEPS TO CLOSE

Get the bubbly ready!

Closing is the final step in selling your home. This phase seals the deal, transferring ownership from you to the buyer, and involves several key components that require careful attention and coordination. Handling this process with diligence ensures a smooth transition and legal compliance.

FORMAL CONTRACT

Once you and the buyer have agreed on the terms and the negotiations are complete, you will move forward with a formal, written contract. It should detail every aspect of the sale, including the agreed-upon price, any contingencies (like the sale being subject to a satisfactory home inspection or the buyer securing financing), and the expected timeline for closing. It's advisable to have a real estate attorney review or help draft this document to ensure that it complies with all state and local regulations and adequately protects your interests.

Following the contract, attention shifts to satisfying any contingencies outlined. This often includes a home inspection and appraisal, arranged by the buyer. Your role is to provide access to your home and to negotiate any repairs or price adjustments based on their findings.

TITLE INSURANCE

Next step is the title search and obtaining title insurance. A title search ensures that the property is free of any liens or claims that could affect the sale or the buyer's future ownership. Title insurance protects the buyer (and lender, if applicable) from future claims against the property. As the seller, you need to ensure that any issues uncovered during the title search are resolved before closing.

CLOSING DAY

Finally, the actual closing meeting is where all parties finalize the transaction. This meeting may involve you, the buyer, possibly both parties' attorneys, and a closing agent who oversees the document signings. During this meeting, you'll sign over the deed, the buyer will complete their financing paperwork (if applicable), and all closing costs will be paid. After all documents are signed and funds are exchanged, the sale is officially complete, and the keys are handed over to the buyer.

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EXPECTED COSTS

The more you know, the better you're prepared

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CLOSING COSTS

1. Real estate attorney fees
2. Title search and title insurance
3. Transfer taxes
4. Recording fees
5. Prorated property taxes and HOA

HOME PREP COSTS

6. Repairs and maintenance
7. Home staging
8. Home inspection

MARKETING COSTS

9. Professional photography
10. Listing fees
11. Signage and print materials

MISCELLANEOUS

12. Moving costs
13. Home warranty



HOME ISN'T SELLING?

If your home isn't selling, it could be due to a few reasons like pricing, marketing strategies, or the condition of your home.

Let's explore the reasons...

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Here are concise explanations of common reasons why a home may not sell:

1. **Overpricing** - Setting the price too high can deter potential buyers, making your home sit on the market longer than necessary. Price your home competitively based on market analysis.
2. **Lack of Exposure** - Inadequate marketing can prevent your home from reaching potential buyers. Utilizing a mix of online and traditional marketing methods is essential for visibility.
3. **Poor Presentation** - A home that appears cluttered, outdated, or in disrepair can turn off buyers. Clean, declutter, and stage your home to make the best first impression.
4. **Inflexibility** - Being rigid with showings or unwilling to negotiate can stall the selling process. Flexibility in accommodating buyers and negotiating terms can facilitate a quicker sale.
5. **Unresolved Issues** - Significant problems like structural defects or maintenance issues can hinder a sale. Address these issues before listing to make your home more appealing.
6. **Market Conditions** - External factors like a slow market or economic downturns can affect your ability to sell. Adjusting your strategy, such as by offering incentives, can help.
7. **Poor Online Presentation** - Low-quality photos or scant information can be overlooked. Invest in professional photography and ensure your listing is comprehensive and engaging.



IN THEIR WORDS

Sellers on working with Marcus

Selling on your own is a real option. If you decide you want a partner for the hard parts, here's what sellers who made that call have said.

★ ★ ★ ★ ★

"Selling a home can feel overwhelming, especially when there are so many details, decisions, and questions along the way. Having Marcus on our side made all the difference."

CLAIR JONES · SELLER

★ ★ ★ ★ ★

"He took the time to understand my needs and concerns, and developed a customized plan to ensure a successful sale. Thanks to Marcus, my house was sold quickly and at a great price."

JERINIQUE GASTON · SELLER

★ ★ ★ ★ ★

"We have bought and sold homes in the past, but Marcus is by far the best agent we have had."

SALITA WYNN · BOUGHT AND SOLD

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WHAT HAPPENS NEXT

I'M HERE TO HELP

Selling on your own is your call, and I respect it. If you get stuck on pricing, a contract or an offer, call me. No pressure to list and no strings attached. And if you ever want a partner for the rest, I'm here.

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