

## **Mistakes Not To Make When Selling Your Home**

We've seen lots of mistakes made in this seller's market over the last several years. Most fall into one of the three main categories which we've outlined below. Please read our practical advice for avoiding the more common pitfalls.

### **Failing to Plan the Financing of the New Home**

If you need the equity in your current home to buy the next one, figure out how you will access that money *before* you list your home for sale. If you need to borrow against that equity before the sale is final, you will have a very difficult time doing so if your home is listed on the Multiple Listing Service (MLS).

### **Failing to Hire a Phenomenal Realtor**

Most people think that all one needs to do these days to get a house sold is to hang a "Home for Sale" sign out front. While that house will likely sell in this market, the truth is that the assistance of an expert real estate agent is worth it. First of all, a good real estate agent will keep you out of trouble. With the increase in lawsuits surrounding real estate transactions, it's imperative to have someone help you navigate the complexities of selling your home. What's more, an agent can save you time, energy, and stress when it comes to showing your house, reviewing purchase offers, and managing the numerous transactional details. Finally, a good real estate agent should make recommendations regarding your home's presentation. A savvy agent's marketing insights can garner offers that more than make up for the agent's commission. If you need a referral, please call us.

### **Failing to Follow Your Experts' Advice**

Your mortgage consultant will recommend the timing and course of action for financing the new home and/or borrowing against equity in the current home. Any deviation from this plan could result in disaster. Your real estate agent knows the market and can guide you. S/he will advise on how to prepare your home for sale (inspections, staging, etc.), timing the listing, and which purchase offer you should accept. Follow his or her lead. If you can heed the advice above and trust in your real estate advisors, you'll be on your way to a smooth transaction. Good luck!

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