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Home Not Selling? Try These Tips

Beaver County – In today’s market, most homes aren’t staying long on the market once they are listed.

So, you decide to get your house ready to list. You hire a real estate agent and set a price, hoping to make a few bucks, since your neighbor just sold his house for more than even they expected. But then days go by and no offers trickle in, despite quite a few showings. What’s going on?

“Even though there is an influx of properties selling for over their listed price, you have to be careful to not overprice your house,” said Beaver County Association of Realtors® President Judy Plakosh. “If a house is priced too high to begin with, and many buyers are hearing about having to offer over asking price, they will most likely walk away. Many people seem to be willing to pay a little more, but don’t get greedy just because it’s a hot market for sellers.”

Additionally, can your house use a little work? You want to make sure it looks its best, regardless of the market. Don’t underestimate a fresh coat of paint, a deep clean and a decluttering before photos are taken for the listing and before people come to check out your home.

A home that needs some, or a lot, of work is just not going to get as high of a price as one in great shape. Even for people desperate to buy, a dirty or cluttered home is generally a big turnoff.

“Take your Realtor’s® advice to heart. They have the advantage of knowing the local market and just because homes are moving quickly does not mean yours will,” said Plakosh. “Make sure your home looks its best for the first impression and is priced fairly.”

The Beaver County Association of REALTORS® is the voice for real estate in Beaver County.