

Questions Sellers Ask

Making the process clear

- Is it okay to call my agent at home? *Of course!*
- Should I be home when the house is being shown? (Usually not..ask me about this.)
- What are the most important things that a buyer looks for? *As many aspects of "Universal Appeal" as they can get...again, ask me about this.*
- Must I have Open Houses? *No, but you should, it's a key way to market the home.*
- What simple things can I do to make my home more inviting? *Clear clutter, create more light and space.*
- Should I make cosmetic repairs now, or should I leave them for the buyers to do in a way that they like? *It depends. The more inviting it looks, the better*
- Are prospective buyers favorably influenced by a house that looks "lived in"? *Yes, but tidily lived in. Staged is often best.*
- Should I display or hide evidence of family member's careers, hobbies and interests? *Not always a factor. An ant farm is probably NOT a great hobby to leave out.*
- What happens during the escrow period? *Lots. Check the [marketing page](#) to see all that we do*
- At what point does the buyer lose the deposit if he/she withdraws from the sale? *When they breach the contract by canceling the sale without exercising a valid contingency. Even then, getting the deposit isn't always easy.*
- Should I accept an offer that is contingent on the sale of another home? *Sometimes....it depends on the market, and the likelihood of a better offer coming along*
- What arrangements should I make, if I must move before the home is sold? *We can make sure that all asp*