



HOME SELLING INCONVENIENCES

Practical Tips for a Pleasant Selling Experience!

Living with Home-Selling Inconveniences!

Knock-Knock! Potential buyers might show up uninvited. They may approach you in your yard, knock on your door, be waiting in your driveway when you come home. For safety reasons, do not let in unscheduled individuals. **Politely direct them to call your agent as shown on the yard sign.** Your agent will ensure they are legitimate and qualified prospective buyers.

A Showing ... NOW??? Don't panic over a call from Centralized Showings Service (CSS) if they ask if your home may be shown "RIGHT NOW." This might happen – it is common in the real estate industry. If the moment is not good timing, simply apologize and recommend an alternate time to give you time to prepare and vacate.

Show or No-Show? An agent is showing buyers 15 homes in one day, not expecting them to linger for 45 minutes at each home. Running behind schedule they miss our showing appointment or show up late to see your home. **Be prepared to be flexible.**

They Left Our Lights On! Many agents were trained to leave the lights on after a showing, if they were on at arrival, in case there might be another showing following theirs. If you want lights off after a showing, leave a note on a table or entry door, "Please Turn Off All Lights on Your Way Out. Thank You."

They Used Our Restroom! This will likely occur, occasionally. Although many visiting prospective buyers and their agents will use a half bath or powder room in your home, some will make themselves at home and use a master bath or any other bathroom. Be patient and understanding – consider it part of the process.

I'm Locked Out! Many of us access our homes by entering through the garage door. A buyer or agent with good intentions might lock the door to the garage, inadvertently locking you out. To help avoid this, **attach a note** on the door to the garage, "Please Do Not Lock this Door."

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My Home is not Being Shown! Relax! The real estate market cycles sporadically. Your home may be shown right away and frequently. It might not be shown for two or three weeks. There is no rhyme or reason; but trust that Anthony Team Realty and F.C. Tucker Company, with a 100-year of home marketing strategy development. **We are maximizing your home's visibility to buyers and are happy to address your concerns.**

How Did the Showing Go? After an agent shows your home, we automatically email the showing agent (up to three times) to request feedback immediately after a showing. If, after a day or two, the agent fails to replay, we will follow up with a phone call. If there is no response after these efforts, we will presume there is no interest. **The feedback we deliver is a true accounting of what the showing agent tells us.**

Post-Showing Criticism. You know what they say about opinions ... When we receive feedback from prospective buyers and their agents, sometimes their comments are empty. Occasionally remarks are made about things beyond your or our control. **If we receive foolish, harsh, and unproductive comments, please consider it unworthy of concern.**

The Home Inspection. Our experience shows that sellers tend to worry about the often-dreaded home inspection. Relax while we wait on this to be completed. As a courtesy to all parties, do your best to vacate the home for the duration of the inspection. An inspector's report and buyer's initial response may take up to 14 days. **Relax in knowing that your agent is on top of it.** In the spirit of good will negotiations, we will work through the process to foster satisfaction for both buyer and seller.

Appraisal. Typically, the appraisal is requested within the first couple weeks after an accepted offer. Like the inspection, it is best to vacate the home while the appraiser completes the assessment. Appraisals are ordered blindly via computer. The lender does not know who the appraiser will be until the appointment is scheduled. Once complete, the appraisal is reviewed and scrutinized by a third-party company to prevent appraisal fraud.

Closing. Mortgage lenders are being held to much higher standards, today, than years ago – more paperwork, more verifications, more processing, more scrutinizing, and more red tape. An average FHA loan takes up to 45 days to close. There is a chance that closing could be delayed 2 to 7 days; but know that **we will work diligently with all parties involved to ensure every effort is invested toward meeting the intended closing date.**

