



SOMETHING DIFFERENT REAL ESTATE
HOMEOWNERS SOURCE FOR REAL ESTATE EDUCATION

FSBO MISTAKES TO AVOID WHEN SELLING YOUR HOUSE

<https://somethingdifferentre.com>



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1. OVERPRICING THE PROPERTY

Why it's a problem:

Most FSBO sellers think their home is worth more than it actually is. Emotional attachment, renovation costs, or comparisons with nearby homes can cloud judgment.

How to avoid it:

- Get a Comparative Market Analysis (CMA) or hire an appraiser.
- Use online tools to research recent sales, but don't rely on them alone.
- Review recently sold homes that match yours in size, location, and condition.

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2. POOR HOME PRESENTATION & STAGING

Why it's a problem:

Buyers should be able to visualize themselves living in the home. Clutter, outdated decor, or lack of cleanliness makes a bad impression.

How to avoid it:

- Deep clean every room.
- Declutter countertops, closets, and personal items.
- Use neutral colors and minimal decor.

Hire a professional photographer – blurry phone pics won't cut it.

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3. SKIPPING THE MARKETING PLAN

Why it's a problem:

Listing your home on one site and sticking a sign in your yard is not enough.

How to avoid it:

- List your home on multiple FSBO platforms (Zillow, FSBO.com, Facebook Marketplace, Craigslist).
- Use social media ads to target local buyers.
- Think about purchasing MLS access through a flat-fee broker to expand your listing's visibility.

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4. NOT KNOWING HOW TO SCREEN BUYERS

Why it's a problem:

Allowing anyone to tour your home without vetting them wastes time and can be unsafe.

The consequence:

Time wasted with unqualified buyers, or worse, scams.

How to avoid it:

- Require pre-approval letters before scheduling tours.
- Ask for buyer agents to be present if they're working with one.
- Never host open houses alone – always have someone with you for security.

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5. INADEQUATE KNOWLEDGE OF LEGAL & PAPERWORK REQUIREMENTS

Why it's a problem:

Real estate deals require handling legal contracts, mandatory disclosures, and compliance with state-specific regulations.

How to avoid it:

- Hire a real estate attorney to review paperwork.
- Understand your state's required disclosures (lead paint, structural issues, etc.).
- Use reputable online FSBO platforms that provide downloadable templates.

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A hand holding a set of keys, with a small house model in the foreground.

Thinking of Selling Your Home Without a Realtor?

Take the *FSBO course from Something Different Real Estate* that is designed to empower homeowners with the step-by-step knowledge to confidently market your property, negotiate offers like a seasoned pro, and handle the entire sales process from listing to closing-all while avoiding hefty agent commissions.

Get in touch now!