

## Top Tips - Pre-sale Mistakes

- Not setting a time for a qualified local Realtor® to walk through your home pre-list.
  - Often a seller has a list of potential improvements and many will have little impact on value and buyer experience.
  - Contact: [landryteam@benchmarkmaine.com](mailto:landryteam@benchmarkmaine.com) or (207) 775-0248
- Smoking in your home.
  - Whether it is in the basement, one room or only on weekends, smoking in your home is BIG trouble. Many people are so sensitive they won't even walk through.
- Using bold paint colors or wallpaper.
  - These colors may work for you but most people will find them distracting.
  - We recommend: Joy Knight, color consultant: (207) 761-1857
- Upgrading countertops or flooring.
  - These are typically big ticket items and better left to the buyer post-purchase.
- Spending time organizing the basement or garage.
  - Your time should be spent focusing on the main living areas of the house.
- Adding insulation or weather stripping.
  - This is great to do if you are staying in the house but something most buyers will not notice or pay more for.
- Not working with an accredited local staging consultant.
  - Like working with a qualified Realtor®, money spent here can come back 10X.
  - We recommend:
    - Fiore Interiors, Vanessa: (207) 318-0795
    - Kate Lowery Designs, Kate: (207) 776-9558
- For more recommended vendors, visit [www.benchmarkmaine.com/preferred](http://www.benchmarkmaine.com/preferred).

