

Good To Know

Dream Home Athens Tips & Guides

Things a Seller should Never Say

When it comes to selling your home, it is your duty to disclose things that could be harmful to the future homeowners, such as the presence of asbestos or lead paint in the property, pest infestations, and even mold. However, there are certain facts that sellers should never slip to buyers, especially when it involves personal circumstances.

And while a seller should never be around the house during showings, it is not uncommon for the buyer and the buyer's agent to show up while you are still in the house. And during those short moments when you are leaving for the door, questions from the buyer such as "Why are you selling?" and "How long has this been on the market?" could be thrown at you. If you are not mindful of answering these seemingly innocent questions, they could reveal important details that could compromise your negotiating power and cost you the home sale.

Here are some of the things sellers should never, ever talk about with a prospective buyer:

Your home has been For Sale for a long time

Discussing to the buyer how long the home has been on the market can send the wrong message. They may think you are desperate to sell, so there is a chance they will give a lowball offer, include too many contingencies, or complicate negotiations. Likewise, buyers may think there is something wrong with the house that is why it is still sitting on the market.

Why are you selling your home?

No matter your situation and reason for selling your beloved home, you may want to keep that to yourself. Because some situations could evoke sympathy to your potential buyers, it will not stop them from thinking that you are desperate to sell.

Oh, this neighborhood is too crowded and noisy!

Each buyer has their own preferences. So, avoid saying anything about the neighborhood, or else it could backfire. You do not know what a home buyer wants in his or her new community, so it is better to avoid this topic.

I cannot wait to move!

Do not disclose that you already found your next ideal home but that your offer is contingent on selling this house. The same rule applies if you have already purchased your next home and are already dying to move.

No one has made an offer to buy my house yet

When asked, it is better to say, "We've had a lot of interest" or "We're expecting an offer soon." There is no need to broadcast how many offers you have or have not received. Do not lie, these matters should only be between you and your listing agent.

I wanted to fix this or that but was not able to

Do not ever mention anything that you think might be wrong with your home. Your dreams and "what ifs" for your home and any repairs you planned to address should not surface now. They may not even agree with your idea of redoing the bathroom and may love the home as it is.

Never say you are not willing to negotiate the price

Announcing to your potential buyers that you are not open to negotiating is a colossal mistake. When you hint that you are inflexible on the home's price, it may discourage buyers to try to work out on the acceptable price and terms. Be realistic and open to reasonable offers to increase your chances of putting more money on the table.