

Celia Manley

REAL ESTATE



Celia Manley

Celia Aguzzi Manley is a graduate of Delta State University. Her career started with real estate banking, commercial and residential, until she retired after 26 years. She is a Top Producing Realtor® in the Jackson metro area covering Madison, Rankin and Hinds Counties. Celia is also an active DSU alumni with the Jackson Metro Chapter. If you know of anyone considering a move to, from or around the metro area, please give her a call. She considers it a privilege to assist homebuyers and sellers with their real estate needs.

Contact:



601-214-3307

celia.manley@era.com

www.celiamanley.com



Reasons Your House Isn't Selling

It's 6 months since you put up your house for sale, but you are yet to make the sale. You are almost giving up, right? If your house has been in the market for long enough and you have been having bad luck, chances are that there is something that you are doing wrong. Here are 4 reasons why your house isn't selling:

Pricing

This is one of the top reasons why many house owners don't sell their houses soon enough. It's normal to have emotional attachment to your house thus feel that the house is worth too much. To avoid having your house on the shelves for a long time, you should look your house in the buyer's perspective. You should ask yourself whether you should buy it at that listed price.

Too Much "You" In The House

While it might be impressive and comforting to have your family photos on the wall, it's most likely repelling the buyers. Remember that you are not selling the house to yourself, you are selling it to other people. To increase the chances of selling the house, you should get rid of all the personal items in the house.

The House Is In Poor Shape

There is no one who is going to buy your house if the roof is leaking or the walls need new paint or the flooring is horrible. Research studies have shown that most homebuyers want to "unpack" without doing a lot of renovations and decorations. To be on the safe side you should fix your house and give it a great look.

When doing the renovations always remember that the first impressions last; therefore, you should not only pay attention to the inside of the house, you should also touch up the outside. This calls for you to fix the fence, landscape and other exterior features.

Wrong Agent

Home studies have shown that houses sold by agents not only sell faster, they also sell at a higher price. The unfortunate thing is that good quality agents come at a higher price. Many homeowners tend to avoid the high agent prices by going for discount real estate agents. Always remember that you get what you pay for. If you hire a cheap real estate agent, you will most likely get cheap services.

For your house to sell fast, you should go for a certified and experienced agent. While you will pay a higher price, it will be worth it.

I work with sellers who want to sell and buyers who want to buy. For a Market Consultation, send me an email to celia@celiamanley.com to schedule your appointment.

Article Source: <http://EzineArticles.com/9166939>

