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FREE GUIDE · SELLERS

Avoiding the Pitfalls That Can Derail Your Home Sale

The most common reasons DFW sales fall apart — and how to prevent them.

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You deserve the Astute Life.

WELCOME

A signed contract isn't a closed sale. Between contract and closing, inspections, financing, appraisal, title, and timing all have to line up.

Most problems are preventable when you know where they tend to show up.

Pitfall 1: Overpricing at Launch

The first weeks on the market usually bring the most attention. An inflated price can waste that window and lead to a longer, weaker sale.

Pitfall 2: Incomplete or Inaccurate Disclosures

Texas sellers of most resale homes must provide a Seller's Disclosure Notice. Be complete and honest about known conditions. Surprises discovered later can end a deal — or create bigger problems.

Pitfall 3: Ignoring Known Repairs

If you already know about a roof leak, foundation movement, or an aging HVAC system, address it or plan for it. A buyer's inspector will likely find it during the option period.

Pitfall 4: Weak Buyer Financing

- Ask for a pre-approval letter, not just a pre-qualification.
- Your agent can verify the buyer's lender is responsive and the file is moving.
- Watch contract deadlines for financing approval.

Pitfall 5: Title and Survey Surprises

Liens, unreleased loans, HOA issues, boundary questions, or unpermitted additions can slow a closing. Open title early and look for problems before they become emergencies.

- [ ] Locate your existing survey — it may be usable with a T-47 affidavit if nothing has changed
- [ ] Gather HOA contact information and documents
- [ ] Know about any liens, judgments, or unpaid taxes
- [ ] Share information about additions or structural changes

Pitfall 6: Big Financial Changes During the Deal

Buyers are told not to open new credit or change jobs before closing. Sellers should also avoid surprises — like taking out new liens on the property or missing mortgage payments.

Pitfall 7: Poor Timing on Your Next Move

If you need to buy your next home, plan the order carefully. Options can include selling first, buying first, a leaseback, or aligning closing dates. The right plan depends on your finances and risk comfort.

Stay Reachable

Deals slow down when documents sit unsigned. Respond quickly to your agent, the title company, and requests for information during the contract period.

Where Michael Helps

- Pricing and prep plan before listing
- Offer review that weighs certainty, not just price
- Deadline tracking from contract to closing
- A sell-first or buy-first strategy for your next move

YOUR NEXT MOVE SHOULD START WITH A STRATEGY

Let's Build Your Plan.

Whether you're buying, selling, building, relocating, or preparing for later, Michael will help you figure out what makes sense for your family before you make the move.

Book a Strategy Call

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You Deserve the Astute Life.

Find It.

The right property, community, and lifestyle fit.

Finesse It.

Price, terms, incentives, and contract strategy.

Fund It.

Payment, cash to close, and financing coordination.
