



Top Mistakes to Avoid When Selling Your Home in Kansas City

1 Overpricing Your Home

Setting your price too high may scare off buyers or result in long delays. In Kansas City, the average days on market is roughly 50 days (Heartland MLS, 2025). Homes priced appropriately often sell faster and closer to asking price.

2 Skipping Repairs or Home Prep

Buyers notice everything. Lingering odors, dated fixtures, or small repairs left undone can reduce your offers. Consider pre-listing inspections and basic staging to increase appeal.

3 Listing at the Wrong Time

KC's inventory remains tight (down 15% YoY as of July 2025 – Heartland MLS), but buyer interest remains seasonal. Spring and early summer generally see more buyer activity and stronger offers.

4 Underestimating Holding Costs

While your house is on the market, you're still paying: mortgage, property taxes, utilities, insurance, HOA fees (if applicable), lawn maintenance, and general upkeep. These holding costs can total \$3,000–\$4,000 or more over a typical 50-day listing window.

5 Ignoring the Power of Curb Appeal

You never get a second chance to make a first impression. Mowing the lawn, fresh mulch, and a clean exterior can yield a big return—up to 7% more according to the National Association of REALTORS® (2024).

6 Trying to 'Go It Alone'

While some sellers attempt FSBO (For Sale By Owner), studies from NAR show that agent-assisted sales typically sell for 18% more. Hearthstone Properties KC offers both agent listing and fast cash offers—so you can choose what fits you best.

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