



**BABAJIDE  
OKUSAGA & CO.**  
Chartered Surveyors & Real Estate Consultants

Agency | Investment | Management | Syndication

# Selling your Home; Expectation vs Reality.

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## *Expectation 01*

Selling a house is quick and easy.

VS

## *Reality*

The process can take time.  
From preparing your home for sale, to waiting for  
the right offer, patience is key.







## *Expectation 02*

The house will sell at the asking price.

VS

## *Reality*

Market conditions and home appraisals can affect the final selling price. Be prepared for negotiations.





## *Expectation 03*

Once the house is listed, buyers will flood in.

VS

## *Reality*

It might take time and marketing to attract potential buyers. Professional photos and staging can help.







## *Expectation 04*

Selling a home is a DIY ( Do It Yourself) project.

VS

## *Reality*

Real estate agents have the experience and knowledge to navigate the process and can help you get the best price.



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