

FREQUENTLY ASKED QUESTIONS FOR SELLERS

How do you determine the right price for my home?

I use a combination of recent comparable closed homes, current active listings, market trends, and buyer behavior, nothing automated. Pricing is strategic. The goal is to position your home so it attracts strong interest early, creates leverage in negotiations, and ultimately nets you the best possible outcome.

How important is staging, and will it help?

Staging absolutely helps, but it doesn't always mean renting furniture or spending a lot of money. Staging is about helping buyers emotionally connect and visualize the space. I'll guide you on furniture placement, decluttering, and simple adjustments that make your home photograph better and show larger, brighter, and more inviting.

Should I repaint or update anything before listing?

Not always. I'll walk through your home with a buyer's eye and help you decide what's worth doing — and what's not. Some updates provide a strong return, while others don't. My goal is to help you spend money only where it makes sense.

What if my home isn't perfect?

No home is perfect, and buyers know that. What matters most is that a home feels clean, cared for, and well-maintained. Cleanliness is one of the first things buyers notice when they walk through the door, and it sets the tone for how they perceive the entire home. I help position your home honestly and confidently, focusing on its strengths and setting the right expectations so buyers feel comfortable and confident, not skeptical.

Do I need to be out of the house for showings?

Yes, whenever possible. Buyers feel more relaxed and take their time when the home is empty. I know this can be inconvenient, but it almost always leads to better feedback and stronger offers.

What if I have pets or children?

This is a very common question. The key is doing our best to keep the home tidy for showings when possible, as first impressions matter. Remember, the showing phase is temporary, and when we take the right steps upfront, it often leads to a stronger offer sooner.

For pets, safety is the priority. Even the friendliest pets can feel anxious or protective when strangers are in their space. Whenever possible, pets should be secured or removed during showings to help keep everyone comfortable and safe. I'll help you create a simple, realistic plan that fits your daily routine without turning life upside down.

Are open houses still worth it?

YES! When done intentionally. Open houses increase exposure, create urgency, and often bring in buyers who weren't actively searching yet. They also provide valuable real-time feedback that helps fine-tune our strategy early.

How will you keep my home secure during showings?

Showings are scheduled through a secure system used only by licensed agents. I recommend removing or locking away valuables, medications, and personal documents, and I monitor activity closely. Your home's safety is always a priority.



ALEXIS OAKES
REALTOR®

(918) 859-9603
aoakes@cibtulsa.com

 COLDWELL BANKER | SELECT