

Pricing Your Home to Sell

1. **Price it right. Set a price at the lower end of your property's realistic price range.**
2. **Get your house market ready for at least two weeks before you begin showing it.**
3. **Be flexible about showings. It's often disruptive to have a house ready to show on the spur of the moment, but the more often someone can see your home, the sooner you'll find a seller.**
4. **Be ready for the offers. Decide in advance what price and terms you'll find acceptable.**
5. **Don't refuse to drop the price. If your home has been on the market for more than 30 days without an offer, be prepared to lower your asking price.**