

## PROPER PRICING



1. Plenty of Showings.
2. Offers: \*Clean Offers \*Little Bargaining  
\*Closer to Your Terms
3. Beats the Competition.
4. Less days on the market.

## IMPROPER PRICING



1. No Enthusiasm from Realtors.
2. Very Few Showings.
3. Your property will **SELL** the Competition.
4. Will take longer to Sell - property becomes shop worn.
5. IF/When you get an offer, it will be either:
  - a. Low Offer
  - b. Lots of bargaining points
  - c. Buyer will insist on terms
6. You get tired of having to constantly maintain look of house for visits.