MARKET TIME VS SELLING PRICE

(The longer your home is on the market the less you will net).

Priced Right In:	Final Sales Price:
0 - 4 weeks	98.1%
4-12	96.4
13- 24	94.4
24 - More	91.1

Source: National Association of Realtors / Real Estate Expert Rick DeLuca

Price Right - Net More

A Buyer's first question is usually ***"How long has it been on the market?"***

The answer puts SELLERS in a weak negotiating position when on the market too long.

This simple "price high come down later" mistake costs sellers thousands of dollars in lost profit.