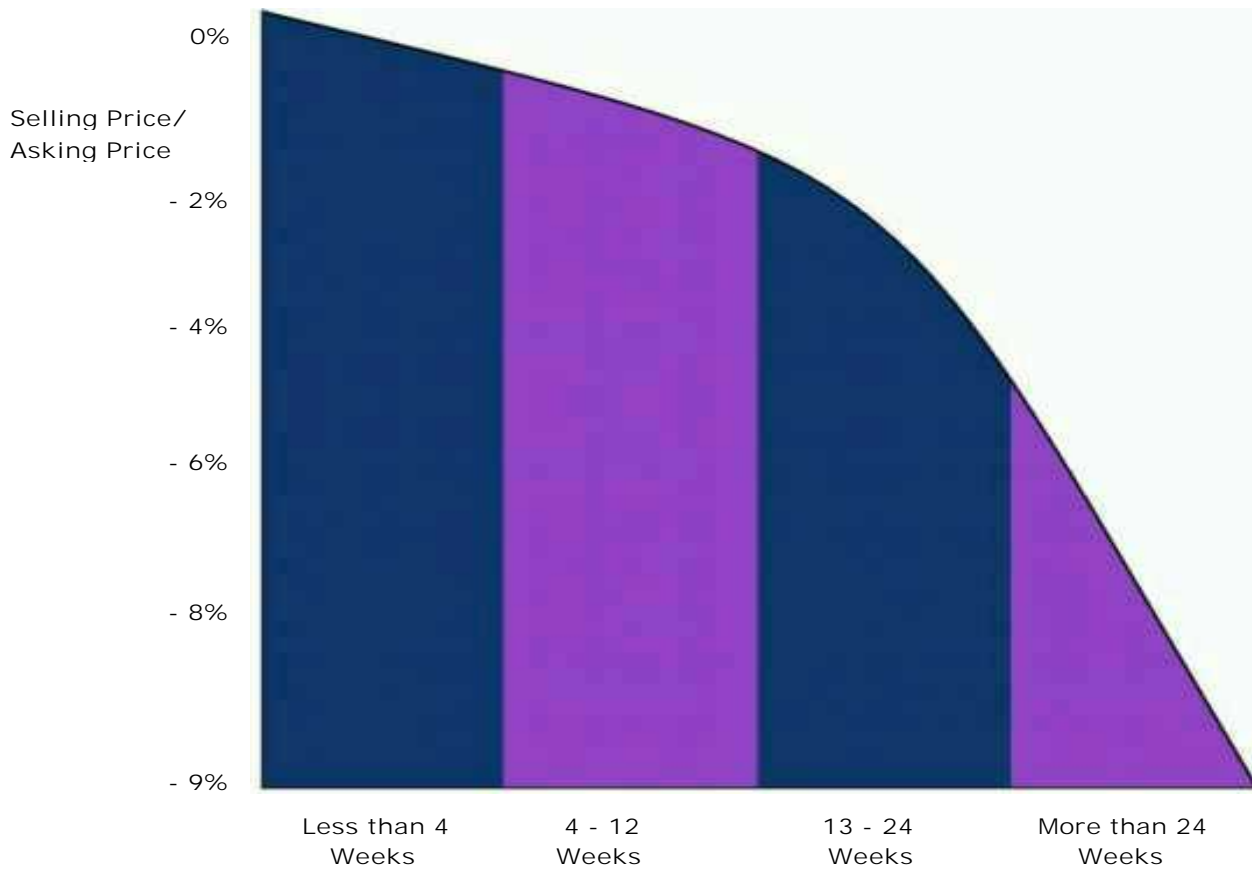


The Effect of Over Pricing

Thursday, January 14, 2010

The graph below visually represents the difference between the selling price and the asking price based on the total time that the property has been on the market.



What does this mean? When you are deciding on a price, keep this grid in mind - if you establish a competitive price at the beginning, your likelihood of receiving an offer close to that price is high.