

HOW TO IMPROVE THE ODDS OF AN OFFER

- 1) Price it right.** Set a price at the lower end of your property's realistic price range. This is based on comparable properties (location, size, age, condition) that have sold within the past six months. It also includes figuring in currently listed properties along with the number of days so far on the market.
- 2) Prepare your property for visitors.** Get your house market ready BEFORE you list it so it's ready to go when showing requests start coming in.
- 3) Be flexible about showings.** While it's disruptive to have a house ready to show at the spur of the moment, buyers can be limited in their availability to see properties or even be from out of town. The more amenable you can be about letting people see your home, the sooner you'll find a buyer.
- 4) Anticipate the offers.** Consider areas you might be willing to be flexible on and keep those in mind throughout the process.
- 5) Don't refuse to drop the price.** If your home has been on the market for a significant period of time with no offers, be prepared to at least consider lowering your asking price.

Source: Realtor Magazine