



pricing your home

- **Compare** – houses in your area that have sold recently. How do they compare in size and maintenance, and amenities?
- **Competition** – How many other homes are for sale in your area? Are you competing with new homes?
- **Contingencies** – Do you want to be able to move in a short period of time? Do you have other special circumstances which you want to consider in the sale of your home?
- **Appraisal** – This is an estimate of your home's value. Make sure you ask for a market-value appraisal. Consult the internet or a real estate professional for a recommendation of an appraiser of good reputation.
- **Mortgage** – Most home buyers need to contact a lender. Your home's sale price should be comparable to the lender's estimate of its value.
- **Accuracy** – If your home is price too high, even 3% over the proper price, chances are your home will take longer to sell.
- **Acceptance** – Do you know at what price you will begin negotiations with a prospective buyer?

