

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?

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