

Assessing the Value of Your Home

Goal:

To select a price that is right on target and gets your home sold!

Rules of Thumb:

If you are getting showings but no one is writing an offer, it generally means that you are in the range of four to six percent above market price.

If your number of showings is low and you're experiencing a lot of drive-ups but the buyers don't come in to see the home, then your home is six to twelve percent overpriced.

If no showings are happening at all, then your house is likely priced twelve percent or more above what the market will bear for your property!

