

# The Case for Getting it Right the First Time

(Illustration)

## Desired Seller Price

## Suggested Market Price

\$ 330,000 **Listed Price**

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X 72.8 %

Median L/SP%  
\_\_ Quarter

X 96.2 %

\$ 240,240 **Sales Price**

\$ 288,600 **Sales Price**

Required 234 Days

Median DOM  
\_\_ Quarter

Required 31 Days

## Summary

Even though the **Suggested Price** is \$ 30,000 **Lower** than the **Desired Price**, the

**Faster Sale Nets the Seller** \$ 48,360 **More** and **Saves** 6.8 **Months in Time**