

# 5 WAYS TO SPEED UP YOUR SALE

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- 1.** Price it right. Set a price at the lower end of your property's realistic price range.
- 2.** Get your house market-ready for at least two weeks before you begin showing it.
- 3.** Be flexible about showings. It's often disruptive to have a house ready to show on the spur of the moment, but the more often someone can see your home, the sooner you'll find a seller.
- 4.** Be ready for the offers. Decide in advance what price and terms you'll find acceptable.
- 5.** Don't refuse to drop the price. If your home has been on the market for more than 30 days without an offer, be prepared to lower your asking price.