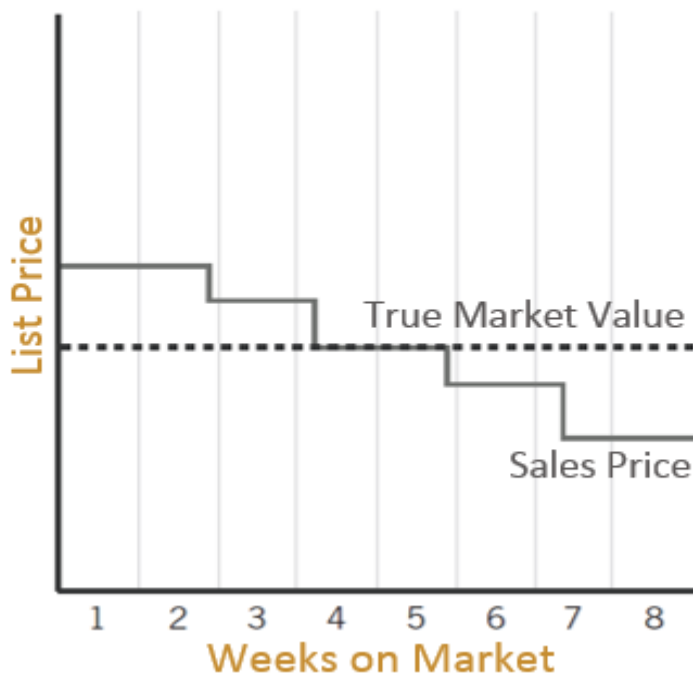

THE ART OF PRICING

The majority of showings on a new listing occur when the house first comes on the market. Sales brokers arrange for their active, qualified buyers to see a home when it is newly listed

Effect of Over-Pricing on Sales Price / Time



NEAL HRIBAR
High Performance Real Estate

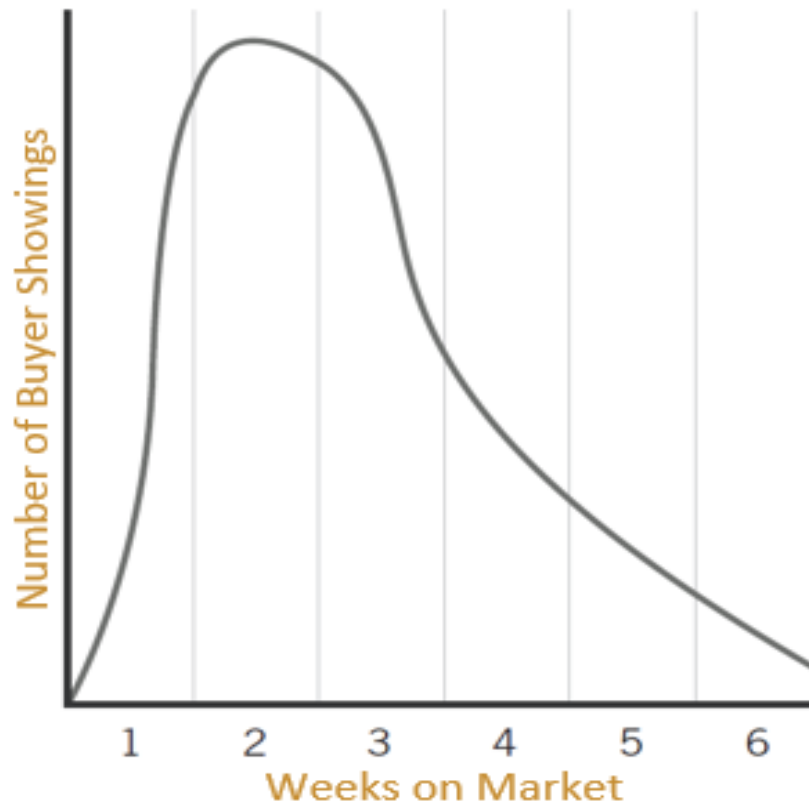
Windermere Real Estate • Van Vleet & Associates

375 Lithia Way • Ashland, Oregon 97520 • Oregon Real Estate Broker

Phone: 541-499-6919 • E-mail: neal@hribarhomes.com • Web Site: www.hribarhomes.com

THE ART OF PRICING

. . . . once this group has seen the property, showing activity decreases to only those buyers new to the market. That's why it's important to price your home properly for its first market exposure.



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