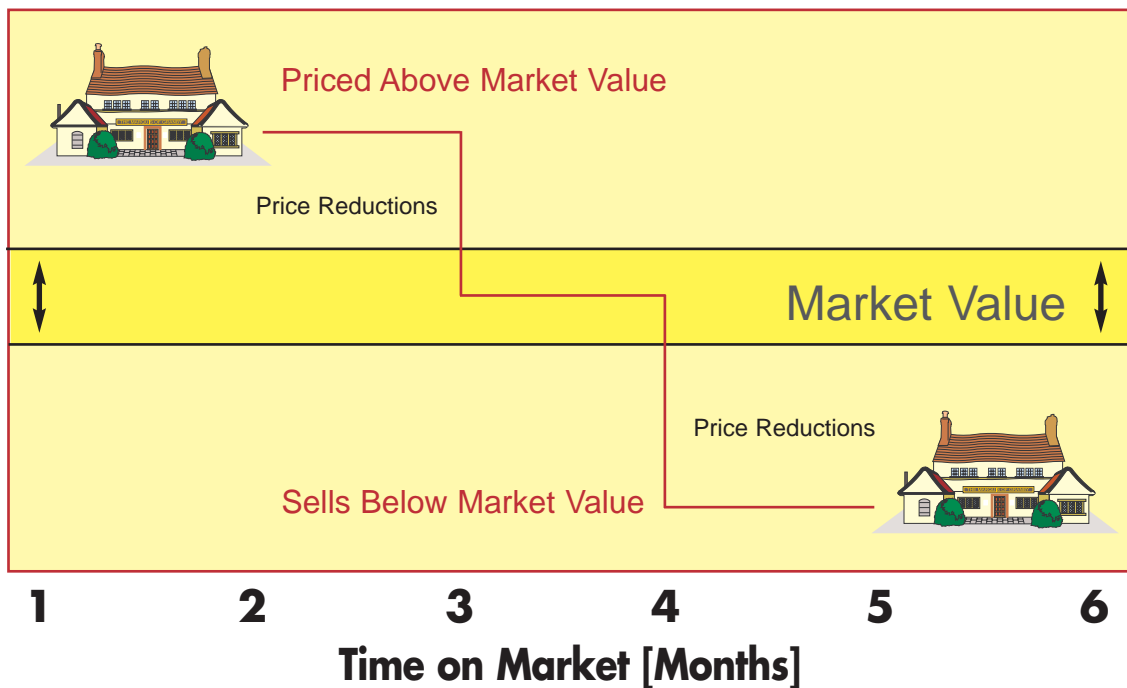


The Problems Of Overpricing

- Gives Negative First Impression
- Reduces Activity
- Agents will Use an Overpriced Home to Sell Homes that are Priced at Market Value
- May Eliminate Any Offers
- Home Becomes “Shop Worn” and Often Sells Below Market Value



** Time estimates for illustration purposes only*