Colorado Attitude
Living at altitude because it matters!

Pricing Decisions

Pricing decisions should be grounded in reality rather than wishful thinking. By Marcie Geffner

When the time comes to price your home for sale, you may be tempted to start with the price you paid for it, add a healthy mark-up and call it a day. Unfortunately, that strategy is unlikely to result in a true reflection of your home's market value.

Here are six strategies to help you figure your home's worth:

1. **Abandon your personal point of view.** How much will a ready, willing and able buyer be willing to pay for your home?
2. **Get a competitive market analysis.** It will show comparable recently sold homes, on-the-market homes and homes that were on the market, but weren't sold.
3. **Do your own market research.** Go to open houses in your neighborhood and see how those homes compare to yours.
4. **Calculate the price per square foot.**
5. **Consider market conditions.**
6. **Sweeten the transaction terms.** Offer seller financing or a lease option.

Did You Know

It's time to get your bike in for its annual tune-up. Beat the spring rush and visit your local bike shop now. The season is still ahead and by being the early bird you won't miss any rides waiting on repairs.

Coffee Talk
Grande, Triple, Nonfat, Latte

Local Book Club News

Thumbs Up
The Kite Runner
by Khaled Hosseini

Thumbs Down
Waiting for Snow in Havana
by Carlos Eire

Dog On It

Need direction to buying or selling your home?

I AM THE CHAUFFER FOR YOU!

I'll accelerate the sale of your home. I'll turn every corner to find the perfect home.

Give me the green light to go and I'll stop at nothing to meet your real estate needs.

Call Linda Pinkul 303.956.4068

Words To Ponder

Thomas Edison noted that "genius is 10 percent inspiration and 90 percent perspiration."

PDF created with pdfFactory trial version www.pdffactory.com