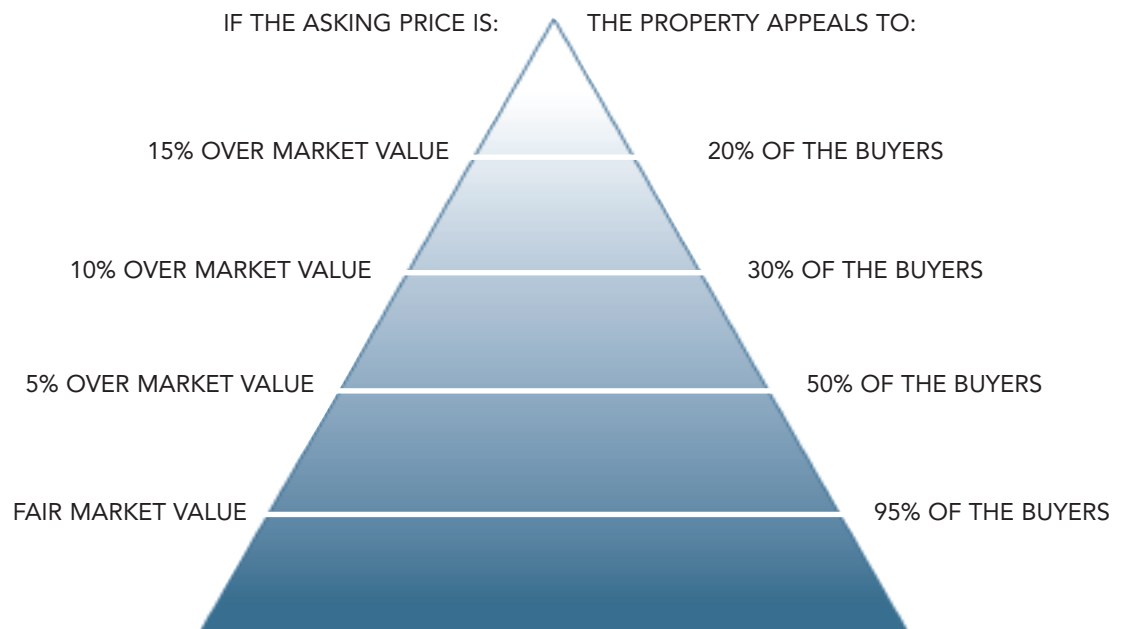


# MARKET VALUE STRATEGIES

## STATISTICS HAVE SHOWN:

- There is a 95% chance of sale if a home is priced at market value
- There is a 50% chance of sale if priced at 5% over market value
- There is a 30% chance of sale if priced at 10% over market value
- There is a 20% chance of sale if priced at 15% over market value

The seller can only set the asking price. The buyers will set the sale price.



If the asking price of a property increases beyond fair market value, the market of potential buyers decreases dramatically.