

Five Ways to Speed Up Your Sale

The National Association of Realtors® offers these five key steps for speeding up sales in any market:

1. **Price it right.** Your Realtor can recommend a price based on recent sales of similar homes in your area and local market conditions.
2. **Get your house market-ready before you begin showing it.** Plan to spend at least two weeks preparing 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 people see your home, the sooner you'll find a buyer.
4. **Prepare for offers.** Decide in advance what price and terms you find acceptable.
5. **Be flexible with price.** If your home has been on the market for some time without an offer, be willing to consider lowering your asking price in order to sell it more quickly.

For more tips and advice, check the National Association of Realtors website at www.realtor.org.