

Experts

ADVICE

FROM YOUR LOCAL PROFESSIONALS

KNOWING WHAT YOUR HOME IS WORTH



by Jennifer Nieuwdorp, Broker Manager

When selling your home, you must first know what amount to set for the list price. What is your house worth to a potential buyer? That doesn't mean what you paid for it, or how you upgraded it. Determining worth is simply finding out what a buyer is willing to pay for it. The steps in determining worth are:

- Understanding market conditions
- Getting the details about recent sales in your neighbourhood
- Getting the details about active competitive listing in your neighbourhood
- Getting the details about recent listings that did not sell in your neighbourhood

Royal LePage agents have access to all of this information. Plus, they can objectively see the big picture and tell you what makes your home unique.

Once you've determined your home's worth, you and your agent will determine the asking price. Most often, the price of a home is set slightly higher than it's worth to give a little "bargaining space." Of course, if it is set too high, it may deter prospective buyers.

Call your local Royal LePage office and contact a realtor today.

Helping You Is What We Do


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