

Expected Selling Time

Time to Sell

It's a fact. Your home will attract the most excitement and attention when it's first listed. And all the buzz simply increases your chance for a quick sale.

However, nobody can promise when your house will sell. It could be one day, two weeks, three months – or longer. Some of it depends on these factors:

- local and national economic factors
- market conditions
- the number of comparable homes for sale in your area
- whether or not people are buying new homes, existing homes, or none at all

Any or all of these factors can speed up (or slow down) the sale of your home. So ... want to know a secret for selling your home faster? Here are three!

- Make it look good.
- Price it right.
- Market it well.

Make it look good

Presentation, they say, is everything. And so it is with your home. The more appealing it is, the more likely buyers will want it.

Your Eliason Realty agent has some do-it-yourself tips for making your home look – and show – great.

Price it right

Sixty percent of buyers purchase homes at market value—not above it. Price your home at market value and you're likely to see more prospects, which increases your chance for a sale.

Let your Eliason Realty agent help you price it right – from the beginning.

Market it well

Reduce the time to sell with proper marketing. Innovative, effective marketing is crucial to improving your sell time. To reach the most possible buyers, a good agent will advertise your home across many different and relevant venues, going far beyond traditional methods like print advertising to proven-effective venues like the Web and direct mail.

With 80 percent of home buyers online, you'll want to be sure you're working with an agent who uses the Internet to sell your home; otherwise, you'll be missing out on a lot of buyers!

Eliason Realty prides itself on implementing the most marketing in the Northwoods Area. Ask your Eliason Realty agent to explain all the places your home will be advertised. You'll definitely be impressed!



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