

# USA REALTY

## *Stable Market*

- ❖ In a stable market, properties must be priced right from the beginning because prices do not increase to meet inflated asking prices.
- ❖ By pricing your home too high in this market, sellers often hang themselves on the market due to lack of buyer interest.
- ❖ Eventually the property must be reduced well below what it would have initially sold for months earlier.