



# Determining your Home's Value and Setting a Price

Your REALTOR will complete a Comparative Market Analysis (CMA) to determine the value of your property based sales prices of similar properties in your area and the quantity/quality of properties currently on the market.

- Here are some factors to consider when setting your home's price:
- Realistic pricing will garner the highest price in the most reasonable time frame
- You can set a price, but the market determines that sales price
- The cost of improvements are almost always more than the added value
- Houses that remain on the market for a long time don't get shown