
BETWEEN FRIENDS

Questions on today's real estate?

Ask Phyllis



*Dear Phyllis,
My neighbors sold their home in just three days from the date it came on the market. They received several offers and their home sold for over asking price. My question: Does this indicate that their Realtor® underpriced their home?*

Nosey Neighbor

Dear Neighbor,
The goal of your neighbor was to sell his home quickly and at the highest possible price.

Personally, I typically prefer to see at least seven days of marketing prior to accepting an offer. But each situation

is different; sometimes an excellent offer will be presented and forcing the buyer to wait, may cause him to lose interest.

When I list a home and it sells during the first seven to 10 days of marketing in a multiple offer situation, I pat myself on the back for perfectly pricing the home.

Phyllis Harb is a Realtor with Dickson Podley Realtors. She may be contacted at (818) 790-7325 or by email AskPhyllis@Realtorharb.com.