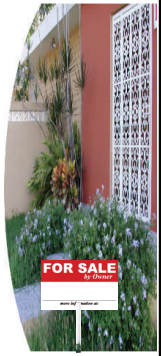


# Your Real Estate Advisor



## Considerations When Selling On Your Own II

### REALTORS® have Buyers Waiting . . .

That's right, we are working with buyers who have seen what is currently on the market and are waiting for something new to be listed.

Most activity will take place in the first 2-3 weeks of a listing. The excitement of a new property on the market will create an urgency for both buyers and agents to see it as quickly as possible. In many instances the home will receive its highest and best offers during this time.

After that initial period, the only people to look at it will be new buyers in the marketplace.

De La Guardia Group combines many years' experience, a thorough understanding of the real estate market, and cutting-edge technology to provide buyers and sellers with competent advice and proven results.

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