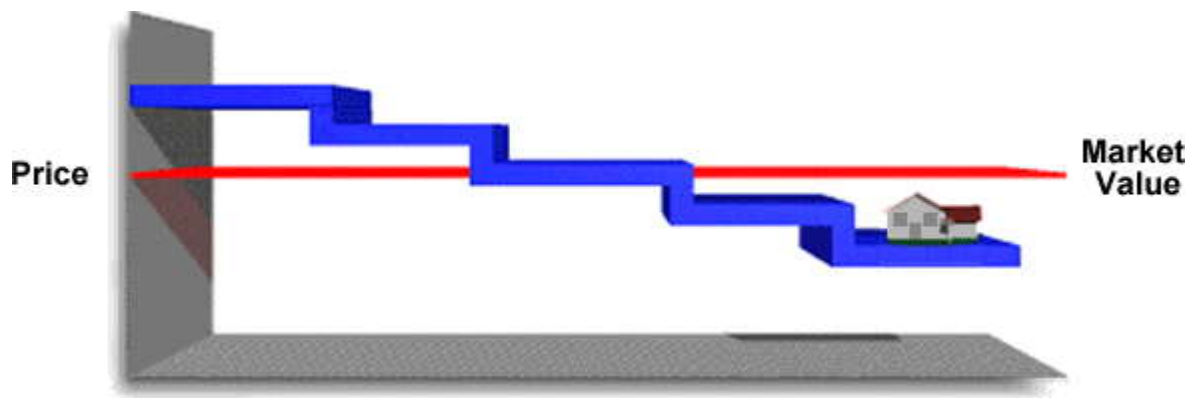


CONSEQUENCES OF OVERPRICING ON SELLING TIME AND PRICE



Buyers and Agents lose interest in properties that are priced too high.
To generate interest, the price might have to drop below the competition.

