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interesting read and written in the best format for busy business owners: quick and to the point.

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Many first-time sellers think, "I'll start with a high price, and if it doesn't sell, I can always come down." However, if you set your initial price too high, it will stay on market longer, which can actually result in a lower final selling price.

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subdivided, says Neville Graham, a Realtor specializing in land sales for real estate brokerage Compass in Beverly Hills, California.

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who is willing to pay a price that you are willing to accept.” —
Richard G. Stieglitz, Expensive Mistakes When Buying & Selling
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