

- ▶ What you originally paid for the property does not affect its current value
- ▶ The amount of money you need to get from the sale does not affect its value
- ▶ What you think it should be worth has no effect on its value
- ▶ What another real estate agent says your property is worth does not affect its value
- ▶ A tax assessor does not always indicate what your property is worth on the open market

The value of your property is determined by what a ready, willing, and able buyer will pay for it on the open market, and this is based upon the value of other recently closed sales of similar properties in your area.