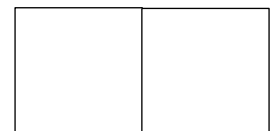


PRICING STRATEGY V.S. TIME

ANY 21 DAY PERIOD:

6 to 10 showings, no offer or low offer = 5% adjustment in list price

6 or less showings, no offer = 10% adjustment in list price



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