

Seminar offers secrets on selling, buying a home

Staff Report

Dickson Realty brothers Gary and Richard Bolen may have the secrets of the ever-changing real estate world wrapped into a seminar package called “How to Sell a Home; How to Buy a Home.”

As remedial as it sounds, Richard Bolen is prepared to unlock the essential points to the largest transaction in people’s lives. These points include how to price a home to sell and what buyers want to see and why.

Bolen will show statistics to back up his points and invites open discussion about a crucial economy in Tahoe. South Lake Tahoe’s median price has skyrocketed over the last six years from \$189,000 in 2000 to \$476,000 currently.

Like most states across the nation, transactions have decreased in the last year in a leveling off of sales. Bolen has put a figure to that trend, indicating it takes 41% longer for homes to sell in South Lake Tahoe this



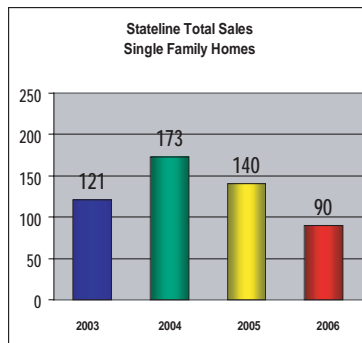
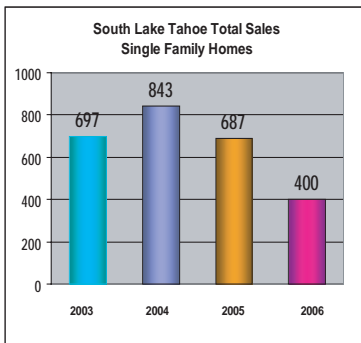
Certified Residential Specialists® Richard Bolen, left, and Gary Bolen, center, both with Dickson Realty, meet with Jon Sanchez CEA, right, host of “Stock Talk America” and owner of Sanchez Retirement Planning Group, discuss the upcoming real estate seminar to be held on Wednesday, November 1, 2006 at the Art Room. 3062 Lake Tahoe Blvd.

year versus 2005.

There are even examples used to help people follow along.

Discussed at the forum are:

- California and Nevada Market Statistics.
- What Buyers want and why.
- What sells and why it sells.
- How to sell fast.
- How to sell at the highest price possible.
- How to buy at the best price possible.
- Bridge loans and getting equity out of a listing.
- Why a house fails to sell.
- How to best price your home.
- Current interest rate environment.
- Making sure your escrow works.
- What it costs a seller to overprice a home.
- Better investments than a long-term listing.



The Seminar is presented in PowerPoint slides in four categories: Market Statistics, The Second Home Buyer, Agency and Proper Home Pricing. Above are two charts indicating total number of single family home sales in South Lake Tahoe and Stateline, NV since 2003.