

"how much do I have to downgrade to sell my house"

The price is the main claim to sell house and the price is essential.

Lower the price of the house has become the best weapon to close the sale, **but where is the limit?** Experts recommend setting a lower price than other properties in the area, it depends of the financing that the bank is willing to grant the purchaser or to **pre-bubble price updated with the inflation tax (CPI) imposed by the government.**

Currently, put a price on a property is difficult. Although, **Julio Gil**, Manager of Partner of Horizons Estates Consulting and Co-Director of the Real Estates Master at the UNED, is clear that **reducing the price is the winning formula.** "If you want to sell fast the best way is to go to market with a price lower than the rest of properties sold in the same area". Moreover, the price of a house is marked by what someone is willing to pay for it, not the value that the owner gives

The financing is very important in the success of the operation: "**An apartment should cost what a bank is willing to financial**", according to **Ignacio Jimenez de Laiglesia**. **Miguel Cordoba**, for its part, Professor of Economics at the Financial University CEAU-San Pablo suggests a method to calculate a fair value: "Find out the **price of the house in 2000**, when he performed the proper rates and add **up the annual CPI.**" The result may not match the price of properties in the area, probably a 20% higher.

artículo visto en ElMundo.es.

