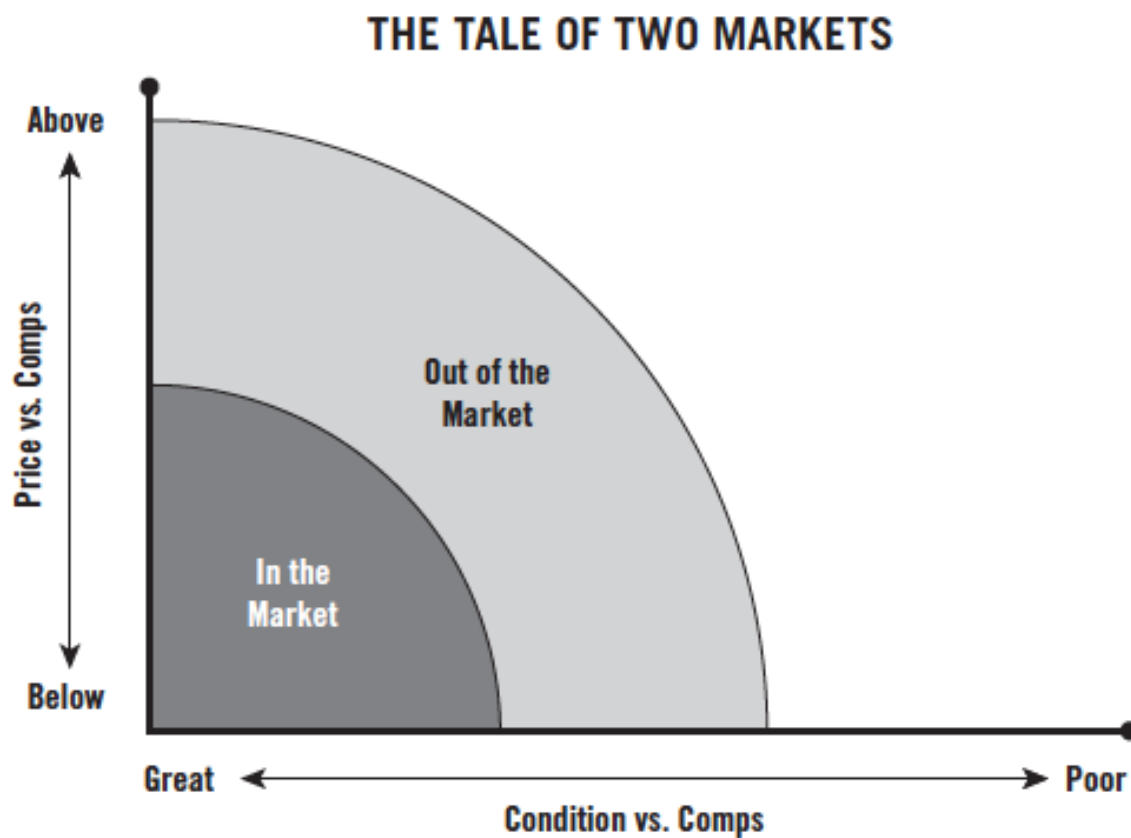


# A Tale of Two Markets

## FIGURES 35-38 FROM SHIFT

These graphs are meant to support your conversation with clients about pricing their properties. For more information, including a sample dialogue see *SHIFT* p. 149-154.

### The Tale of Two Markets



**FIGURE 35**

Sellers' Market

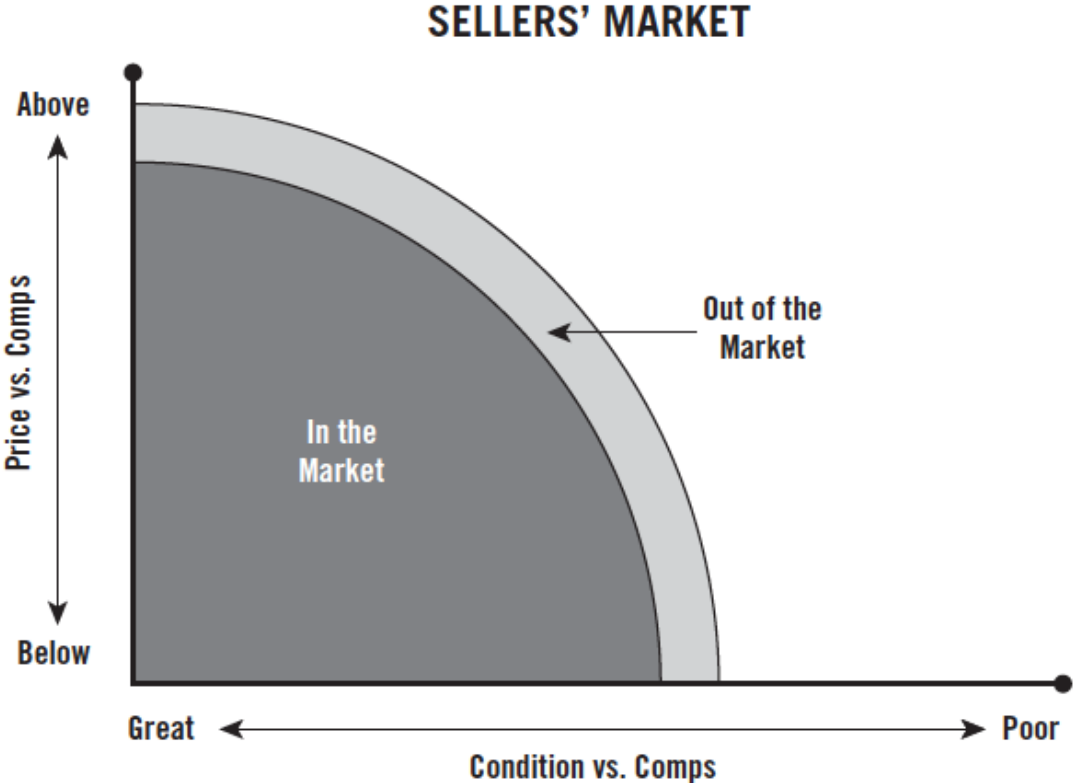
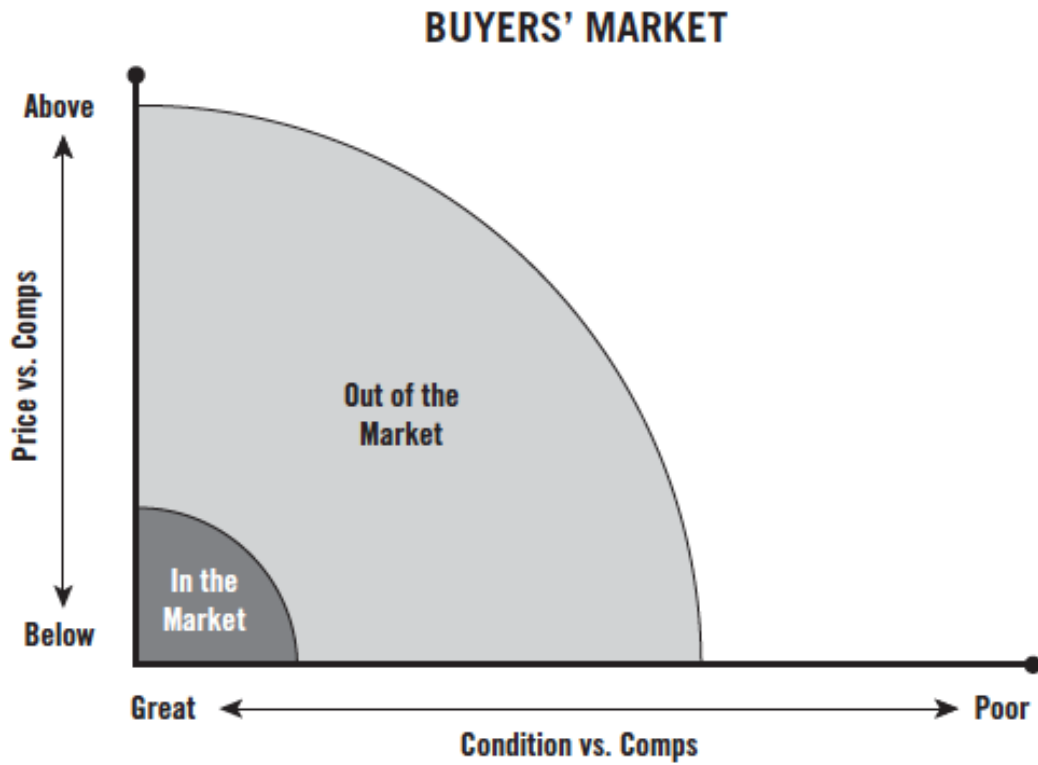


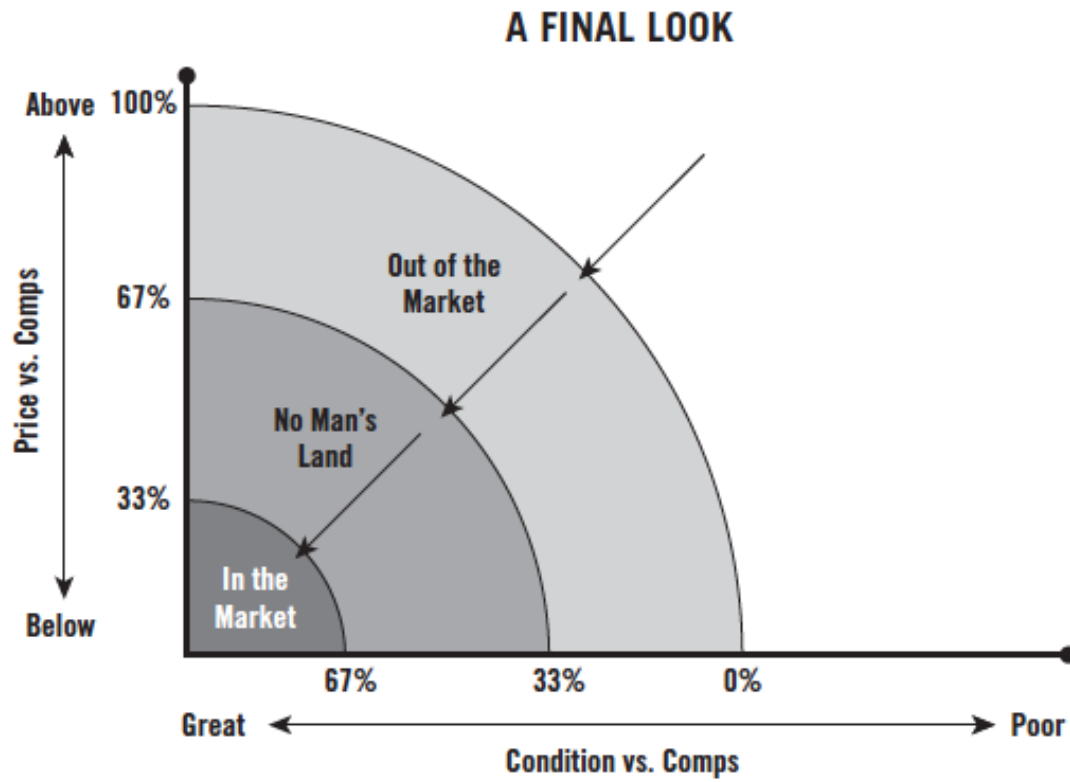
FIGURE 36

# Buyers' Market



**FIGURE 37**

# A Final Look



**FIGURE 38**