



Flat Rock Campus

180 West Campus Drive, Flat Rock, NC 28731

Transylvania Center

45 Oak Park Drive, Brevard, NC 28712

www.blueridge.edu

For Release

February 8, 2010

New Course at Blue Ridge Helps Sellers Ready Homes for Peak Season

Learn why your house is not selling and make the necessary changes to get ready for peak selling season. Attend a new course at Blue Ridge Community College "Why Your House Is Not Selling...and What You Can Do" presented by REALTOR® Mary Stephens and professional home stager Sandy LeRoy, co-authors of the Hendersonville Times-News weekly column "Smart Selling".

The first session covers today's competitive environment, the Smart Selling approach and all the ways that home sellers can participate and make a difference. The second session offers practical advice about what you need to do before listing your house, focusing on its condition and how to make it more appealing to buyers. The third session covers listing price and marketing strategy, avoidable selling mistakes, and solutions for stale listings.

An evening course (CSP 8377-411) will be offered on Tuesdays, March 2, 9 and 16 from 7 to 8:30 p.m. in Patton Building Room 215 . Participants may also choose an afternoon class (CSP-8377-401) slated for Thursdays, March 4, 11 and 18 from 2:00-3:30 pm in Patton Building Room 219. The registration fee is \$35. A registration form is on the last page of the Spring Continuing Education Schedule or on the College's Web site at www.blueridge.edu under Prospective Students.

For more information, contact Martha Howell at (828) 694-1743 or at marthah@blueridge.edu.

###