

Thursday, April 6, 2023

Summary of Comparable Properties

This page summarizes the comparable properties contained in this market analysis.

Closed Properties

Address	List Price	Closed Price	Conc Amt	Full Beds	Half Baths	List Abv Grd	Pub Recd Bldg SqFt	\$/SqFt	Closed Date
1628 Pin Oak Dr				3	1	1	1,120	\$0.00	
11918 Homestead PI	\$287,000	\$287,000	\$5,000	3	1	1	1,220	\$235.25	02/21/2023
2009 Tanglewood Dr	\$275,000	\$275,000	\$16,500	3	1	1	1,120	\$245.54	01/23/2023
3391 Ryon Ct	\$245,000	\$245,000		3	1	1	1,244	\$196.95	11/01/2022
Averages:	\$269,000	\$269,000	\$10,750	3	1	1	1,195	\$225.91	

Median of Comparable Listings: **\$275,000**

Average of Comparable Listings: **\$269,000**

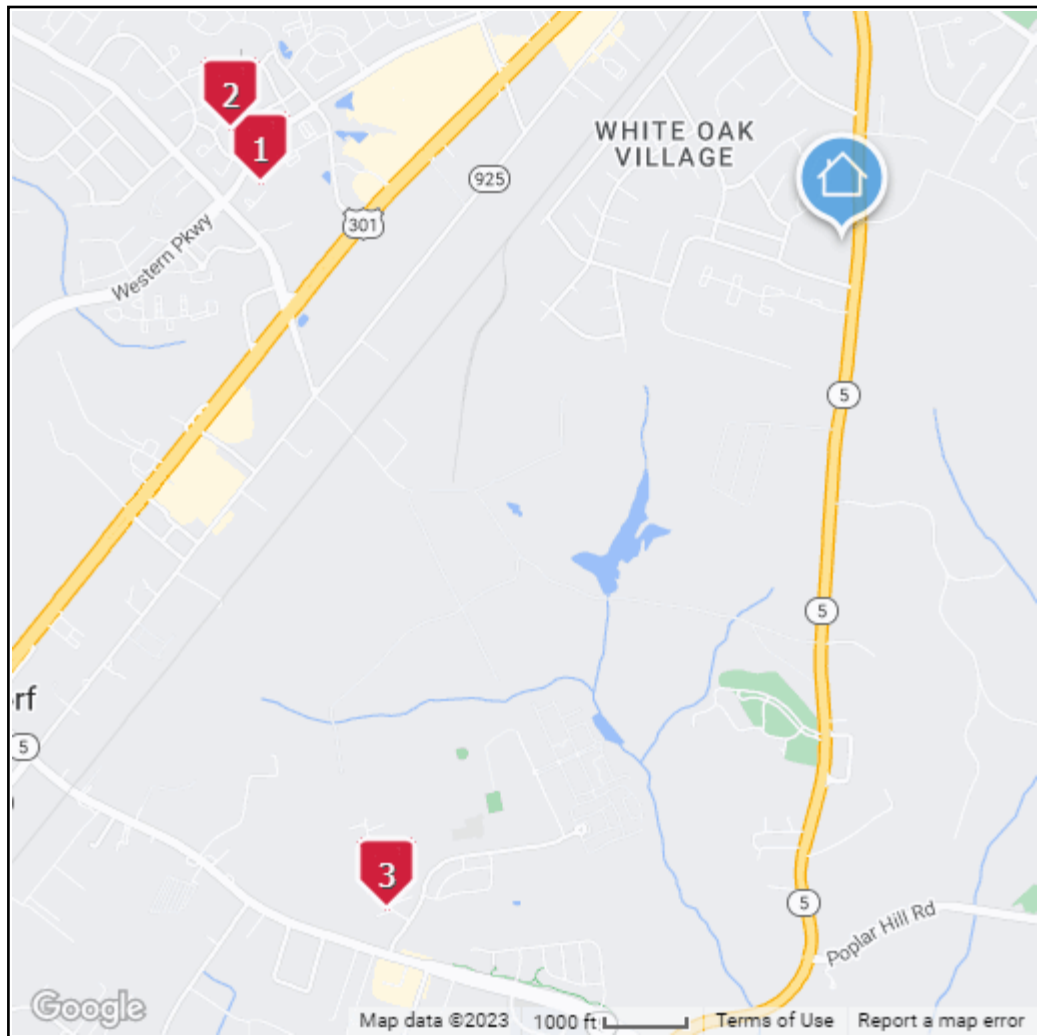
	Low	Median	Average	High	Count
Comparable Price	\$245,000	\$275,000	\$269,000	\$287,000	3
Adjusted Comparable Price	\$245,000	\$275,000	\$269,000	\$287,000	3
DOM	7	32	31	55	3





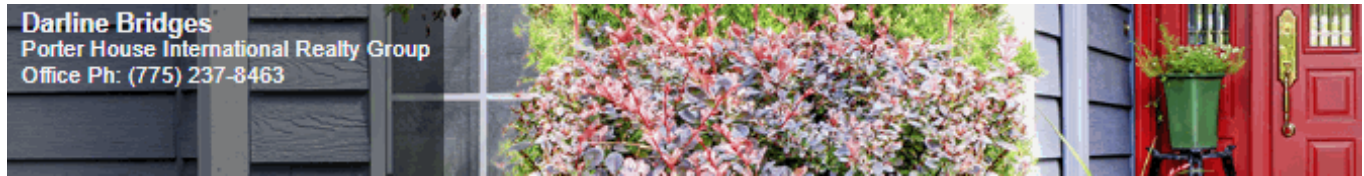
CMA Map

This page displays the Map for the CMA Subject and your comparables.



- 1628 Pin Oak Dr
- 1 11918 Homestead Pl
- 2 2009 Tanglewood Dr
- 3 3391 Ryon Ct

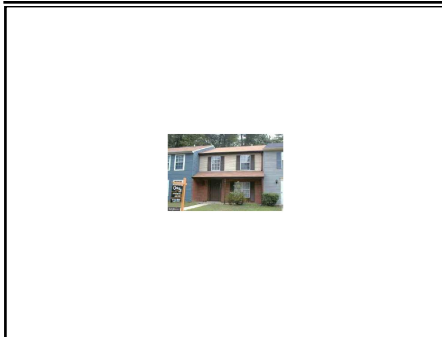




CMA Price Adjustments

Thursday, April 6, 2023

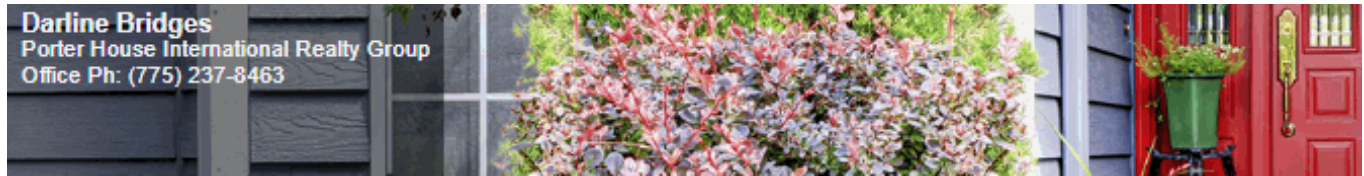
This page outlines the subject property versus comparables properties.



<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1628 Pin Oak Dr	11918 Homestead Pl		2009 Tanglewood Dr	
MLS# 0906133312	MDCH2019718		MDCH2017946	
Status Public Record Comparable	Closed		Closed	
Prop Type RES	Residential		Residential	
City Waldorf	Waldorf		Waldorf	
Sch District Charles County Public Sch	Charles County Public Schools		Charles County Public Schools	
Subdiv/Neigh	HOMESTEAD		TANGLEWOOD	
Ownership	Fee Simple		Fee Simple	
Style	Colonial		Colonial	
Structure Type RowTownClu	End of Row/Townhouse		End of Row/Townhouse	
Year Built 1983	1992		1986	
Taxes/Tax Yr \$2,539.00	\$2,885 / 2023		\$2,649 / 2022	
Assessed Val \$198,500	\$222,633		\$180,567	
List Date	01/23/2023		10/30/2022	
Closed Date 2/1/2023	02/21/2023		01/23/2023	
DOM/CDOM --/	7/7		55/55	
List Price	\$287,000		\$275,000	
Closed Price	\$287,000		\$275,000	
Concessions	\$5,000		\$16,500	
Abv Grd FinSF 1120	1,220		1,120	
Blw Grd FinSF	0		0	
\$/SqFt \$0.00	\$235.25		\$245.54	
Acres 0.04	0.070		0.060	
Beds 3	3		3	
Baths 1 / 1	1 / 1		1 / 1	
Bsmnt Type				
Garage Spcs	0		0	
Parking	Assigned			
Fireplaces	0		0	
Cooling	Ceiling Fan(s), Central A/C		Ceiling Fan(s), Central A/C	
Heating Geothermal Heat Pump, H	Central, Forced Air		Central	
Water	Public		Public	
Sewer	Public Sewer		Public Sewer	
Waterfront	No		No	
Pool	No Pool		No Pool	

Price	\$287,000	\$275,000
Total Adjustments	\$0	\$0
Adjusted Price	\$287,000	\$275,000

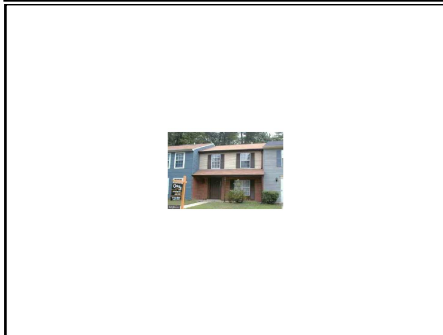




Thursday, April 6, 2023

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>
1628 Pin Oak Dr	3391 Ryon Ct	
MLS# 0906133312	MDCH2015350	
Status Public Record Comparable	Closed	
Prop Type RES	Residential	
City Waldorf	Waldorf	
Sch District Charles County Public Sch	Charles County Public Schools	
Subdiv/Neigh	RYON WOODS	
Ownership	Fee Simple	
Style	Traditional	
Structure Type RowTownClu	Interior Row/Townhouse	
Year Built 1983	1981	
Taxes/Tax Yr \$2,539.00	\$2,302 / 2021	
Assessed Val \$198,500	\$171,867	
List Date	08/05/2022	
Closed Date 2/1/2023	11/01/2022	
DOM/CDOM --/	32/32	
List Price	\$245,000	
Closed Price	\$245,000	
Concessions	\$0	
Abv Grd FinSF 1120	1,244	
Blw Grd FinSF	0	
\$/SqFt \$0.00	\$196.95	
Acres 0.04	0.000	
Beds 3	3	
Baths 1 / 1	1 / 1	
Bsmnt Type		
Garage Spcs	0	
Parking		
Fireplaces	0	
Cooling	Central A/C	
Heating Geothermal Heat Pump, Hk	Heat Pump(s)	
Water	Public	
Sewer	Public Sewer	
Waterfront	No	
Pool	No Pool	

Price	\$245,000
Total Adjustments	\$0
Adjusted Price	\$245,000





Subject Property

1628 Pin Oak Dr
Waldorf, MD 20601



Location

County: **Charles, MD**
MLS Area: **Unincorporated**
School District: **Charles County Public Schools**

Lot

Acres: **0.04**
Lot SqFt: **1800**

Building

Property Type: **RES**
Structure Type: **RowTownClu**
Bedrooms: **3**
Full/Half Baths: **1 / 1**

Year Built: **1983**
Above Grade Fin SQFT: **1,120**
Building SQFT: **1,120**
Total SQFT: **1,120**
Price per SQFT: **\$0.00**

Listing and Selling Information

MLS #: **0906133312**
Tax ID #: **0906133312**

Zoning: **RH**
Land Use Code: **TH**

Days on Market / Taxes

Tax Annual Amount: **\$2,539**
Tax Assessed Value: **\$198,500**





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Comparables Overview

This page summarizes key fields of the listings in this analysis.

The listings in this analysis can be summarized as follows:

Listing Price between \$245,000 and \$287,000

3 Bedrooms

1 Full Bathroom

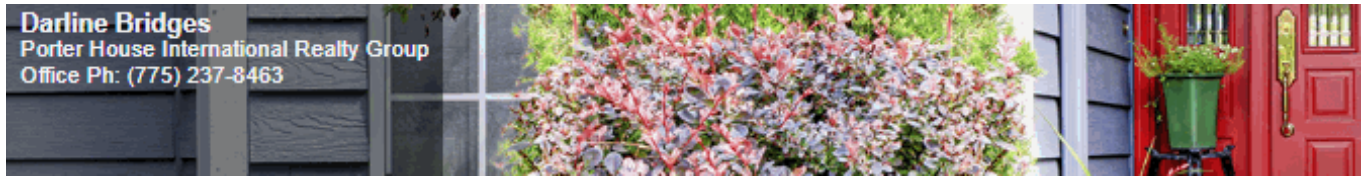
1 Half Bathroom

1,120 to 1,244 Square Feet

\$196.95 to \$245.54 per Square Foot

\$196.95 to \$245.54 per Sold Square Foot

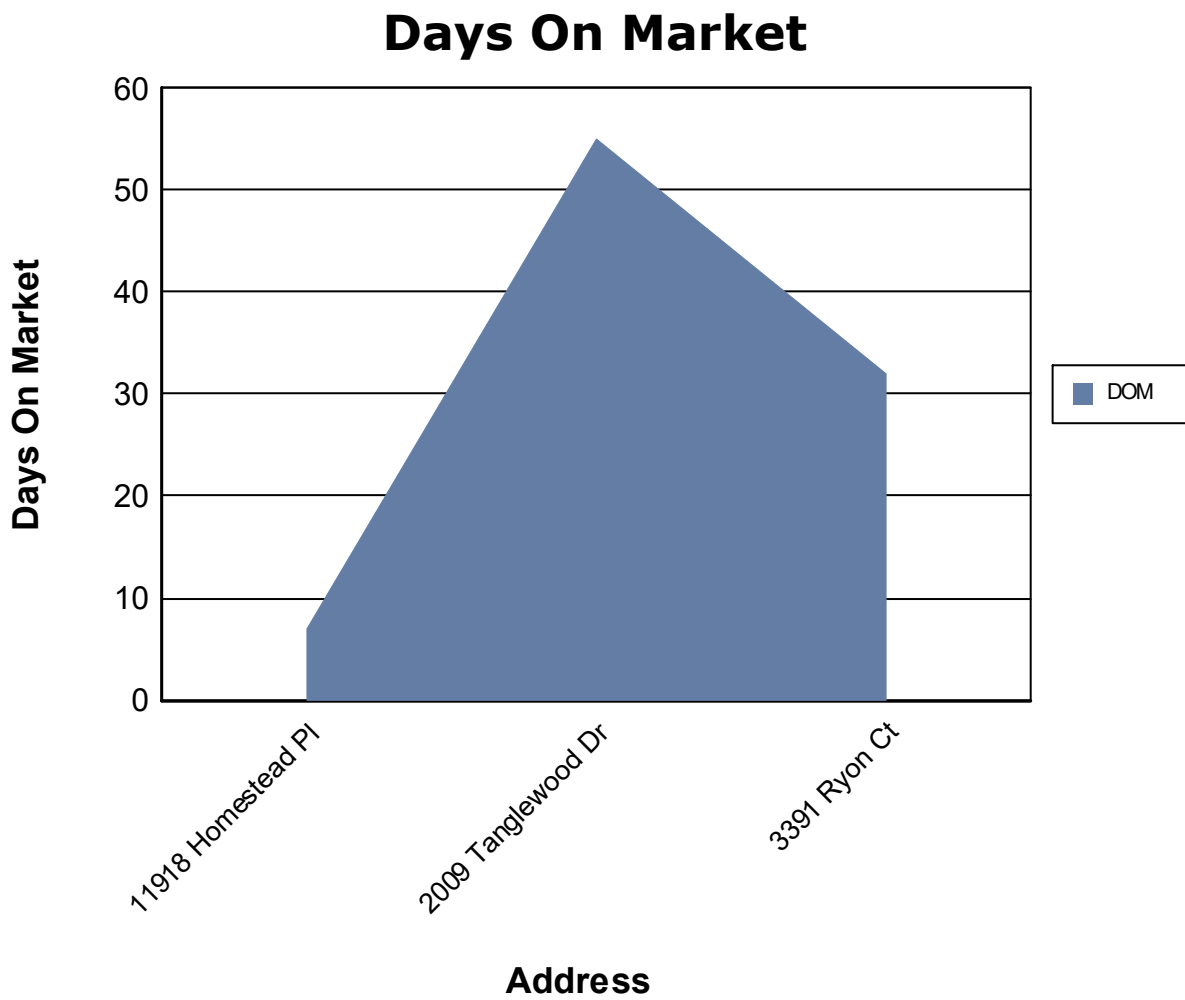


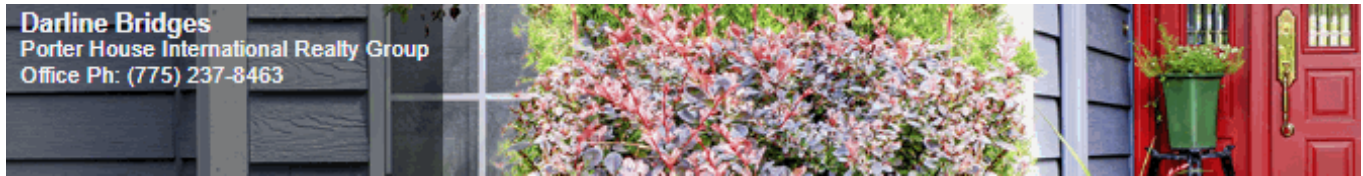


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Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.

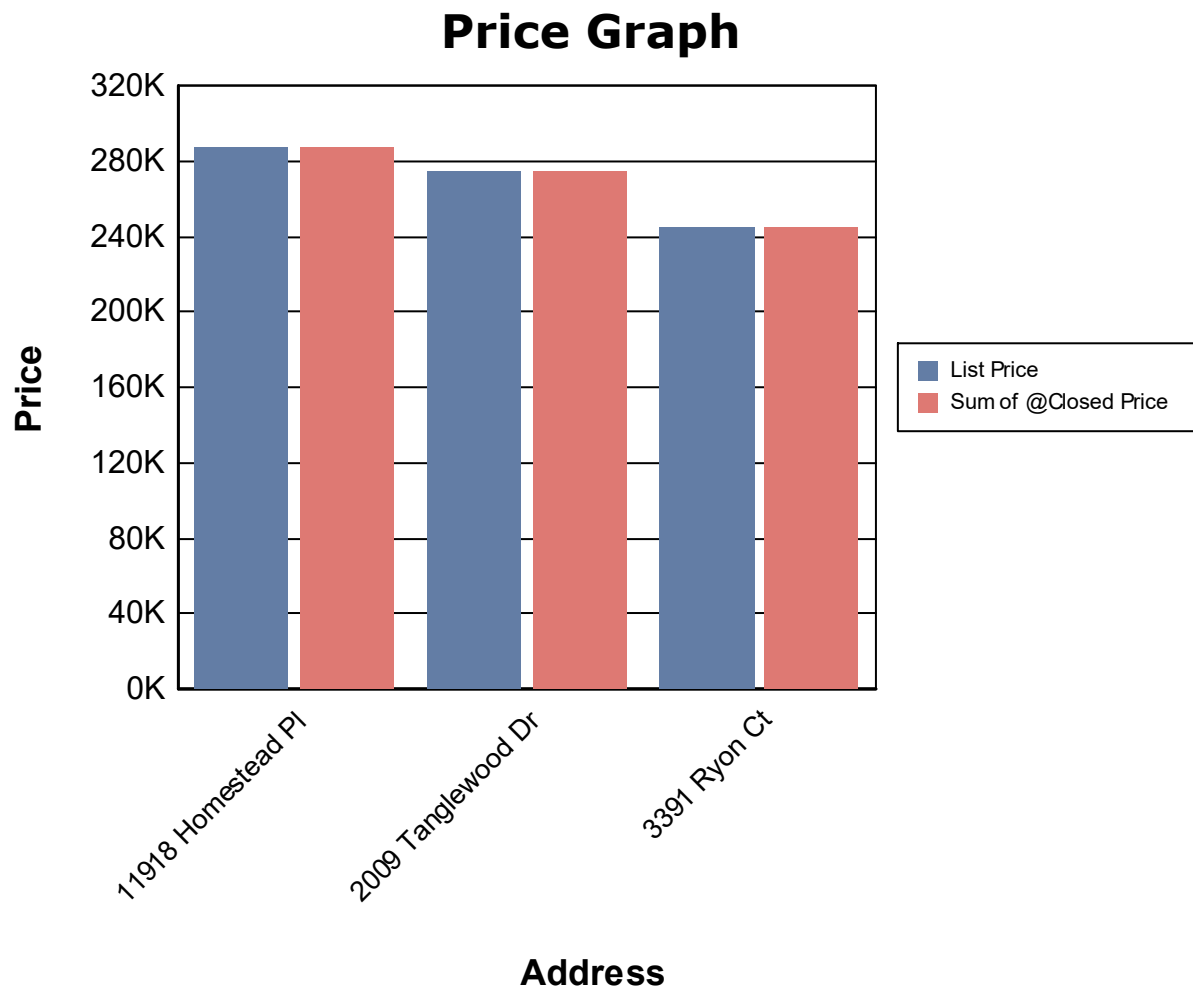


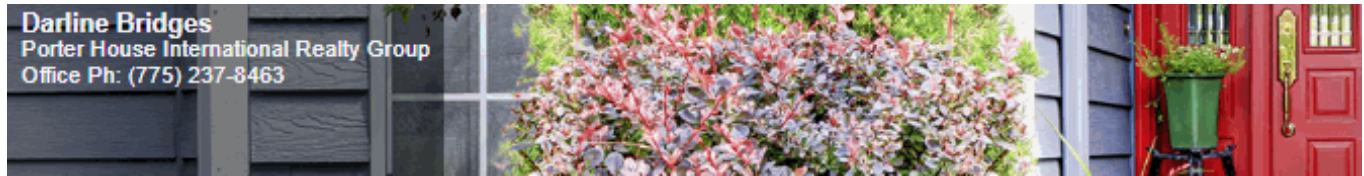


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List Price and Closed Price

This graph illustrates the list price, along with closed price in Closed listings.







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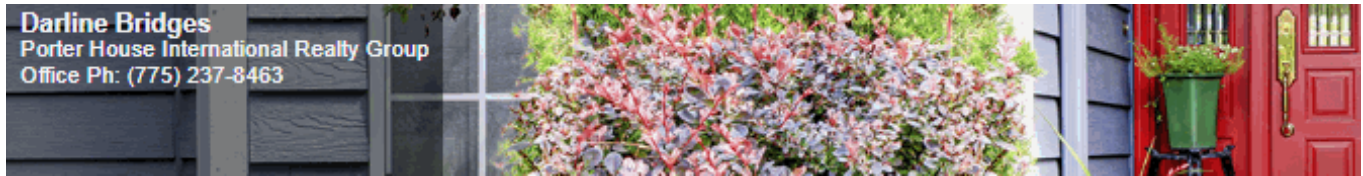
CMA Pro Report

These pages give a general overview of the selected properties.

11918 Homestead Pl, Waldorf, MD		Closed	\$287,000	
	MLS #ID:	MDCH2019718	Beds: 3	
	Prop Type:	Residential	Baths: 1 / 1	
	Structure Type:	End of Row/Townhouse	Cls Price:	\$287,000
	County:	Charles, MD	Cls Date:	2/21/2023
	Municipality:		Concessions:	\$5,000
	MLS Area:		AbvGrdFinSF:	1,220 / Assessor
	Subdiv/Ngh:	HOMESTEAD	Lot Size:	0a / 3,150.00sf
	School Dist:	Charles County Public Schools	Lot Dim:	
	Ownership:	Fee Simple	Condo/HOA:	\$0
	Garage Spaces:	0	New Constr:	No
Parking:	Assigned	Year Built:	1992	
Condition:		Basement:	No	
Dock Type:		Waterfront:	No	
Sale Type:	Standard			
Remarks:	Great Opportunity! This 3 bedroom, 1,5 bath end unit townhome is waiting for you. Great for first time homebuyer to give a little TLC to this jewel and make it your own. Living room, separate dining w/eat-in table space. Washer/dryer located on second level with 3 spacious bedrooms with ceiling fans. Walk-out to newly fenced in backyard. Nice size front yard with nice sitting porch to enjoy. Convenient to shopping mall, restaurants, Tanger Outlet, MGM and National Harbor. Nearly 20 minutes from Branch Avenue Station and Commuter Bus available to transport into DC.			

2009 Tanglewood Dr, Waldorf, MD		Closed	\$275,000	
	MLS #ID:	MDCH2017946	Beds: 3	
	Prop Type:	Residential	Baths: 1 / 1	
	Structure Type:	End of Row/Townhouse	Cls Price:	\$275,000
	County:	Charles, MD	Cls Date:	1/23/2023
	Municipality:		Concessions:	\$16,500
	MLS Area:		AbvGrdFinSF:	1,120 / Assessor
	Subdiv/Ngh:	TANGLEWOOD	Lot Size:	0a / 2,758.00sf
	School Dist:	Charles County Public Schools	Lot Dim:	
	Ownership:	Fee Simple	Condo/HOA:	\$0
	Garage Spaces:	0	New Constr:	No
Parking:		Year Built:	1986	
Condition:		Basement:	No	
Dock Type:		Waterfront:	No	
Sale Type:	Standard			
Remarks:	***PRICE IMPROVEMENT!!!**LOCATION, LOCATION, LOCATION!!!! Welcome to 2009 Tanglewood! This 3 bedroom, 1.5 bath home has all of your basic needs and is perfect for the first time home buyer, starter family, or investor. 1 assigned parking space. Some updates in bathrooms. Close to all of the conveniences and entertainment you need! Tanger Outlets, the National Harbor and DC are all within a close drive. Also, this home qualifies for SPECIAL FINANCING with a 10K (forgivable) grant, no PMI, and a below market interest rate. Have your agent ask the listing agent for more details. Don't miss out on this one! Currently occupied, so please do not disturb the tenants. Photos were taken prior to tenant move-in. Schedule your showing today! 24-hour notice required. Sold AS-IS. Seller to make no repairs.			






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CMA Pro Report

These pages give a general overview of the selected properties.

3391 Ryon Ct, Waldorf, MD		Closed	\$245,000
	MLS #ID:	MDCH2015350	Beds: 3
	Prop Type:	Residential	Baths: 1 / 1
	Structure Type:	Interior Row/Townhouse	Cls Price: \$245,000
	County:	Charles, MD	Cls Date: 11/1/2022
	Municipality:		Concessions: \$0
	MLS Area:		AbvGrdFinSF: 1,244 / Assessor
	Subdiv/Ngh:	RYON WOODS	Lot Size: 0a / 0.00sf
	School Dist:	Charles County Public Schools	Lot Dim:
	Ownership:	Fee Simple	Condo/HOA: \$0
	Garage Spaces: 0		New Constr: No
Parking:		Year Built: 1981	
Condition:		Basement: No	
		Waterfront: No	
		Dock Type:	
Remarks:	This townhome features nearly 1,300 SF of living space on 2 levels. First floor has large dining room, eat-in kitchen and step-down living room w/ a slider to the large deck and fenced back yard. Full bath, laundry room and 3 bedrooms on 2nd level. Close to schools, shopping, and entertainment.		

Sale Type: Standard





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CMA Pro Report

These pages give a general overview of the selected properties.

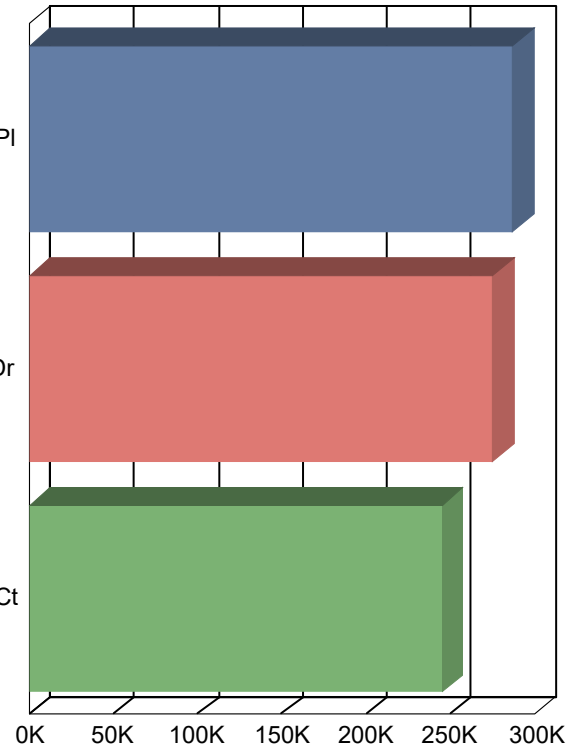
Closed Properties

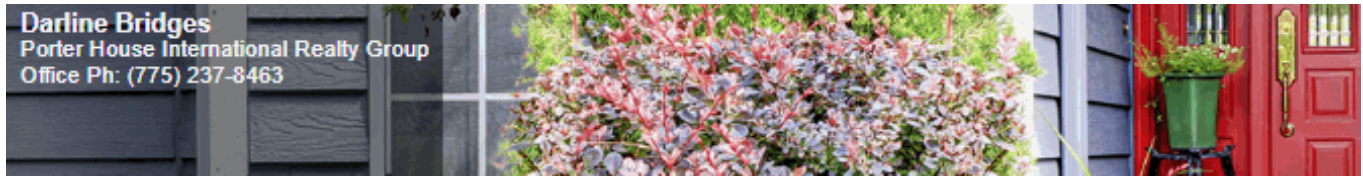
Total # of Listings	3
Lowest Price	\$245,000
Highest Price	\$287,000
Average Price	\$269,000
Avg. Price/SqFt	\$225.91
Avg DOM	31

11918 Homestead Pl

2009 Tanglewood Dr

3391 Ryon Ct



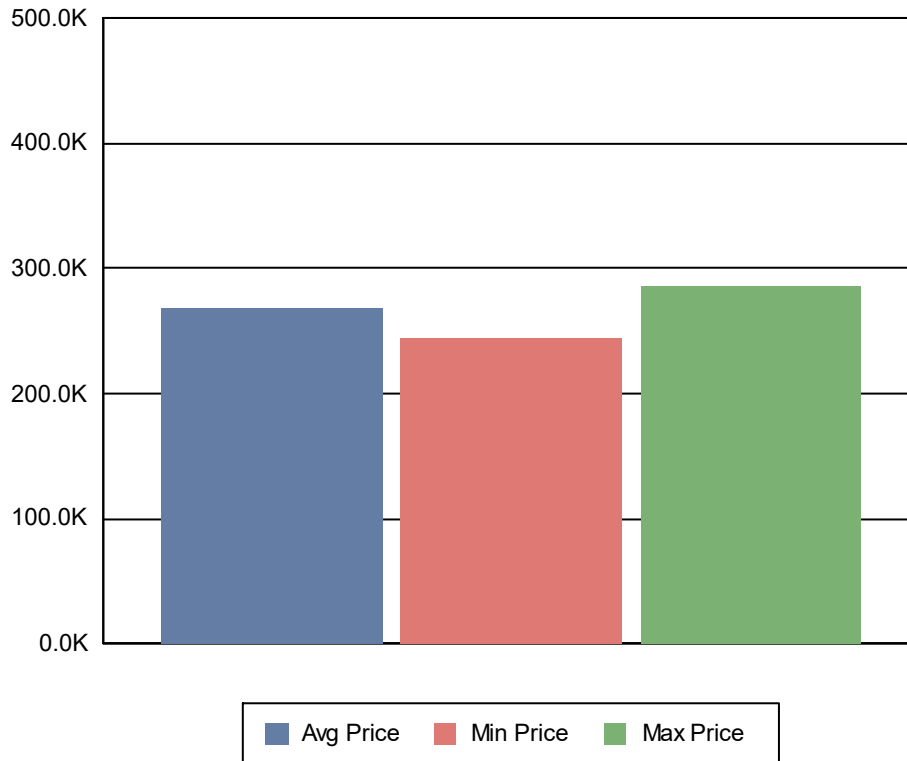


Thursday, April 6, 2023

CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



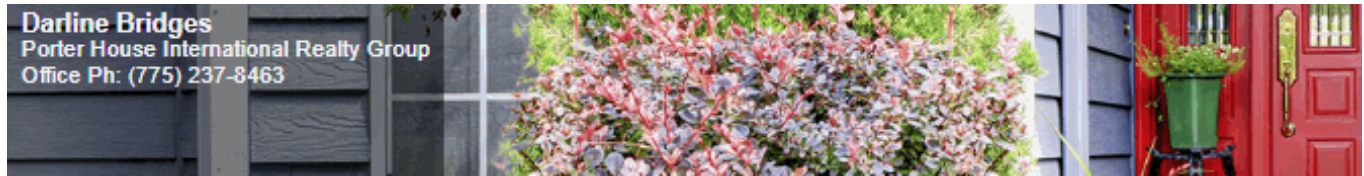
Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Closed	\$245,000	\$287,000	\$269,000	\$225.91
Totals / Averages	\$245,000	\$287,000	\$269,000	\$225.91

Closed Property Analysis

Address	List Price	Closed Price	Conc	DOM	%CP/LP	CP/Sqft
11918 Homestead Pl	\$287,000	\$287,000	\$5,000	7	100.00%	\$235.25
2009 Tanglewood Dr	\$275,000	\$275,000	\$16,500	55	100.00%	\$245.54
3391 Ryon Ct	\$245,000	\$245,000	\$0	32	100.00%	\$196.95
Total Averages	\$269,000	\$269,000	\$7,167	31.33	100.00%	\$225.91





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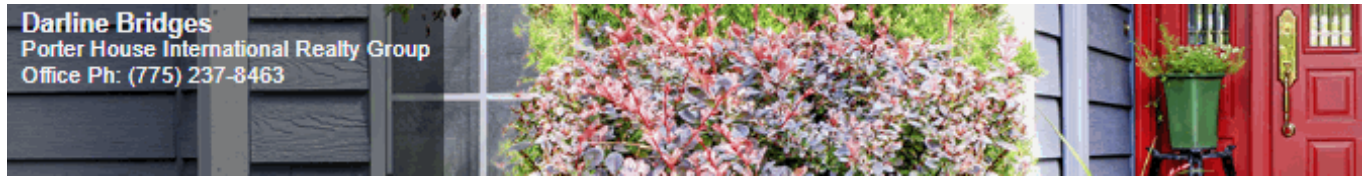
CMA Pro Report

These pages give a general overview of the selected properties.

Property Summary

S	Street Address	Bds	Bth	Sqft	List Price	Closed Price	Conc	Closed Date	DOM
CLS	11918 Homestead Pl	3	1 / 1	1,220	\$287,000	\$287,000	\$5,000	02/21/2023	7
CLS	2009 Tanglewood Dr	3	1 / 1	1,120	\$275,000	\$275,000	\$16,500	01/23/2023	55
CLS	3391 Ryon Ct	3	1 / 1	1,244	\$245,000	\$245,000	\$0	11/01/2022	32





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Brief Summary of Compared Listings

This report summarizes the comparable listings contained in this market analysis.

Status: Closed

MLS#	Address	Bds	Bth	SqFt Tot	Acres	DOM	List Price	Closed	Conc	Closed Dt
MDCH201971 8	11918 Homestead Pl	3	1 / 1	1,220	0.07	7	\$287,000	\$287,000	\$5,000	02/21/2023
MDCH201794 6	2009 Tanglewood Dr	3	1 / 1	1,120	0.06	55	\$275,000	\$275,000	\$16,500	01/23/2023
MDCH201535 0	3391 Ryon Ct	3	1 / 1	1,244	0.00	32	\$245,000	\$245,000		11/01/2022
Averages:	\$269,000	3	1/1	1,195	0.04	31	\$269,000	\$269,000	\$10,750	

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg CDOM
Closed	3	\$269,000	\$225.91	\$275,000	\$245,000	\$287,000	31
Total	3	\$269,000	\$225.91	\$275,000	\$245,000	\$287,000	31





Results Statistics

Prepared By: Darline Victoria Bridges

Listings as of 04/06/23 at 5:10 pm

Residential Sale

Closed Properties

MLS #	Address	City	Bds	Bths	Yr Blt	Acres	Abv Grd SF	CL\$/SqFt	List Price	CL Price	Concess	CL Date	CLP%LP	DOM		
MDCH2015350	3391 Ryon Ct	Waldorf	3	1 / 1	1981		1,244	\$196.95	\$245,000	\$245,000		11/01/2022	100.00	32		
MDCH2017946	2009 Tanglewood Dr	Waldorf	3	1 / 1	1986	0.06	1,120	\$245.54	\$275,000	\$275,000	\$16,500	01/23/2023	100.00	55		
MDCH2019718	11918 Homestead Pl	Waldorf	3	1 / 1	1992	0.07	1,220	\$235.25	\$287,000	\$287,000	\$5,000	02/21/2023	100.00	7		
# LISTINGS:			3		Medians:	3	2.0	1986	0.07	1,220	\$235.25	\$275,000	\$275,000	\$10,750	100.00	32
				Minimums:	3	2.0	1981	0.06	1,120	\$196.95	\$245,000	\$245,000	\$5,000	100.00	7	
				Maximums:	3	2.0	1992	0.07	1,244	\$245.54	\$287,000	\$287,000	\$16,500	100.00	55	
				Averages:	3	2.0	1986	0.07	1,195	\$225.91	\$269,000	\$269,000	\$10,750	100.00	31	

Quick Statistics (3 Listings Total)				
	Min	Max	Average	Median
List Price	\$245,000	\$287,000	\$269,000	\$275,000
Closed Price	\$245,000	\$287,000	\$269,000	\$275,000
DOM	7	55	31	32

© BRIGHT - Information, although reliable, is not guaranteed and should be independently verified. Measurements may not be exact and should not be relied upon. School service boundaries are intended to be used as a reference only, to verify school information contact the school and/or school district directly.



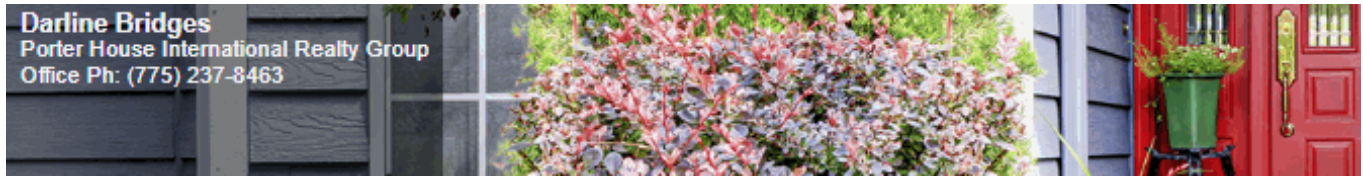
Residential Stats - Analysis Detail Report

Closed 3 LISTINGS

	Price when initially entered					Price at time of sale					DOM	CDOM	Age
	Closed Price - Concession	=	Net Price	/	Orig. Price = % Of	Closed Price - Concession	=	Net Price / List Price	=	% Of			
11918 Homestead Pl	\$287,000	\$5,000	\$282,000	\$289,000.00	97.58	\$287,000	\$5,000	\$282,000	\$287,000	98.26	7	7	31
2009 Tanglewood Dr	\$275,000	\$16,500	\$258,500	\$280,000.00	92.32	\$275,000	\$16,500	\$258,500	\$275,000	94.00	55	55	37
3391 Ryon Ct	\$245,000	\$0	\$245,000	\$245,000.00	100.00	\$245,000	\$0	\$245,000	\$245,000	100.00	32	32	42
Low	\$245,000	\$0	\$245,000	\$245,000	92.32	\$245,000	\$0	\$245,000	\$245,000	94.00	7	7	31
High	\$287,000	\$16,500	\$282,000	\$289,000	100.00	\$287,000	\$16,500	\$282,000	\$287,000	100.00	55	7	42
Median	\$275,000	\$5,000	\$258,500	\$280,000	97.58	\$275,000	\$5,000	\$258,500	\$275,000	98.26	32	32	37
Average	\$269,000	\$7,167	\$261,833	\$271,333	96.63	\$269,000	\$7,167	\$261,833	\$269,000	97.42	31	31	37

Report Totals Properties: 3

	List Price:	Orig. List Price:	% of:	Closed Price:	Concession:	Net Price:	DOM:	CDOM:	Age:
Low	\$245,000	\$245,000	92.32	\$245,000	\$0	\$245,000	7	7	31
High	\$287,000	\$289,000	100.00	\$287,000	\$16,500	\$282,000	55	55	42
Median	\$275,000	\$280,000	97.58	\$275,000	\$5,000	\$258,500	32	32	37
Average	\$269,000	\$271,333	96.63	\$269,000	\$7,167	\$261,833	31	31	37



Darline Bridges
Porter House International Realty Group
Office Ph: (775) 237-8463

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Pricing Recommendation

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

<u>Closed Price Statistics</u>		<u>Closed Price Per Sq. Ft. Statistics</u>	
Average Price:	\$269,000	Average Price/Sq Ft:	\$226
High Price:	\$287,000	High Price/Sq Ft:	\$246
Median Price:	\$275,000	Median Price/Sq Ft:	\$235
Low Price:	\$245,000	Low Price/Sq Ft:	\$197

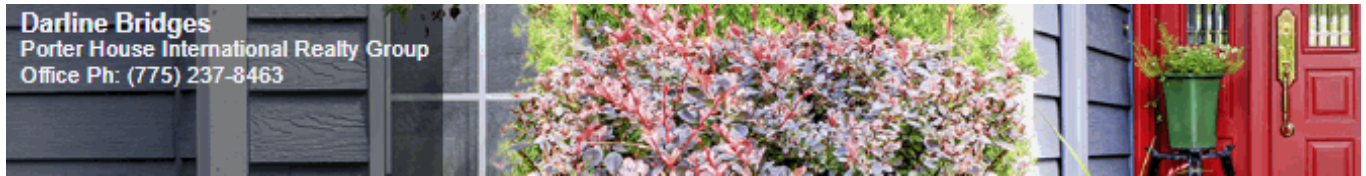
Figures are based on closed price after adjustments, and rounded to the nearest \$100.

Summary...

After analyzing your property, comparable properties on the market now, recent sales and comparable properties that failed to sell, I conclude that in the current market, your property is most likely to sell for .





Notwithstanding any language to the contrary contained herein, this Competitive Market Analysis is NOT an appraisal of the market value for property and is not intended to be used for any legal purpose including approval of a mortgage loan, modification of a mortgage loan, divorce/property separation, estate settlement, bankruptcy proceedings or any other purpose where real estate value is needed. If an appraisal is desired, the services of a licensed or certified appraiser must be obtained.





CMA 4-Up Public Records Report

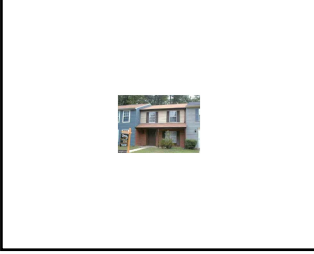



This page outlines the subject property versus comparables properties.

				
Address	1628 Pin Oak Dr	3391 Ryon Ct	2009 Tanglewood Dr	11918 Homestead Pl
County	Charles, MD	Charles, MD	Charles, MD	Charles, MD
Municipality	Unincorporated	Unincorporated	Unincorporated	Unincorporated
Neighborhood				
Status	Public Record Comparable	Closed	Closed	Closed
Closed Date	2/1/23			
List Price		\$245,000	\$275,000	\$287,000
Closed Price	\$0	\$245,000	\$275,000	\$0
Concessions		No, \$0	Yes, \$16,500	Yes, \$5,000
Financing		FHA	VA	FHA
Property Class	RES	Residential	Residential	Residential
Structure Type	RowTownClu	Row/Twnhse/Cluster		
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type				
Style		Attchd/Row Hse Int	End Unit/Row	End Unit/Row
Levels/Stories		2.00	2.00	2.00
Year Built	1983	1981	1986	1992
Condition				
Annual Tax	\$2,539	\$2,537	\$2,649	\$2,855
Tax Total Asmt	\$198,500	\$187,133	\$202,533	\$221,633
Lot Acres/SqFt	0.04a / 1800sf	0a / 0.00sf	0a / 2,758.00sf	0a / 0.00sf
Lot Dimension				
Waterfront		No	No	No
Abv Grd Fin SF	1,120	1,244	1,120	1,220
Total Bldg SF	1120	1,244	1,120	1,220
Total Units	1	1	1	1
Bedrooms	3	0	0	0
Baths	1 / 1	1 / 1	1 / 1	1 / 1
Garage Spaces		0	0	0
Parking Feat				
Basement				
Cooling		Combined System	Combined System	Combined System
Heat	Geothermal Heat Pump, H	Heat Pump	Heat Pump	Heat Pump
Pool		False	False	False
DOM		32	55	7
MLS#	0906133312	MDCH2015350	MDCH2017946	MDCH2019718

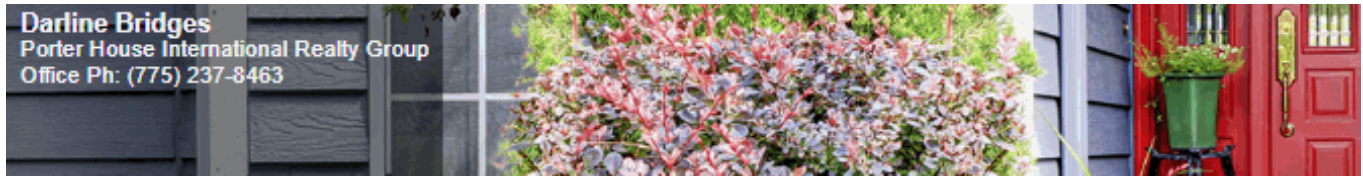


CMA 4-Up Listings Report

This page outlines the subject property versus comparables properties.

				
Address	1628 Pin Oak Dr	11918 Homestead Pl	2009 Tanglewood Dr	3391 Ryon Ct
County	Charles, MD	Charles, MD	Charles, MD	Charles, MD
Municipality	Unincorporated			
Neighborhood		HOMESTEAD	TANGLEWOOD	RYON WOODS
Status	Public Record Comparable	Closed	Closed	Closed
Closed Date	2/1/23	02/21/2023	01/23/2023	11/01/2022
List Price		\$287,000	\$275,000	\$245,000
Closed Price	\$0	\$287,000	\$275,000	\$245,000
Concessions		Yes, \$5,000	Yes, \$16,500	No, \$0
Financing		FHA	VA	FHA
Property Class	RES	Residential	Residential	Residential
Structure Type	RowTownClu	End of Row/Townhouse	End of Row/Townhouse	Interior Row/Townhouse
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type		Standard	Standard	Standard
Style		Colonial	Colonial	Traditional
Levels/Stories		2	2	2
Year Built	1983	1992	1986	1981
Condition				
Annual Tax	\$2,539	\$2,885	\$2,649	\$2,302
Tax Total Asmt	\$198,500	\$222,633	\$180,567	\$171,867
Lot Acres/SqFt	0.04a / 1800sf	0a / 3,150.00sf	0a / 2,758.00sf	0a / 0.00sf
Lot Dimension				
Waterfront		No	No	No
Abv Grd Fin SF	1120	1,220	1,120	1,244
Blw Grd Fin SF		0	0	0
Total Bldg SF	1120	1,220	1,120	1,244
Total Units	1	0	0	0
Bedrooms	3	3	3	3
Baths	1 / 1	1 / 1	1 / 1	1 / 1
Garage Spaces		0	0	0
Parking Feat		Assigned		
Basement				
Cooling		Ceiling Fan(s), Central A/C	Ceiling Fan(s), Central A/C	Central A/C
Heat	Geothermal Heat Pump, H	Central, Forced Air	Central	Heat Pump(s)
Pool		No Pool	No Pool	No Pool
DOM		7	55	32
MLS#	0906133312	MDCH2019718	MDCH2017946	MDCH2015350

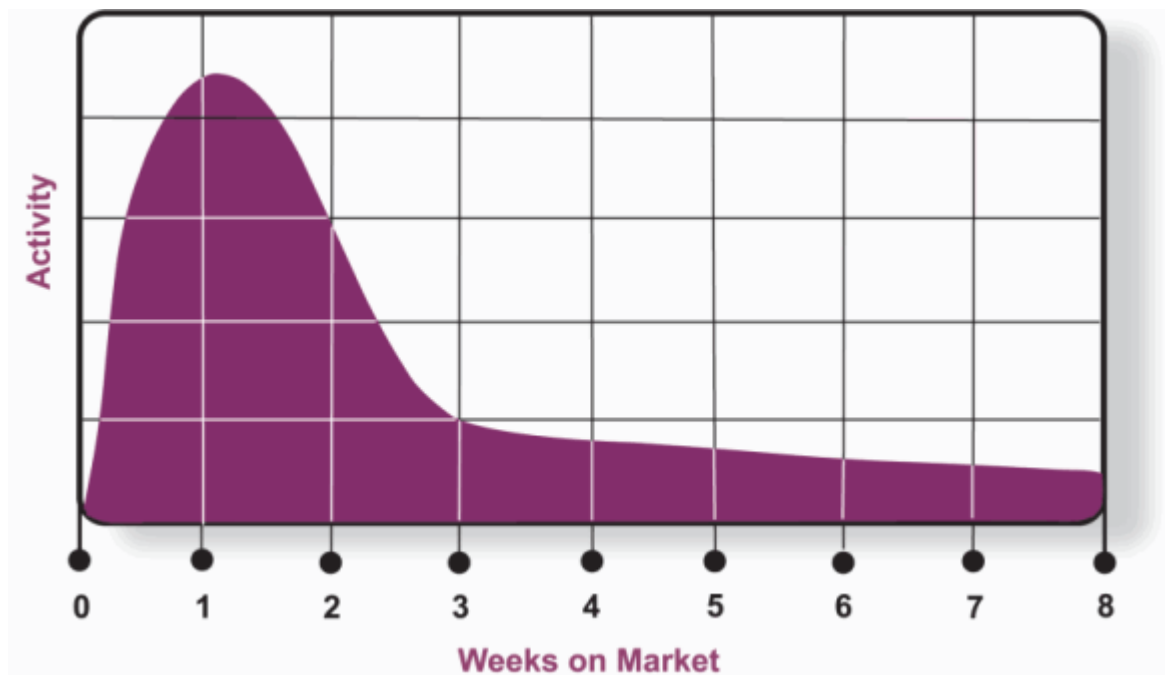




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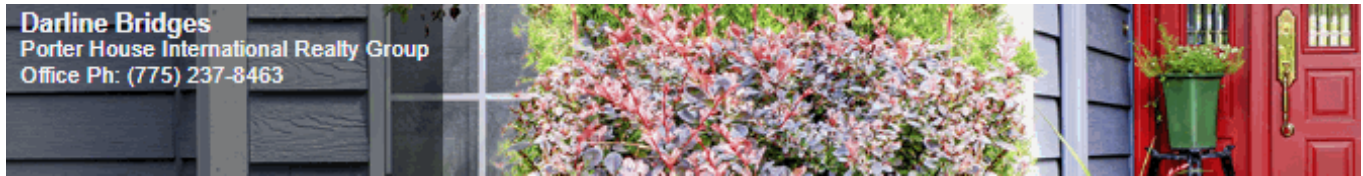
Activity vs. Timing

This chart highlights the importance of pricing correctly at market value.



This chart illustrates the level of excitement and interest in a new listing over time. It also demonstrates the importance of pricing correctly. When a property is first listed, it generates a very high level of interest from prospective buyers, which reduces dramatically over time. It is important to be priced correctly from the beginning, during the peak of this curve.



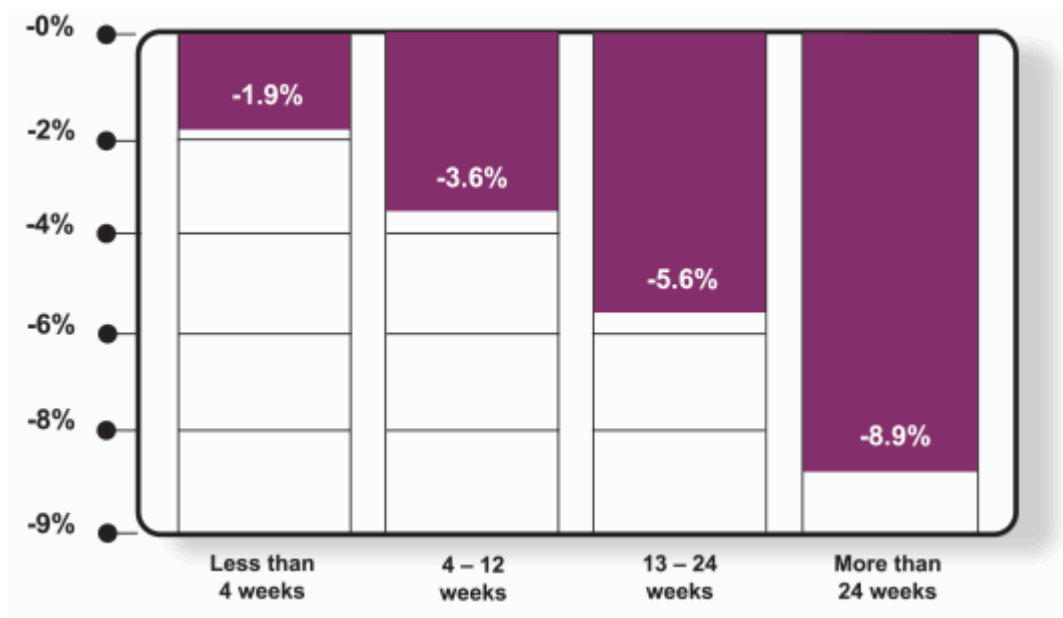


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The Effect of Over Pricing

This chart highlights the importance of pricing correctly at market value.

This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- Put your best foot forward immediately
- Establish a competitive asking price
- Keep your home in top showing condition
- Offer favorable financing terms





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The Benefits of Using a Professional REALTOR®

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs





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Market Analysis Explanation

This is an explanation and overview of this market analysis.

This Comparative Market Analysis will help to determine the correct selling price of your home. Ultimately, the correct selling price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1. Comparable homes that are currently for sale
2. Comparable homes that were recently sold
3. Comparable homes that failed to sell

Looking at similar homes that are currently offered for sale, we can assess the alternatives that a serious buyer has from which to choose. We can also be sure that we are not under pricing your home.

Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

This Comparative Market Analysis has been carefully prepared for you, analyzing homes similar to yours. The aim of this market analysis is to achieve the maximum selling price for your home, while being able to sell your home within a relatively short period of time.





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The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.



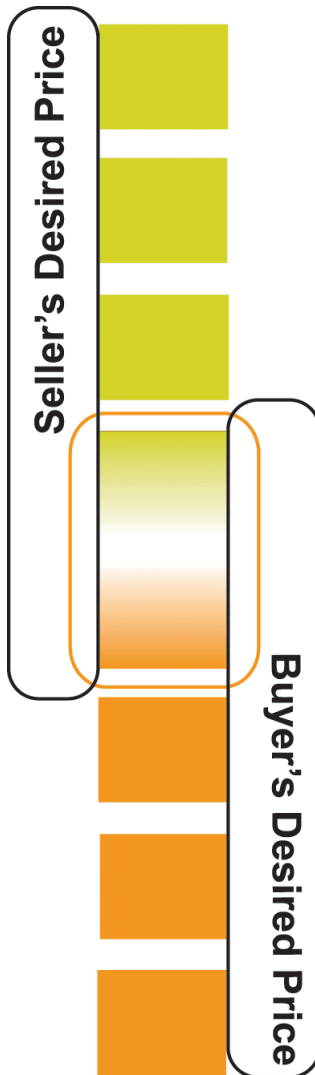
This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.





Setting the Price

This chart highlights the importance of pricing correctly at market value.



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

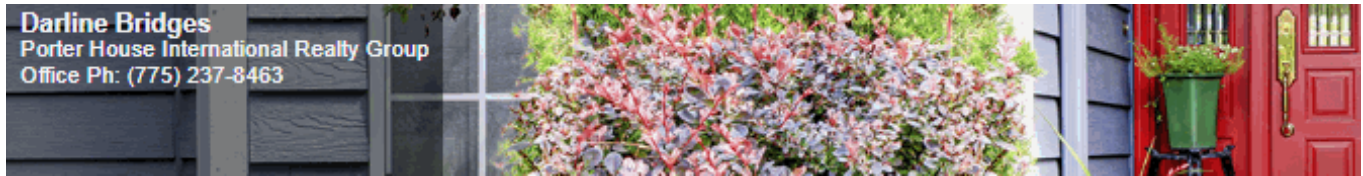
Establishing market value

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

Look at the competition

Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.





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The Pitfalls of Overpricing

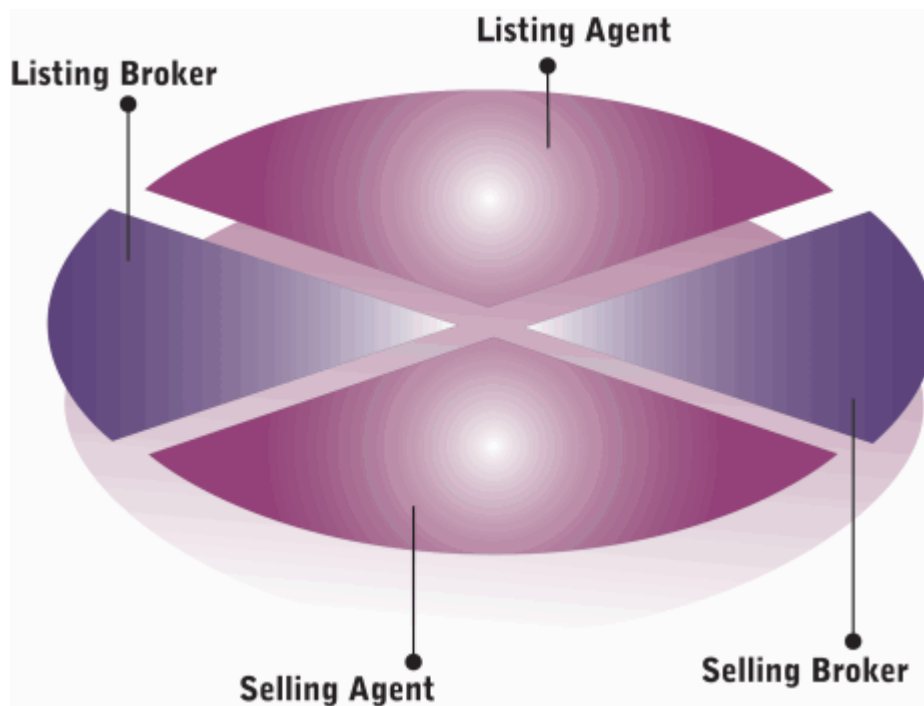
This chart highlights the importance of pricing correctly at market value.

Overpricing your house in the belief that you can reduce the price back later is a strategy that can backfire badly. For example, by the time you reduce your price, you may miss out on a surge of interest in properties like yours. Also, if prices are lowered, buyers may wonder if there's something wrong with the property that kept other buyers away. So to keep from selling your property at below market value and from wasting valuable time, don't fall into the overpricing trap.



Where a Commission Goes

This page describes how a commission is divided amongst all of the parties involved.



After a successful sale of your property, the real estate commission is shared among all who assisted in this important transaction. Generally, the commission is divided four ways: to the listing broker, the listing agent, the selling broker and the selling agent. In recognition of the important roles each played in the sale of your property, each is compensated by a percentage of the commission.





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Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.





Darline Bridges
Porter House International Realty Group
Office Ph: (775) 237-8463

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What it Takes to Show

This page describes what it takes to show your property.

Scheduling the Showing

Coordination is the key. Before a sales associate from our firm or a cooperating broker shows or previews your property, a representative from our firm will contact you to schedule an appointment. You will then be notified of the timing, and, if it's acceptable, the appointment will be confirmed. If you can't be reached, the showing will proceed on the understanding that you wouldn't want to miss any chances for interested buyers to view your property.

Timing

Ordinarily, you'll get plenty of notice about an appointment request. Some buyers, however, may ask to see your property as soon as possible. In such cases, a showing could take place within an hour or so. If a buyer requests a change to the timing of a scheduled showing, you'll be given as much notice as possible.

Special Instructions

Any special instructions you may have given to your listing agent, such as information on pets, parking or security, will be listed in your property file and thoroughly explained to the sales associate who requested the showing.

The Showing

If you're not on hand during a showing, the sales associate will use the property's lock box to enter. If you're available, sales associates will introduce themselves and give you a business card.

Privacy

The fewer people around during a showing, the better. It's also a good rule to let the buyer roam freely and discuss the property with the sales associate without interruption. A properly briefed sales associate will know the buyer's needs and will be able to point out the features that meet the requirements.

Contact Information

If you're not going to be available to approve an appointment request, it's important to notify your sales associate. By leaving a telephone number where you can be contacted, you can be notified immediately about an offer.

Previews

Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

Unscheduled Appointments

Ask any people who show up to view your property without an appointment to telephone the listing agent to request a showing. Even if the person identifies himself or herself as a licensed sales associate, an appointment request must be made first through your listing agent.

