

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	
1528 Pin Oak Dr	\$268,000	\$268,000	\$8,040	3	1	1	1,120	\$239.29	02/17/2023
11921 Homestead Pl	\$300,000	\$300,000	\$9,000	3	1	1	1,220	\$245.90	11/08/2022
2019 Tanglewood Dr	\$280,000	\$280,000		3	1	1	1,120	\$250.00	10/14/2022
Averages:	\$282,667	\$282,667	\$8,520	3	1	1	1,153	\$245.06	

Median of Comparable Listings: **\$280,000**

Average of Comparable Listings: **\$282,667**

	Low	Median	Average	High	Count
Comparable Price	\$268,000	\$280,000	\$282,667	\$300,000	3
Adjusted Comparable Price	\$268,000	\$280,000	\$282,667	\$300,000	3
DOM	15	18	23	35	3

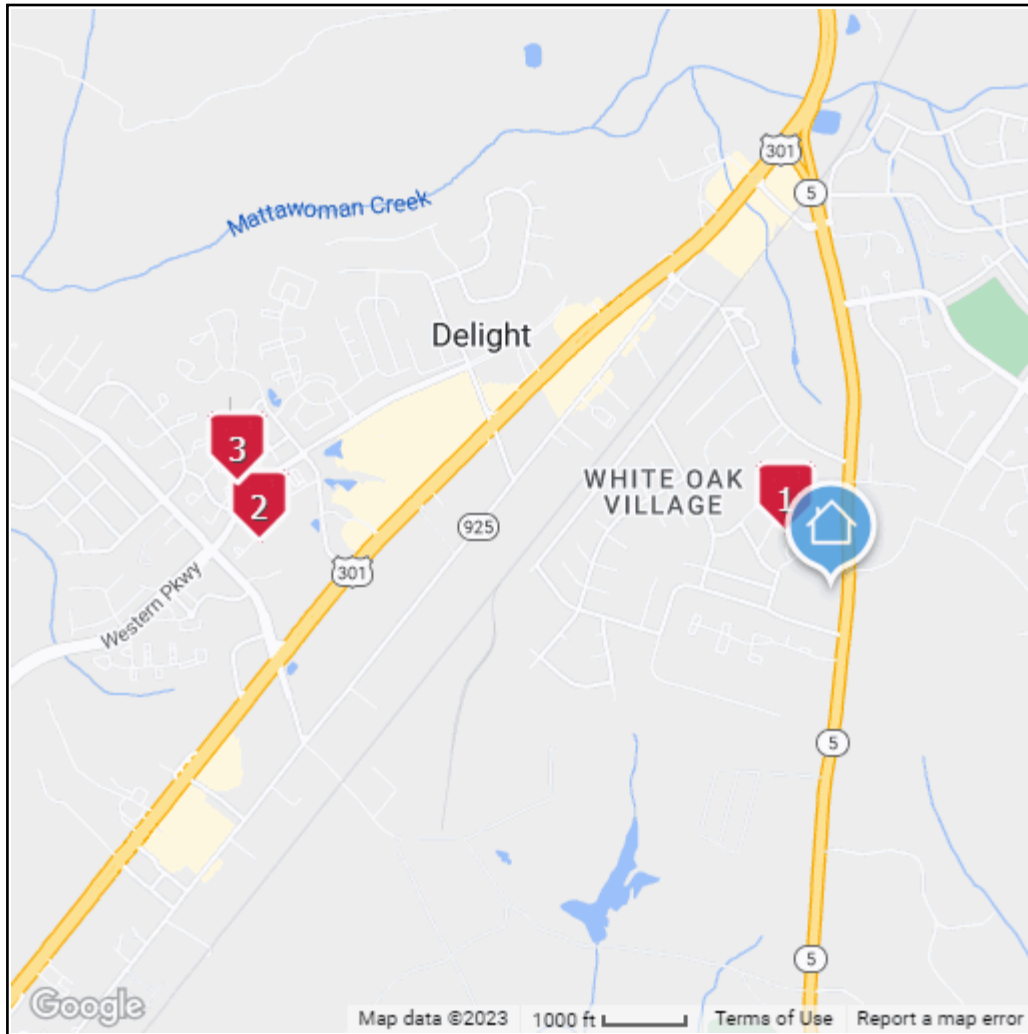




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CMA Map

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



1628 Pin Oak Dr

- 1 1528 Pin Oak Dr
- 2 11921 Homestead Pl
- 3 2019 Tanglewood Dr

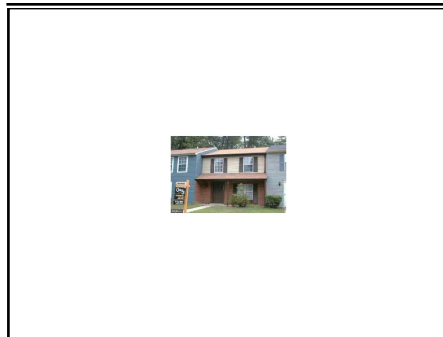
Google

Map data ©2023 1000 ft Terms of Use Report a map error



CMA Price Adjustments

This page outlines the subject property versus comparables properties.



Subject Property	Details	Adjust	Details	Adjust
1628 Pin Oak Dr	1528 Pin Oak Dr		11921 Homestead Pl	
MLS# 0906133312	MDCH2018996		MDCH2016802	
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	WHITE OAK VILLAGE SUB		HOMESTEAD-TANGLEWOOD SI	
Ownership	Fee Simple		Fee Simple	
Style	Colonial		Bi-Level, Traditional	
Structure Type RowTownClu	Interior Row/Townhouse		Interior Row/Townhouse	
Year Built 1983	1984		1992	
Taxes/Tax Yr \$2,539.00	\$2,591 / 2022		\$2,905 / 2022	
Assessed Val \$198,500	\$176,067		\$200,500	
List Date	12/14/2022		09/21/2022	
Closed Date 2/1/2023	02/17/2023		11/08/2022	
DOM/CDOM --/	15/15		18/18	
List Price	\$268,000		\$300,000	
Closed Price	\$268,000		\$300,000	
Concessions	\$8,040		\$9,000	
Abv Grd FinSF 1120	1,120		1,220	
Blw Grd FinSF	0		0	
\$/SqFt \$0.00	\$239.29		\$245.90	
Acres 0.04	0.040		0.050	
Beds 3	3		3	
Baths 1 / 1	1 / 1		1 / 1	
Bsmnt Type				
Garage Spcs	0		0	
Parking	Assigned			
Fireplaces	0		0	
Cooling	Central A/C		Heat Pump(s)	
Heating Geothermal Heat Pump, H	Heat Pump(s)		Heat Pump(s)	
Water	Public		Public	
Sewer	Public Sewer		Public Sewer	
Waterfront	No		No	
Pool	No Pool		No Pool	

Price	\$268,000	\$300,000
Total Adjustments	\$0	\$0
Adjusted Price	\$268,000	\$300,000





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	2019 Tanglewood Dr	
MLS# 0906133312	MDCH2015234	
Status Public Record Comparable	Closed	
Prop Type RES	Residential	
City Waldorf	Waldorf	
Sch District Charles County Public Sch	Charles County Public Schools	
Subdiv/Neigh	TANGLEWOOD TOWNHOMES	
Ownership	Fee Simple	
Style	Colonial	
Structure Type RowTownClu	Interior Row/Townhouse	
Year Built 1983	1986	
Taxes/Tax Yr \$2,539.00	\$2,377 / 2021	
Assessed Val \$198,500	\$184,067	
List Date	08/05/2022	
Closed Date 2/1/2023	10/14/2022	
DOM/CDOM --/	35/35	
List Price	\$280,000	
Closed Price	\$280,000	
Concessions	\$0	
Abv Grd FinSF 1120	1,120	
Blw Grd FinSF	0	
\$/SqFt \$0.00	\$250.00	
Acres 0.04	0.050	
Beds 3	3	
Baths 1 / 1	1 / 1	
Bsmnt Type		
Garage Spcs	0	
Parking		
Fireplaces	0	
Cooling	Central A/C	
Heating Geothermal Heat Pump, He	Heat Pump(s)	
Water	Public	
Sewer	Public Sewer	
Waterfront	No	
Pool	Yes - Community	

Price	\$280,000
Total Adjustments	\$0
Adjusted Price	\$280,000





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**





Thursday, April 6, 2023

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 \$268,000 and \$300,000

3 Bedrooms

1 Full Bathroom

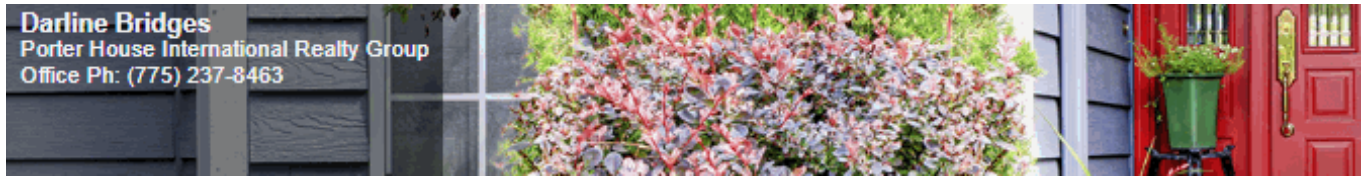
1 Half Bathroom

1,120 to 1,220 Square Feet

\$239.29 to \$250.00 per Square Foot

\$239.29 to \$250.00 per Sold Square Foot

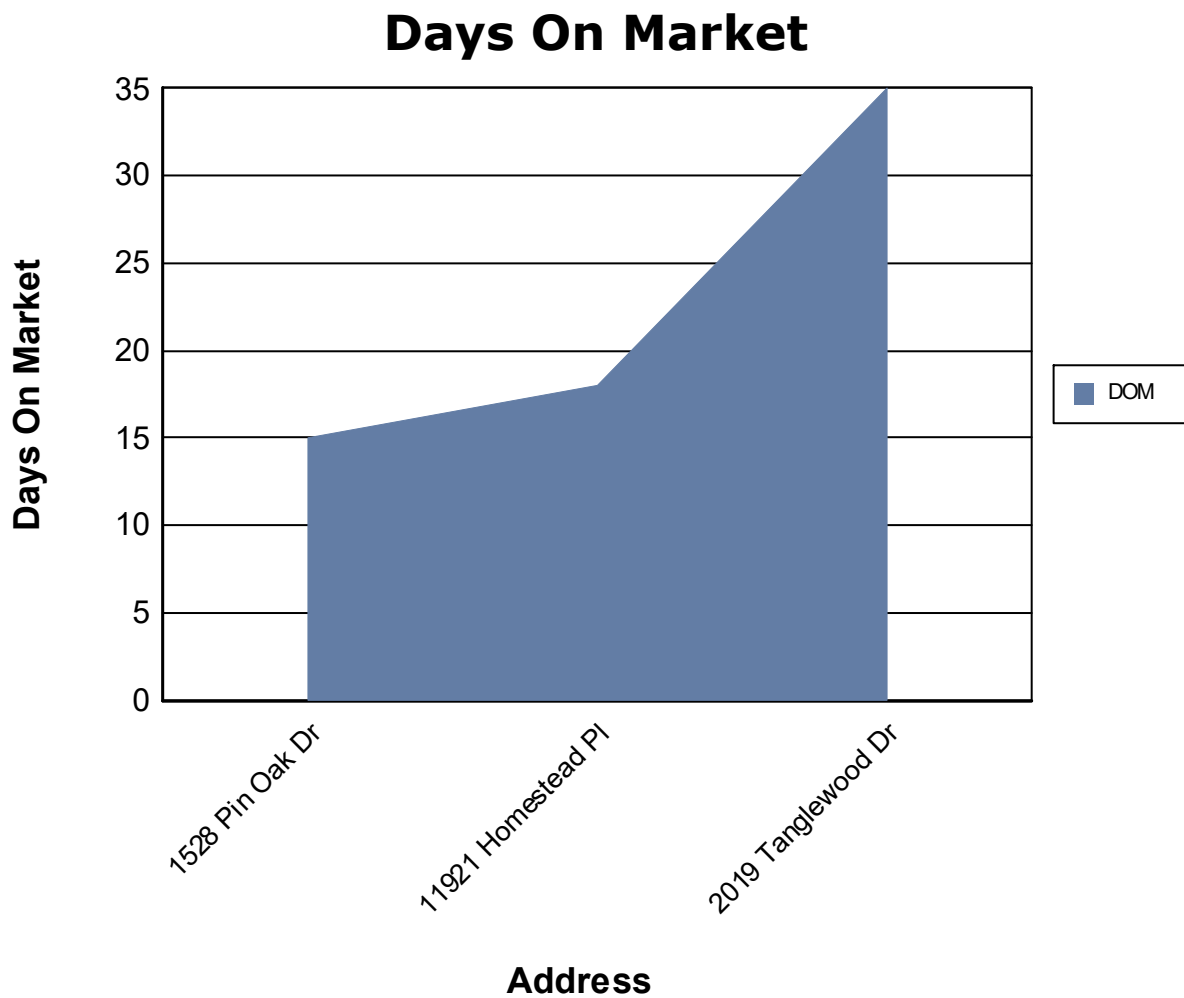


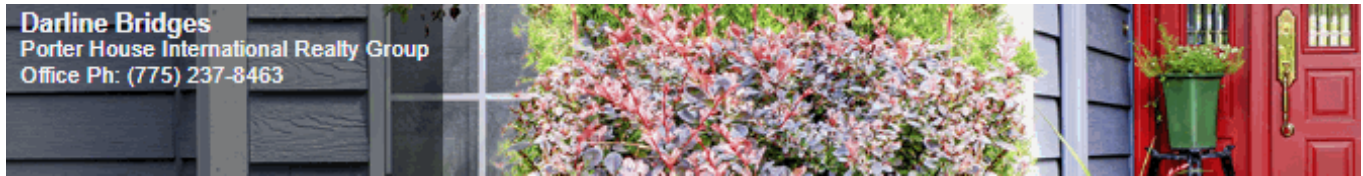


Thursday, April 6, 2023

Number of Days On Market

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

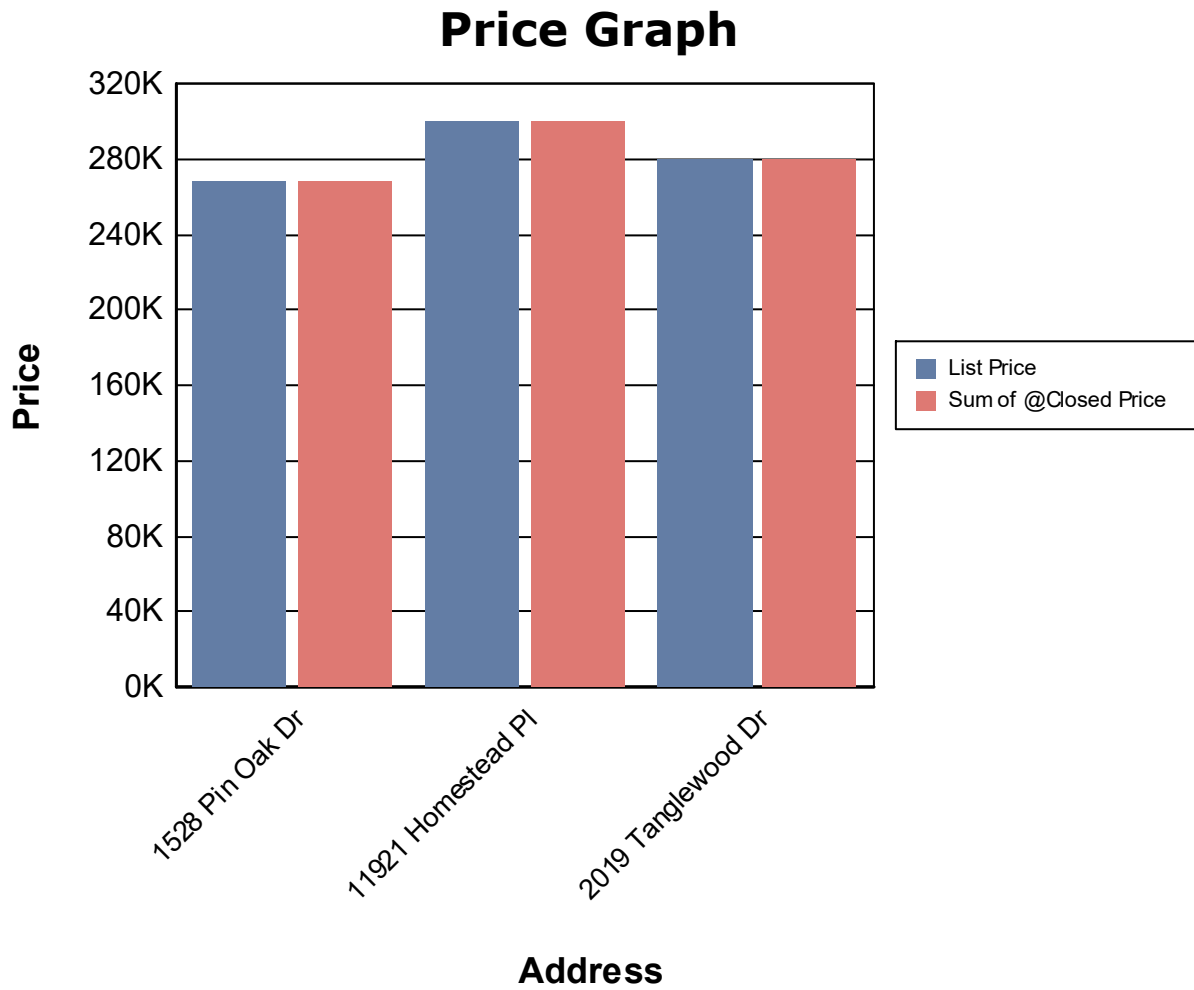


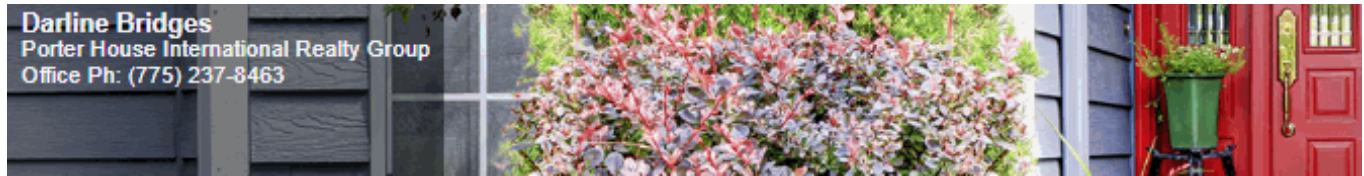


Thursday, April 6, 2023

List Price and Closed Price

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







Thursday, April 6, 2023

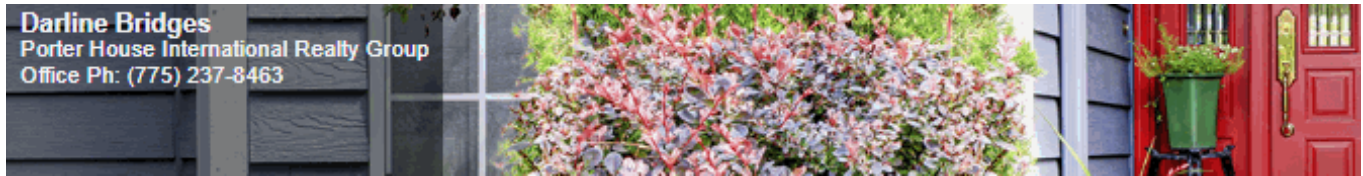
CMA Pro Report

These pages give a general overview of the selected properties.

1528 Pin Oak Dr, Waldorf, MD		Closed	\$268,000	
	MLS #ID:	MDCH2018996	Beds:	3
	Prop Type:	Residential	Baths:	1 / 1
	Structure Type:	Interior Row/Townhouse	Cls Price:	\$268,000
	County:	Charles, MD	Cls Date:	2/17/2023
	Municipality:		Concessions:	\$8,040
	MLS Area:		AbvGrdFinSF:	1,120 / Assessor
	Subdiv/Ngh:	WHITE OAK VILLAGE SUB	Lot Size:	0a / 1,800.00sf
	School Dist:	Charles County Public Schools	Lot Dim:	
	Ownership:	Fee Simple	Condo/HOA:	\$0
	Garage Spaces:	0	New Constr:	No
Parking:	Assigned	Year Built:	1984	
Condition:		Basement:	No	
Dock Type:		Waterfront:	No	
Remarks:	Updated townhome in sought after location. Close to schools, shopping and commuting. This home was updated a few years ago and maintained well with a newer roof. Main level has spacious kitchen with kitchen table space area, view into the family room and sitting nook area with stone accent wall. Updated fixtures in bathrooms and large closet space. Schedule your private showing today!			

11921 Homestead Pl, Waldorf, MD		Closed	\$300,000	
	MLS #ID:	MDCH2016802	Beds:	3
	Prop Type:	Residential	Baths:	1 / 1
	Structure Type:	Interior Row/Townhouse	Cls Price:	\$300,000
	County:	Charles, MD	Cls Date:	11/8/2022
	Municipality:		Concessions:	\$9,000
	MLS Area:		AbvGrdFinSF:	1,220 / Assessor
	Subdiv/Ngh:	HOMESTEAD-TANGLEWOOD SUB	Lot Size:	0a / 2,280.00sf
	School Dist:	Charles County Public Schools	Lot Dim:	
	Ownership:	Fee Simple	Condo/HOA:	\$0
	Garage Spaces:	0	New Constr:	No
Parking:		Year Built:	1992	
Condition:		Basement:	No	
Dock Type:		Waterfront:	No	
Remarks:	3 Bd, 1.5 Ba home with recent updates. Open living room with tons of natural light, large eat-in kitchen with a large flat backyard and deck for grilling. Front loading washer and dryer on upper level next to bedrooms. Two assigned parking spaces #115.			






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

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CMA Pro Report

These pages give a general overview of the selected properties.

2019 Tanglewood Dr, Waldorf, MD		Closed	\$280,000
	MLS #ID:	MDCH2015234	Beds: 3
	Prop Type:	Residential	Baths: 1 / 1
	Structure Type:	Interior Row/Townhouse	Cls Price: \$280,000
	County:	Charles, MD	Cls Date: 10/14/2022
	Municipality:		Concessions: \$0
	MLS Area:		AbvGrdFinSF: 1,120 / Assessor
	Subdiv/Ngh:	TANGLEWOOD TOWNHOMES	Lot Size: 0a / 2,180.00sf
	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: Good		Basement: No	
		Waterfront: No	
		Dock Type:	
Sale Type:	Standard		
Remarks:	.Welcome to 2019 Tanglewood Drive, located in the heart of Waldorf. This three bedroom, one and one half bath unit has laminate hardwood floors throughout. Kitchen has stainless steel appliances and granite counter-tops. Fenced rear yard which provides privacy. Property comes with Solar Panels as well. Located in close proximity to dining, schools and shopping.		





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Porter House International Realty Group
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CMA Pro Report

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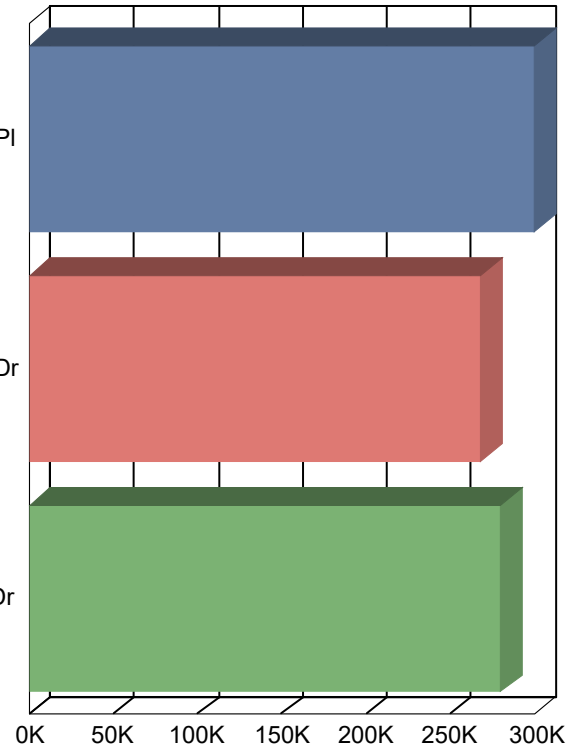
Closed Properties

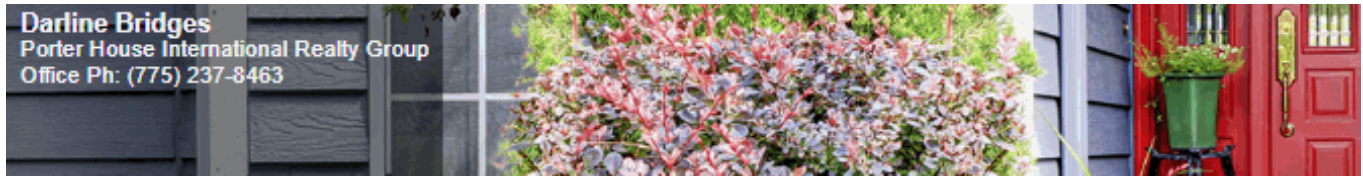
Total # of Listings	3
Lowest Price	\$268,000
Highest Price	\$300,000
Average Price	\$282,667
Avg. Price/SqFt	\$245.06
Avg DOM	23

11921 Homestead Pl

1528 Pin Oak Dr

2019 Tanglewood Dr



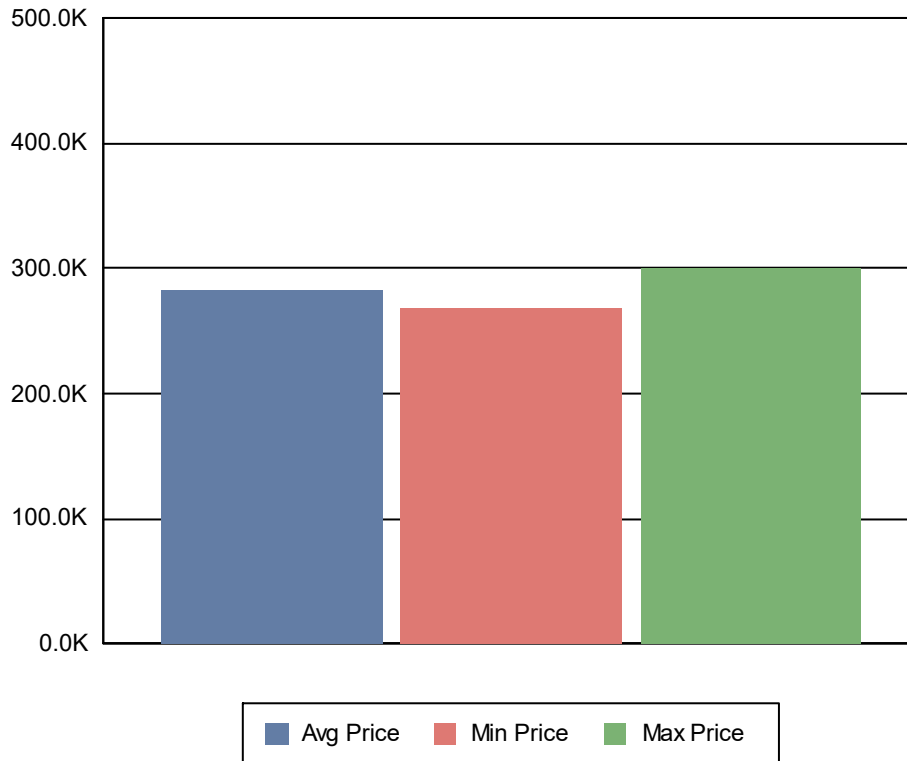


Thursday, April 6, 2023

CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



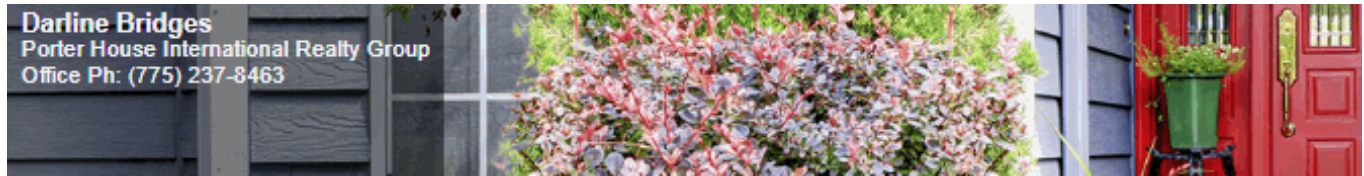
Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Closed	\$268,000	\$300,000	\$282,667	\$245.06
Totals / Averages	\$268,000	\$300,000	\$282,667	\$245.06

Closed Property Analysis

Address	List Price	Closed Price	Conc	DOM	%CP/LP	CP/Sqft
1528 Pin Oak Dr	\$268,000	\$268,000	\$8,040	15	100.00%	\$239.29
11921 Homestead Pl	\$300,000	\$300,000	\$9,000	18	100.00%	\$245.90
2019 Tanglewood Dr	\$280,000	\$280,000	\$0	35	100.00%	\$250.00
Total Averages	\$282,667	\$282,667	\$5,680	22.67	100.00%	\$245.06





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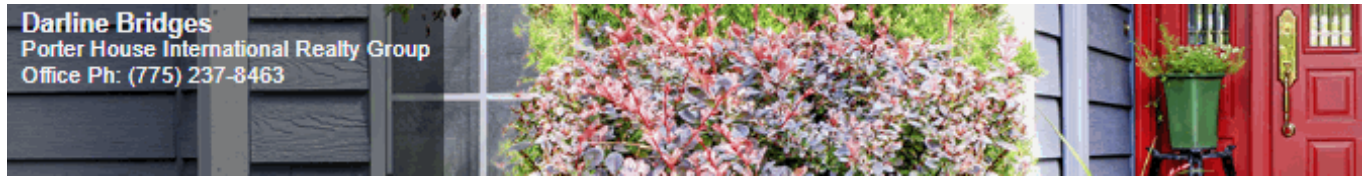
CMA Pro Report

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	1528 Pin Oak Dr	3	1 / 1	1,120	\$268,000	\$268,000	\$8,040	02/17/2023	15
CLS	11921 Homestead Pl	3	1 / 1	1,220	\$300,000	\$300,000	\$9,000	11/08/2022	18
CLS	2019 Tanglewood Dr	3	1 / 1	1,120	\$280,000	\$280,000	\$0	10/14/2022	35





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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
MDCH201899 6	1528 Pin Oak Dr	3	1 / 1	1,120	0.04	15	\$268,000	\$268,000	\$8,040	02/17/2023
MDCH201680 2	11921 Homestead Pl	3	1 / 1	1,220	0.05	18	\$300,000	\$300,000	\$9,000	11/08/2022
MDCH201523 4	2019 Tanglewood Dr	3	1 / 1	1,120	0.05	35	\$280,000	\$280,000		10/14/2022
Averages:	\$282,667	3	1/1	1,153	0.05	23	\$282,667	\$282,667	\$8,520	

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg CDOM
Closed	3	\$282,667	\$245.06	\$280,000	\$268,000	\$300,000	23
Total	3	\$282,667	\$245.06	\$280,000	\$268,000	\$300,000	23





Results Statistics

Prepared By: Darline Victoria Bridges

Listings as of 04/06/23 at 5:51 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	
MDCH2018996	1528 Pin Oak Dr	Waldorf	3	1 / 1	1984	0.04	1,120	\$239.29	\$268,000	\$268,000	\$8,040	02/17/2023	100.00	15	
MDCH2015234	2019 Tanglewood Dr	Waldorf	3	1 / 1	1986	0.05	1,120	\$250.00	\$280,000	\$280,000		10/14/2022	100.00	35	
MDCH2016802	11921 Homestead Pl	Waldorf	3	1 / 1	1992	0.05	1,220	\$245.90	\$300,000	\$300,000	\$9,000	11/08/2022	100.00	18	
# LISTINGS:			3	Medians:	3	2.0	1986	0.05	1,120	\$245.90	\$280,000	\$280,000	\$8,520	100.00	18
				Minimums:	3	2.0	1984	0.04	1,120	\$239.29	\$268,000	\$268,000	\$8,040	100.00	15
				Maximums:	3	2.0	1992	0.05	1,220	\$250.00	\$300,000	\$300,000	\$9,000	100.00	35
				Averages:	3	2.0	1987	0.05	1,153	\$245.06	\$282,667	\$282,667	\$8,520	100.00	23

Quick Statistics (3 Listings Total)				
	Min	Max	Average	Median
List Price	\$268,000	\$300,000	\$282,667	\$280,000
Closed Price	\$268,000	\$300,000	\$282,667	\$280,000
DOM	15	35	23	18

© 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.



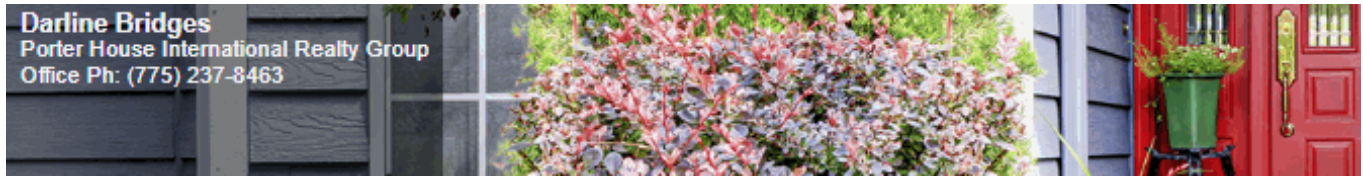
Residential Stats - Analysis Detail Report

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			
1528 Pin Oak Dr	\$268,000	\$8,040	\$259,960	\$268,000.00	97.00	\$268,000	\$8,040	\$259,960	\$268,000	97.00	15	15	39
11921 Homestead Pl	\$300,000	\$9,000	\$291,000	\$300,000.00	97.00	\$300,000	\$9,000	\$291,000	\$300,000	97.00	18	18	31
2019 Tanglewood Dr	\$280,000	\$0	\$280,000	\$290,000.00	96.55	\$280,000	\$0	\$280,000	\$280,000	100.00	35	35	37
Low	\$268,000	\$0	\$259,960	\$268,000	96.55	\$268,000	\$0	\$259,960	\$268,000	97.00	15	15	31
High	\$300,000	\$9,000	\$291,000	\$300,000	97.00	\$300,000	\$9,000	\$291,000	\$300,000	100.00	35	15	39
Median	\$280,000	\$8,040	\$280,000	\$290,000	97.00	\$280,000	\$8,040	\$280,000	\$280,000	97.00	18	18	37
Average	\$282,667	\$5,680	\$276,987	\$286,000	96.85	\$282,667	\$5,680	\$276,987	\$282,667	98.00	23	23	36

Report Totals Properties: 3

	List Price:	Orig. List Price:	% of:	Closed Price:	Concession:	Net Price:	DOM:	CDOM:	Age:
Low	\$268,000	\$268,000	96.55	\$268,000	\$0	\$259,960	15	15	31
High	\$300,000	\$300,000	97.00	\$300,000	\$9,000	\$291,000	35	35	39
Median	\$280,000	\$290,000	97.00	\$280,000	\$8,040	\$280,000	18	18	37
Average	\$282,667	\$286,000	96.85	\$282,667	\$5,680	\$276,987	23	23	36



Thursday, April 6, 2023

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:	\$282,700	Average Price/Sq Ft:	\$245
High Price:	\$300,000	High Price/Sq Ft:	\$250
Median Price:	\$280,000	Median Price/Sq Ft:	\$246
Low Price:	\$268,000	Low Price/Sq Ft:	\$239

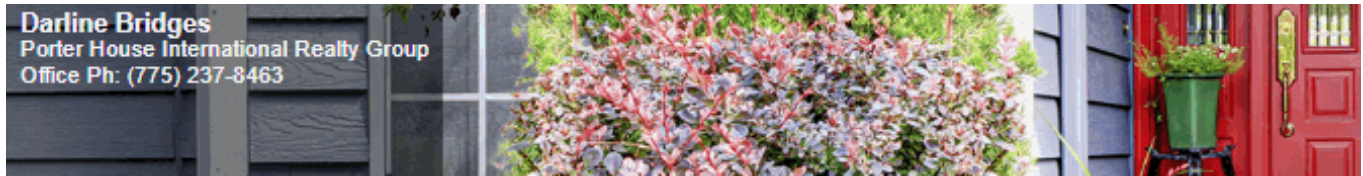
Figures are based on closed price after adjustments, and rounded to the nearest \$100.

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

Thursday, April 6, 2023

This page outlines the subject property versus comparables properties.



	Address 1628 Pin Oak Dr	1528 Pin Oak Dr	2019 Tanglewood Dr	11921 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		\$268,000	\$280,000	\$300,000
Closed Price	\$0	\$268,000	\$280,000	\$300,000
Concessions		Yes, \$8,040	No, \$0	Yes, \$9,000
Financing		Conventional	Other	Conventional
Property Class	RES	Residential	Residential	Residential
Structure Type	RowTownClu	Row/Twnhse/Cluster	Row/Twnhse/Cluster	Row/Twnhse/Cluster
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type				
Style		Attchd/Row Hse Int	Attchd/Row Hse Int	Attchd/Row Hse Int
Levels/Stories		2.00	2.00	2.00
Year Built	1983	1984	1986	1992
Condition			Good	
Annual Tax	\$2,539	\$2,591	\$2,694	\$2,905
Tax Total Asmt	\$198,500	\$208,033	\$205,633	\$224,100
Lot Acres/SqFt	0.04a / 1800sf	0a / 1,800.00sf	0a / 2,180.00sf	0a / 0.00sf
Lot Dimension				
Waterfront		No	No	No
Abv Grd Fin SF	1,120	1,120	1,120	1,220
Total Bldg SF	1120	1,120	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		15	35	18
MLS#	0906133312	MDCH2018996	MDCH2015234	MDCH2016802





Thursday, April 6, 2023

CMA 4-Up Listings Report

This page outlines the subject property versus comparables properties.



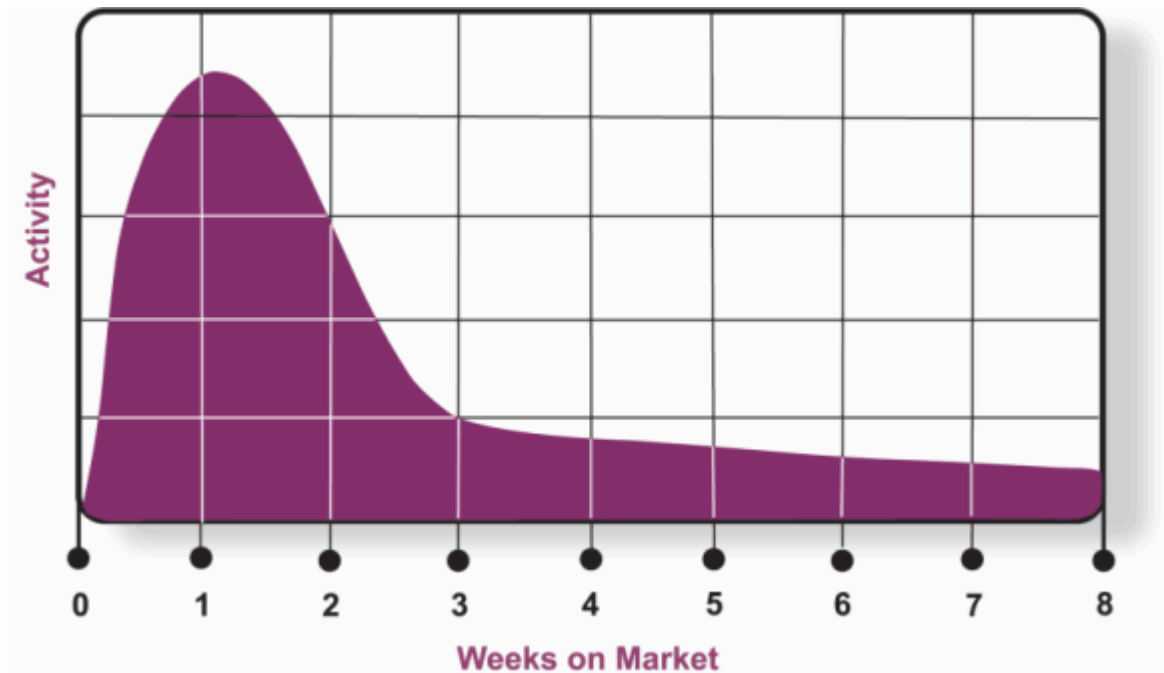
	Address 1628 Pin Oak Dr	1528 Pin Oak Dr	11921 Homestead Pl	2019 Tanglewood Dr
County	Charles, MD	Charles, MD	Charles, MD	Charles, MD
Municipality	Unincorporated			
Neighborhood		WHITE OAK VILLAGE SUB	HOMESTEAD-TANGLEWOC	TANGLEWOOD TOWNHOM
Status	Public Record Comparable	Closed	Closed	Closed
Closed Date	2/1/23	02/17/2023	11/08/2022	10/14/2022
List Price		\$268,000	\$300,000	\$280,000
Closed Price	\$0	\$268,000	\$300,000	\$280,000
Concessions		Yes, \$8,040	Yes, \$9,000	No, \$0
Financing		Conventional	Conventional	Other
Property Class	RES	Residential	Residential	Residential
Structure Type	RowTownClu	Interior Row/Townhouse	Interior Row/Townhouse	Interior Row/Townhouse
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type		Third Party Approval	Standard	Standard
Style		Colonial	Bi-Level, Traditional	Colonial
Levels/Stories		2	2	2
Year Built	1983	1984	1992	1986
Condition				Good
Annual Tax	\$2,539	\$2,591	\$2,905	\$2,377
Tax Total Asmt	\$198,500	\$176,067	\$200,500	\$184,067
Lot Acres/SqFt	0.04a / 1800sf	0a / 1,800.00sf	0a / 2,280.00sf	0a / 2,180.00sf
Lot Dimension				
Waterfront		No	No	No
Abv Grd Fin SF	1120	1,120	1,220	1,120
Blw Grd Fin SF		0	0	0
Total Bldg SF	1120	1,120	1,220	1,120
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		Central A/C	Heat Pump(s)	Central A/C
Heat	Geothermal Heat Pump, H	Heat Pump(s)	Heat Pump(s)	Heat Pump(s)
Pool		No Pool	No Pool	Yes - Community
DOM		15	18	35
MLS#	0906133312	MDCH2018996	MDCH2016802	MDCH2015234





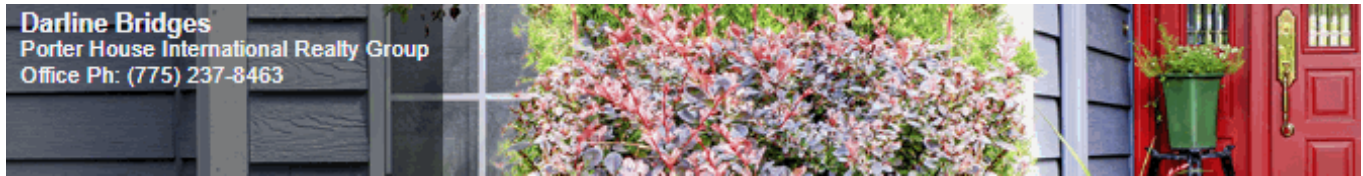
Activity vs. Timing

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.



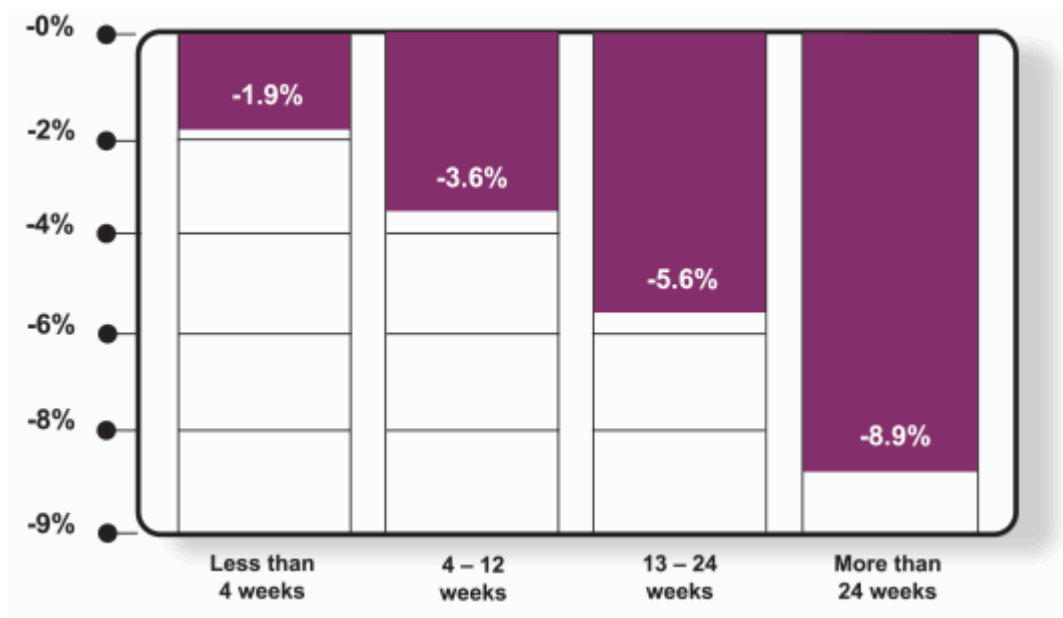


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The Effect of Over Pricing

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.

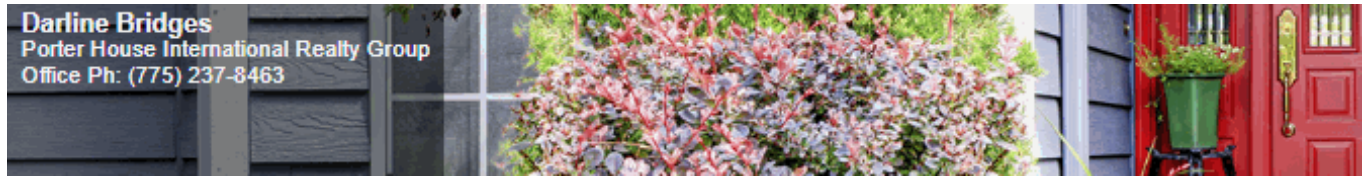
Negotiating

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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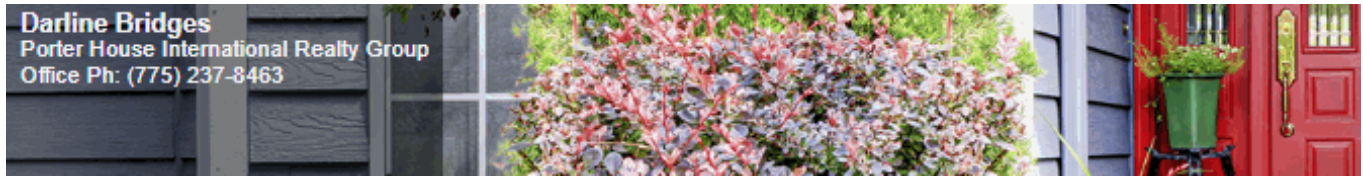
The Importance of Pricing

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.

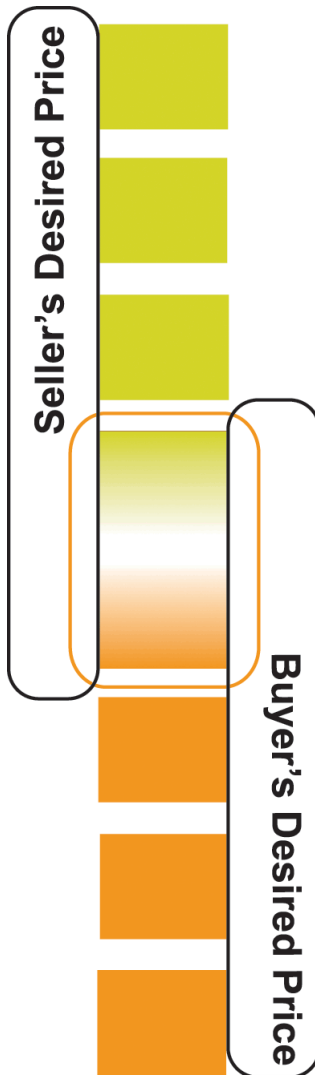




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Setting the Price

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.

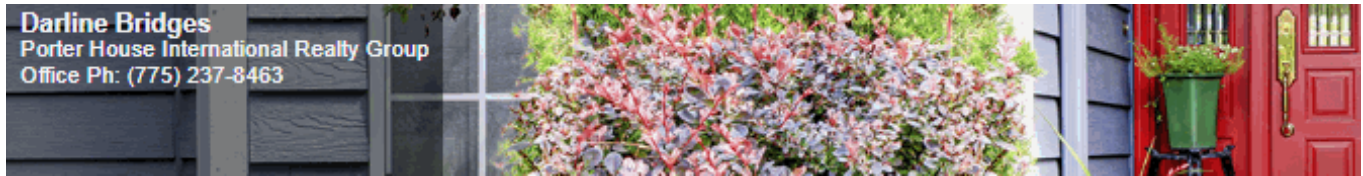
Establishing market value

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

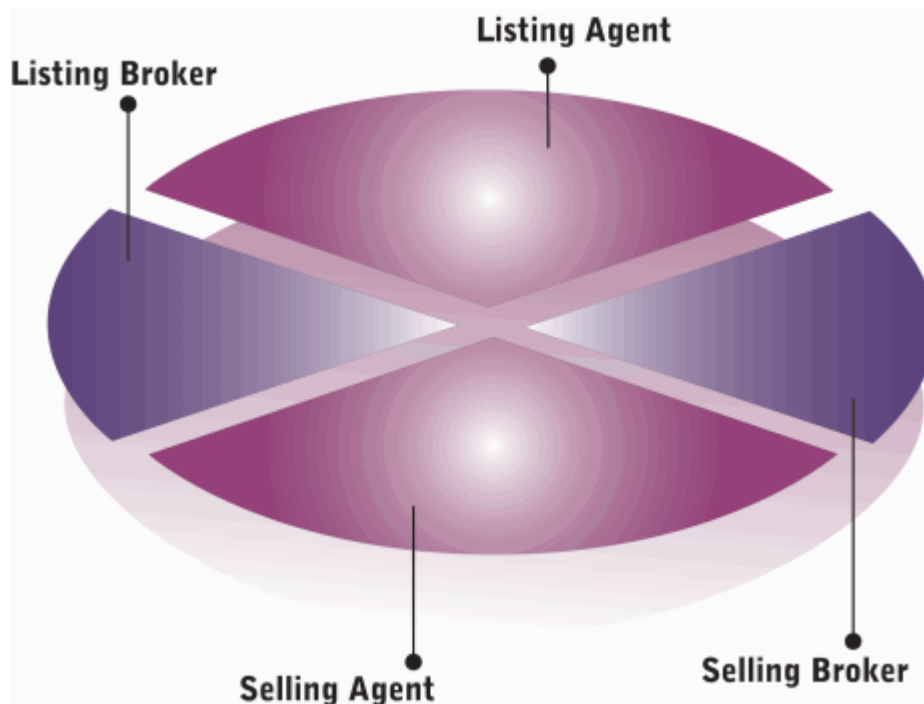
This chart highlights the importance of pricing correctly at market value.

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.





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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.

