



# Comparative Market Analysis

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This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice.



Subject Property: 3500 Saint Johns Drive, Denton TX 76210

Researched and prepared by:  
Aaron Kile

Prepared exclusively for:  
Megan and Chris Trammell  
Prepared on  
June 16th, 2020

Aaron Kile



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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## Summary of Comparable Listings

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

### Sold Listings

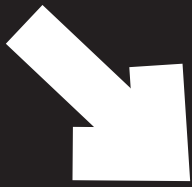
Address	Price	Beds	Bth F	Bth H	Ttl HLA	\$/SqFt	Sold Date
3500 Saint Johns DR		4	2	1	2662		
3500 Villanova Drive	\$275,000	4	2	1	2,714	\$101.33	02/27/2020
3609 Stanford Drive	\$304,000	4	2	1	2,835	\$107.23	01/24/2020
3505 Villanova Drive	\$330,000	4	2	1	2,604	\$126.73	02/28/2020
<b>Averages:</b>	<b>\$303,000</b>	<b>4.0</b>	<b>2.0</b>	<b>1.0</b>	<b>2,718</b>	<b>\$111.76</b>	

	Low	Median	Average	High	Count
<b>Comparable Price</b>	\$275,000	\$304,000	\$303,000	\$330,000	3
<b>Adjusted Comparable Price</b>	\$263,700	\$289,675	\$291,608	\$321,450	3

On Average, the 'Sold' status comparable listings sold in 63 days for \$303,000

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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



### Subject Property

3500 Saint Johns DR

**MLS#**

**List Price**

**List Date**

**Status**

**Date Available**

**DOM**

**Subdivision**

**Prop Type**

**Year Built**

**HOA Fee**

**SqFt Total** 2662

**SqFt Building**

**Beds** 4

**Total Baths** 2/1

**# Units**

**# Stories** 2

**# Living Areas** 3

**Pool on Prop**

**Easements**

**Road Frontg**

**Restr/Encumb**

**Ttl Cvrdrk** 2

**# Parking Spc**

**Curr \$/SqFt**

**L\$/SF & Lot SF**

**Lot SqFt** 9848.92

**Lot Desc** Exterior Corner

**Handicap Amn**

**Zoning**

**Sale/Lse Price**

**Sale/Lse Date**

### Details

3500 Villanova DR

14164103

\$289,500

08/15/2019

Sold

161

Oakmont II Sec I

RES-Single Family

2001

\$125

2,714

4

2/1

2

3

No

2

\$101.33

\$106.67/\$37.76

7,667

Cul De Sac, Landscaped, Lrg. I

No

\$275,000

02/27/2020

### Adjust

-1,300

0

-10,000

### Details

3609 Stanford DR

14241089

\$309,900

12/16/2019

Sold

17

Oakmont II Sec I

RES-Single Family

1999

\$125

2,835

4

2/1

2

2

No

2

\$107.23

\$109.31/\$40.65

7,623

Interior Lot, Landscaped, Some

No

\$304,000

01/24/2020

### Adjust

-4,325

0

-10,000

**Price**  
**Total Adjustments**  
**Adjusted Price**

**\$275,000**  
**-\$11,300**  
**\$263,700**

**\$304,000**  
**-\$14,325**  
**\$289,675**

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June 16th, 2020

## CMA Price Adjustments

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**MLS#**

**List Price**

**List Date**

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**Prop Type**

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**SqFt Total** 2662

**SqFt Building**

**Beds** 4

**Total Baths** 2/1

**# Units**

**# Stories** 2

**# Living Areas** 3

**Pool on Prop**

**Easements**

**Road Frontg**

**Restr/Encumb**

**Ttl Cvrdr Park** 2

**# Parking Spc**

**Curr \$/SqFt**

**L\$/SF & Lot SF**

**Lot SqFt** 9848.92

**Lot Desc** Exterior Corner

**Handicap Amn**

**Zoning**

**Sale/Lse Price**

**Sale/Lse Date**

### Details

3505 Villanova DR

14254642

\$335,000

01/08/2020

Sold

12

Oakmont II Sec I

RES-Single Family

2000

\$125

2,604

4

2/1

2

3

No

Easement(s)

2

\$126.73

\$128.65/\$47.18

7,100

Cul De Sac, Interior Lot, Lands -10,000

No

\$330,000

02/28/2020

### Adjust

1,450

0

-10,000

**Price**  
**Total Adjustments**  
**Adjusted Price**

**\$330,000**  
**\$-8,550**  
**\$321,450**

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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## Minimums and Maximums

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

### The listings in this analysis can be summarized as follows:

Listing Price between \$289,500 and \$335,000

Selling Price between \$275,000 and \$330,000

4 Bedrooms

2 Full Bathrooms

1 Half Bathroom

2,604 to 2,835 Square Feet

\$106.67 to \$128.65 per Square Foot

\$101.33 to \$126.73 per Sold Square Foot

Year Built between 1999 and 2001

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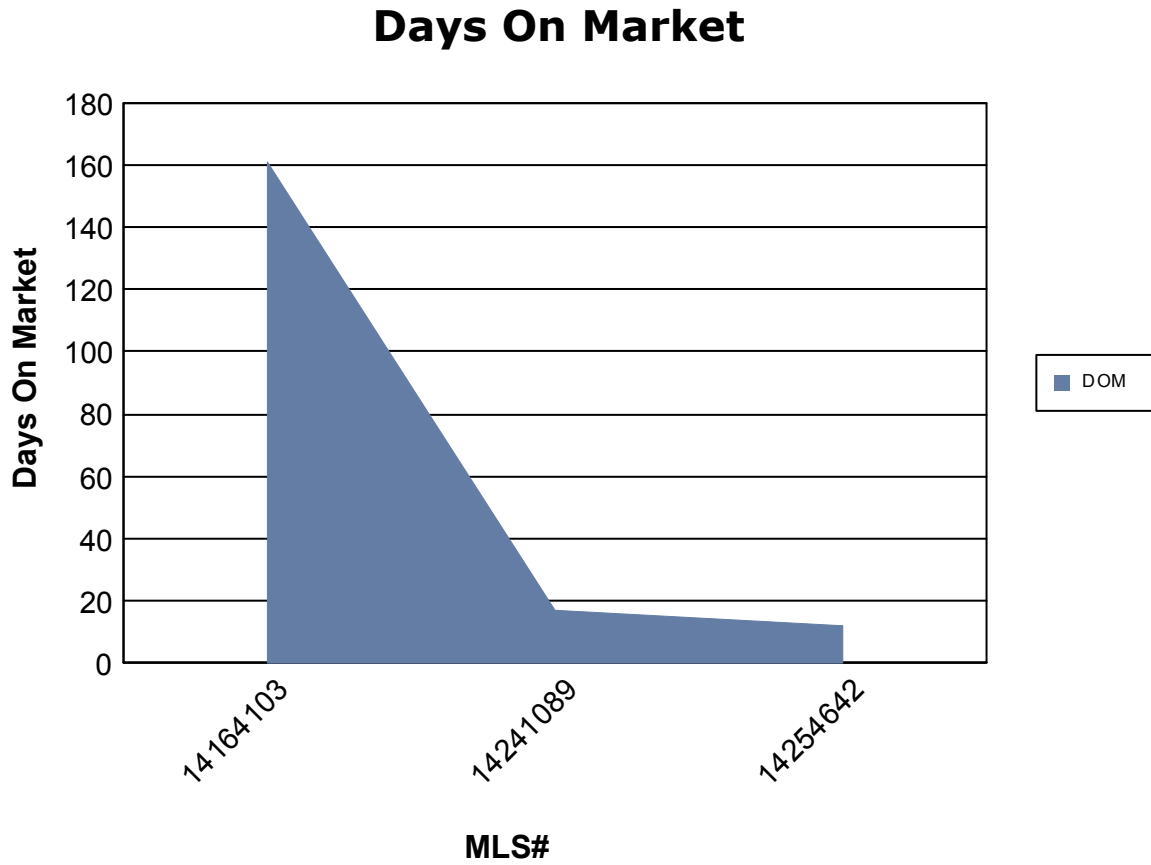
# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## Number of Days On Market

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



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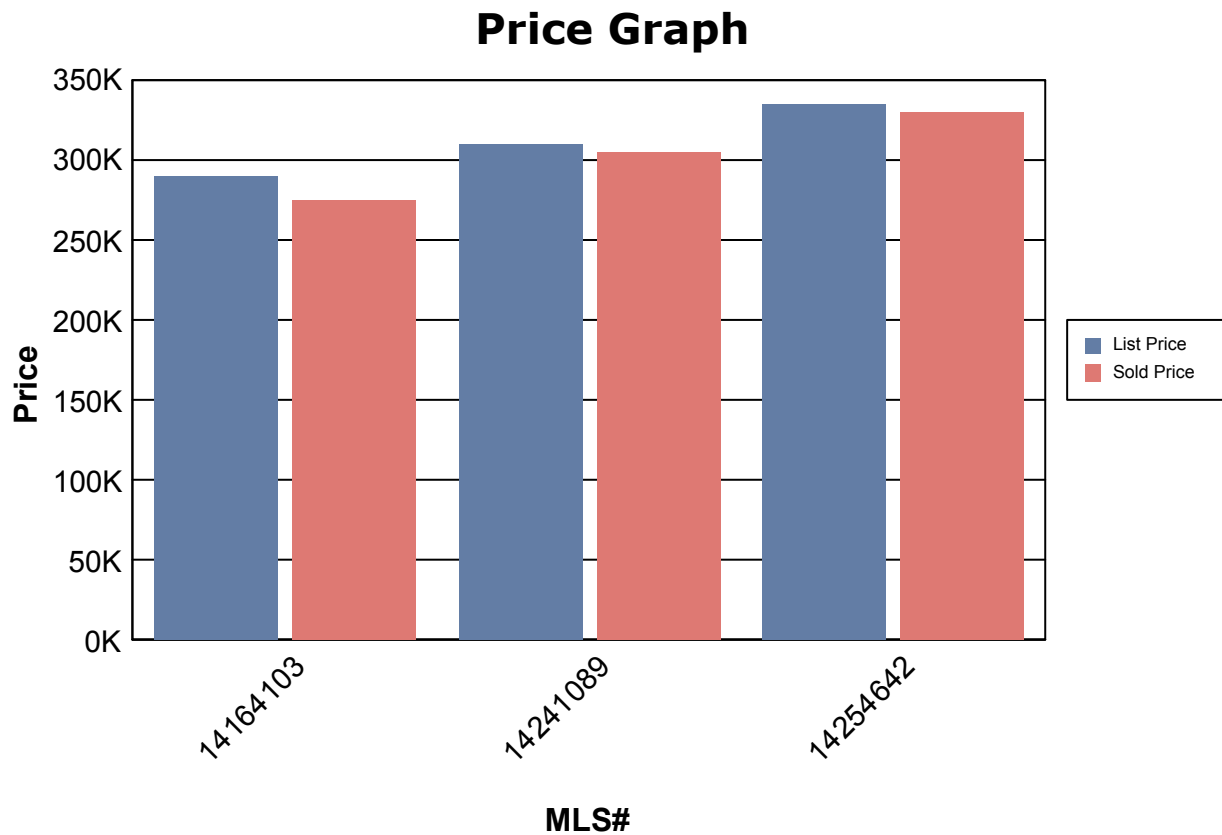
# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## List Price and Sale Price

This graph illustrates the list price, along with sale price in Sold listings.



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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## Brief Summary of Compared Listings

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

### Status: Sold

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
14164103	02/27/2020	3500 Villanova DR	RES-Single Family	2,714	4	2.1	\$275,000	161
14241089	01/24/2020	3609 Stanford DR	RES-Single Family	2,835	4	2.1	\$304,000	17
14254642	02/28/2020	3505 Villanova DR	RES-Single Family	2,604	4	2.1	\$330,000	12
<b>Averages:</b>				<b>2,718</b>	<b>4</b>	<b>2/1</b>	<b>\$303,000</b>	<b>63</b>

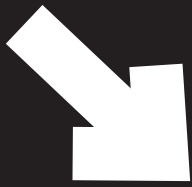
## Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
ACTIVE							
Actv Contingent							
Active Kick Out							
Actv Opt Cntrct							
CANCELLED							
EXPIRED							
LEASED							
PENDING							
SOLD	3	\$303,000	\$111.76	\$304,000	\$275,000	\$330,000	63
TEMP OFF MRKT							
WITHDRAWN							
Wthdrwn Sublist							
<b>Total</b>	<b>3</b>	<b>\$303,000</b>	<b>\$111.76</b>	<b>\$304,000</b>	<b>\$275,000</b>	<b>\$330,000</b>	<b>63</b>

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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 3500 Villanova DR



<b>MLS #:</b>	14164103	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$289,500
<b>County:</b>	Denton	<b>Baths:</b>	2/1	<b>S Price:</b>	\$275,000	<b>S Date:</b>	2/27/2020
<b>Subdiv:</b>	Oakmont II Sec I	<b>Yr Blt:</b>	2001	<b>SqFt:</b>	2,714	<b>DOM:</b>	161
<b>Type:</b>	RES-Single Family	<b>Pool:</b>	No	<b>Acres:</b>	0.176		
<b>Parking:</b>	Attached, Front, Garage, Garage Door Opener						

**Rmks:** Spacious 2-story home residing on a large cul-de-sac lot in the sought after Oakmont community! Inside you will find 4 bedrooms, 2.5 baths, formal dining area, upstairs game room, & 2-car garage. Upgrades include rich hardwood-like flooring flowing throughout main living areas of the home, neutral paint tones, towering family room ceilings, art niches, and MORE! Gourmet kitchen boasts granite countertops with a tumbled stone backsplash, electric cooktop, an abundance of rich wood cabinetry, breakfast bar, and spacious nook. All bedrooms on second floor provides ample living space on main level. Huge backyard is the perfect space to entertain guests and allow kids & dogs to play!

**Direct:** From Village Pkwy heading North continue on Barrel Strap, turn right on Robinson Rd, left on Harvard Dr, left on Villanova Dr, home is on your left.

#### 3609 Stanford DR



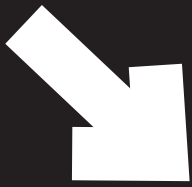
<b>MLS #:</b>	14241089	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$309,900
<b>County:</b>	Denton	<b>Baths:</b>	2/1	<b>S Price:</b>	\$304,000	<b>S Date:</b>	1/24/2020
<b>Subdiv:</b>	Oakmont II Sec I	<b>Yr Blt:</b>	1999	<b>SqFt:</b>	2,835	<b>DOM:</b>	17
<b>Type:</b>	RES-Single Family	<b>Pool:</b>	No	<b>Acres:</b>	0.175		
<b>Parking:</b>	Attached, Front						

**Rmks:** Spacious Oakmont home with covered porches, custom detailed moldings, and decorative lighting throughout. From the grand entry w hardwood floors enter into the study and formal dining room. Open concept floor plan features a grand family room w gas log fireplace and detailed moldings. Family room is open to the kitchen featuring a breakfast bar, custom countertops, Bosch stainless steel appliances, gas stove, walk in pantry, and shutters. Master features dual vanities, jetted tub, and large walk in closet. Upstairs features large game room with dry bar and custom shelving, three bedrooms and bath with dual sinks. Entertaining backyard with two tiered patio and pergola. Neighborhood pool and park. Zoned Guyer.

**Direct:** From 35E North, exit Post Oak (left), right on Robinson, right on Harvard, right on Stanford, house on the left.

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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 3505 Villanova DR



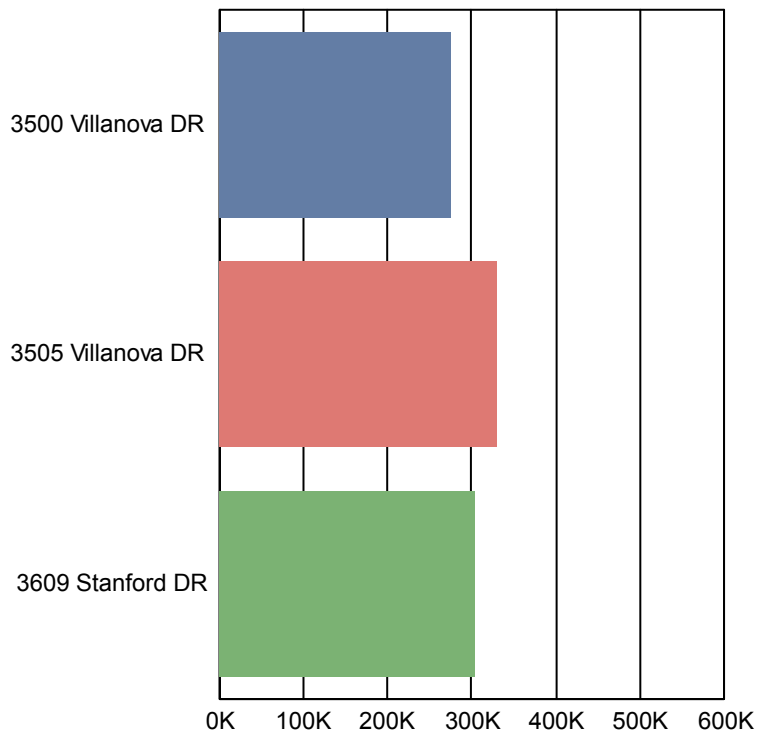
<b>MLS #:</b>	14254642	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$335,000
<b>County:</b>	Denton	<b>Baths:</b>	2/1	<b>S Price:</b>	\$330,000	<b>S Date:</b>	2/28/2020
<b>Subdiv:</b>	Oakmont II Sec I	<b>Yr Blt:</b>	2000	<b>SqFt:</b>	2,604	<b>DOM:</b>	12
<b>Type:</b>	RES-Single Family	<b>Pool:</b>	No	<b>Acres:</b>	0.163		
<b>Parking:</b>	Attached, Front, Garage						

**Rmks:** Impeccably renovated home in Oakmont, cul de sac, zoned Guyer. Enter the grand entryway and notice the porcelain wood plank tiles throughout downstairs, private study, open concept formal living, dining, and family room with custom stone gas fireplace and expansive windows. Kitchen features quartz countertops, blanco composite sink, restrained dual toned cabinetry to resemble reclaimed wood with gray stained island. Master w patterned carpet, new Pella windows, quartz countertops, designer lighting, and custom tile work. Upstairs features game room, three guest rooms and bath. Patio and opaque stained cedar fence in backyard. Neighborhood pool, park, basketball court. Roof 2018, HVAC 2016, Paint 2018, Carpet 2018

**Direct:** 35e North, left Post Oak, Right Robinson, Right Harvard, Left Villanova, Home on right in cul de sac.

### Sold Properties

Total # of Listings	<b>3</b>
Lowest Price	<b>\$275,000</b>
Highest Price	<b>\$330,000</b>
Average Price	<b>\$303,000</b>
Avg. Price/SqFt	<b>\$111.76</b>
Avg DOM	<b>63</b>



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# Comparative Market Analysis

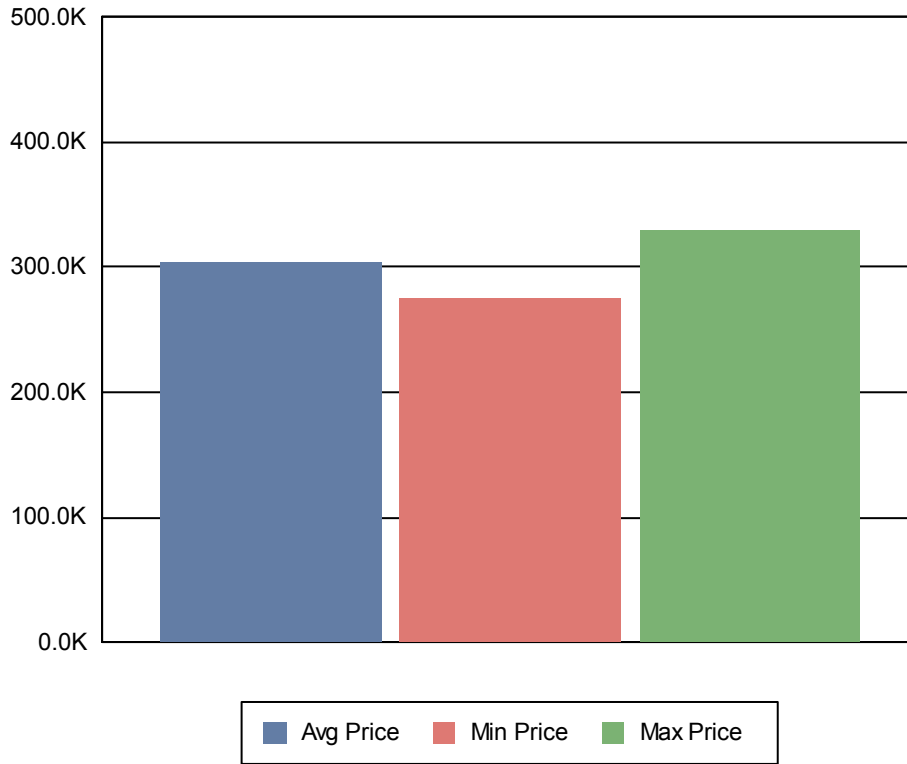
3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## CMA Pro Report

These pages give a general overview of the selected properties.

### Summary Graph/Analysis



### Cumulative Analysis

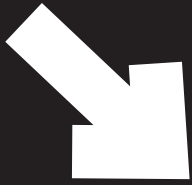
Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Sold	\$275,000	\$330,000	\$303,000	\$111.76
<b>Totals / Averages</b>	<b>\$275,000</b>	<b>\$330,000</b>	<b>\$303,000</b>	<b>\$111.76</b>

### Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
3500 Villanova DR	\$289,500	\$275,000	161	%94.99	\$101.33
3609 Stanford DR	\$309,900	\$304,000	17	%98.10	\$107.23
3505 Villanova DR	\$335,000	\$330,000	12	%98.51	\$126.73
<b>Total Averages</b>	<b>\$311,467</b>	<b>\$303,000</b>	<b>63</b>	<b>%97.20</b>	<b>\$111.76</b>

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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## CMA Pro Report

These pages give a general overview of the selected properties.

### Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
<b>Sold</b>								
S	3500 Villanova DR	4	2.1	2,714	\$289,500	\$275,000	02/27/2020	161
S	3609 Stanford DR	4	2.1	2,835	\$309,900	\$304,000	01/24/2020	17
S	3505 Villanova DR	4	2.1	2,604	\$335,000	\$330,000	02/28/2020	12

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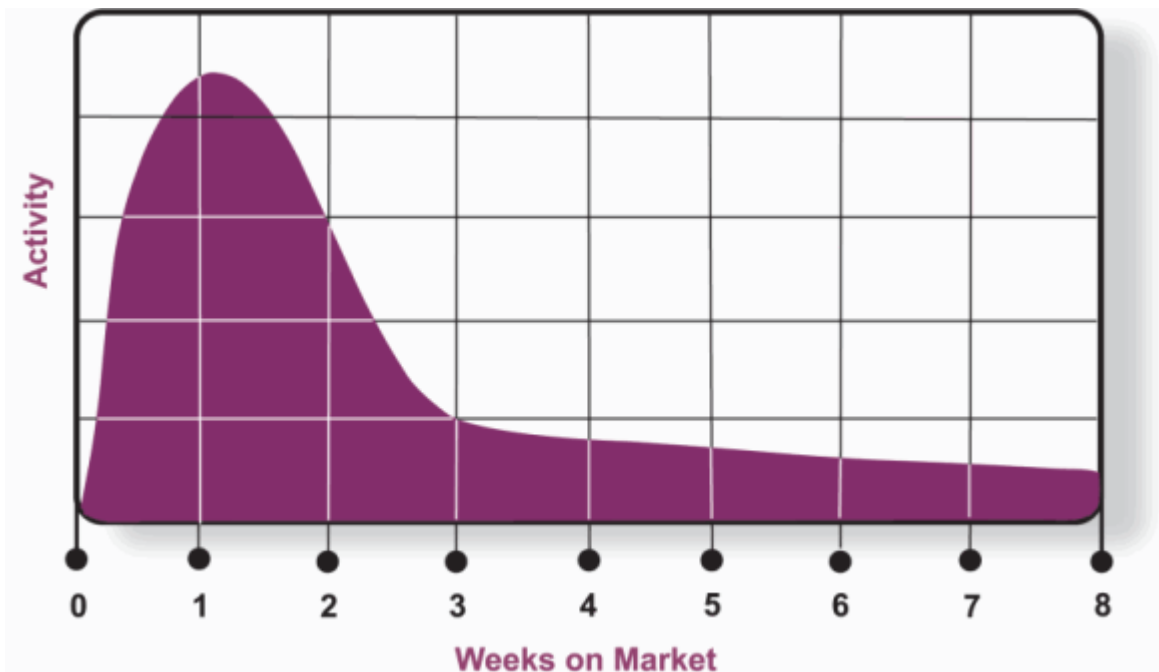
# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## 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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June 16th, 2020

## My Guarantee to You

This page is my personal guarantee to you.

### A guarantee you can count on

I'm so committed to meeting your sales objectives in a professional and pleasing manner, that I am willing to put our guarantee in writing.

#### My Performance Guarantee

I will develop a Property Marketing Plan that clearly spells out the methods I will use to promote your property to the widest-possible audience.

If I don't act according to the agreed activities in the Plan, you may:

- Advise me that you aren't satisfied and ask for a revision of the Plan
- or
- Cancel the Listing Agreement

Your complete satisfaction is my foremost concern.

---

Date

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# Comparative Market Analysis

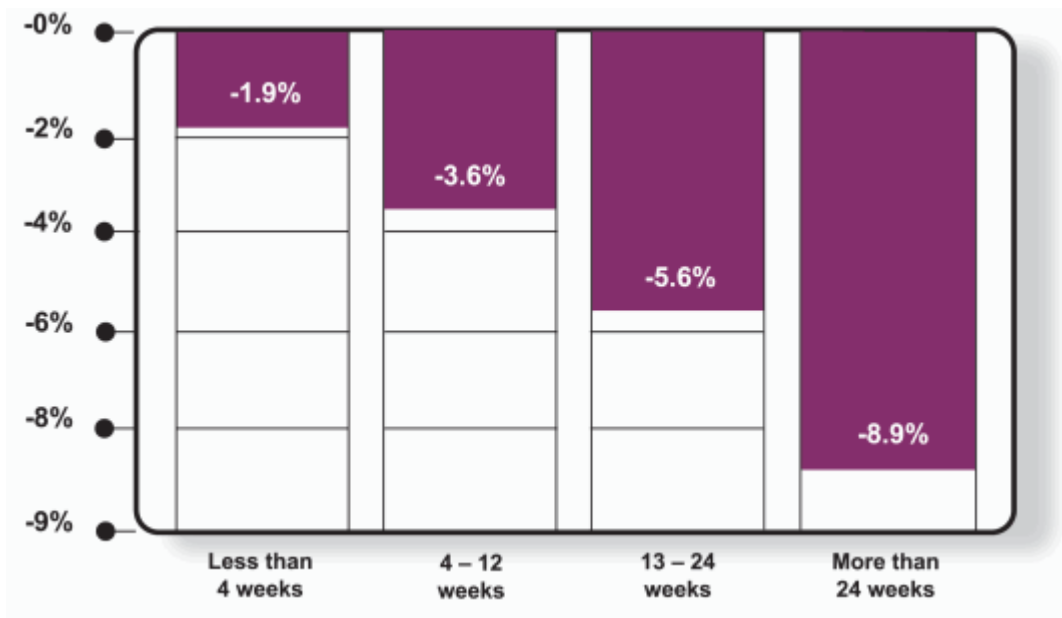
3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## The Effect of Over Pricing

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

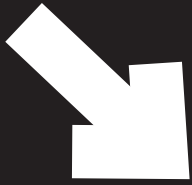
This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- 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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# Comparative Market Analysis

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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.

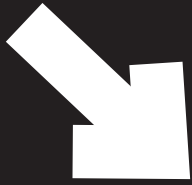
### Monitoring, Renegotiating, Closing or Settling

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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# Comparative Market Analysis

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June 16th, 2020

## 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.

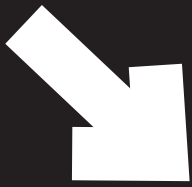
Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

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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# Comparative Market Analysis

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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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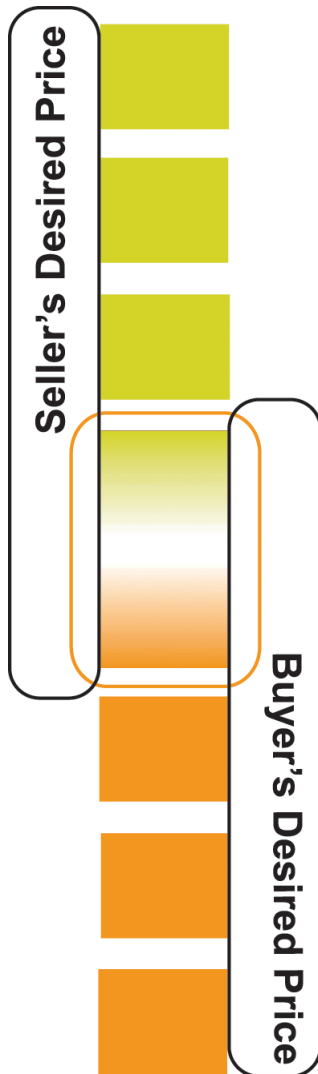
# Comparative Market Analysis

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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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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## 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.



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# Comparative Market Analysis

3500 Saint Johns Drive, Denton TX 76210

June 16th, 2020

## Sources of Buyers

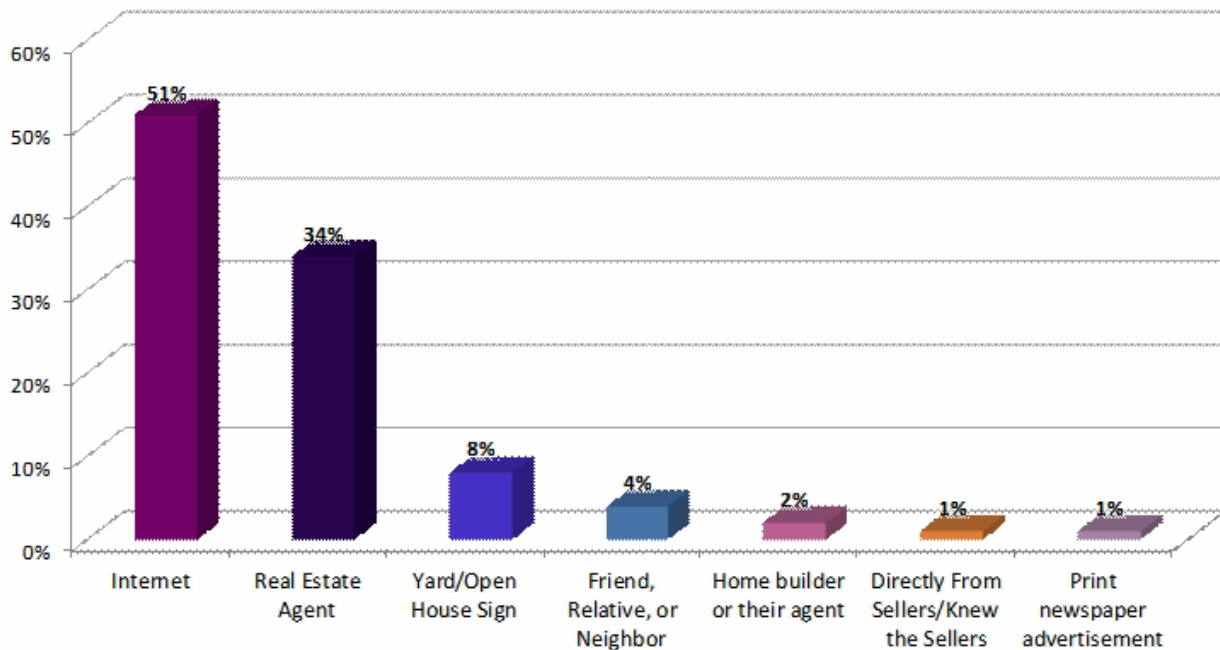
This page illustrates the primary sources of buyers for your property.

### *When you want a buyer, come to us first*

There are several excellent reasons for selecting a professional Real Estate Agent to handle the sale of your property. For starters, our long-standing real estate expertise gives us the ability to network with other firms' agents to promote your property to the widest possible audience, including the Internet. Selling your property depends on a lot more than advertising and signage – it takes referrals, word-of-mouth advertising, and networking.

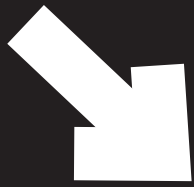
## Sources of Buyers

Source: National Association of REALTORS®  
2016 Profile of Home Buyers and Sellers



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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

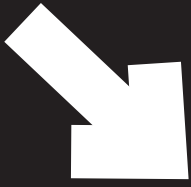
Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be in an excellent position to alert a buyer to a property that fits the bill.

### 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.

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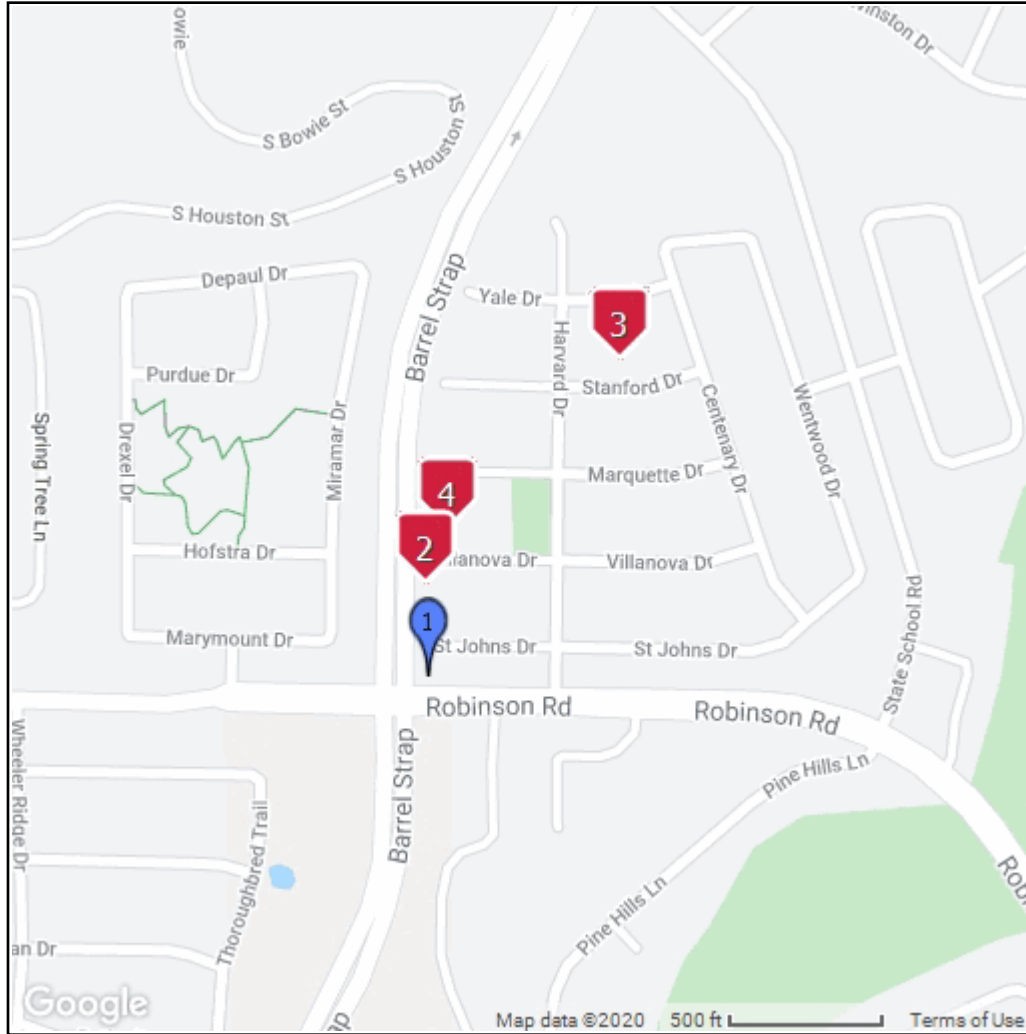
# Comparative Market Analysis

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## CMA Map Layout

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



- 1 3500 Saint Johns DR
- 2 3500 Villanova DR
- 3 3609 Stanford DR
- 4 3505 Villanova DR

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