



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: 1002 Ridgeview, Carrollton TX 75007

Researched and prepared by:
Aaron Kile

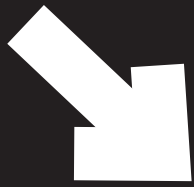
Prepared exclusively for:
Andrew Burke & Ross Dugan
Prepared on
September 9th 2020

Aaron Kile



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Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th 2020

Summary of Comparable Listings

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

Sold Listings

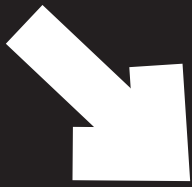
Address	Price	Beds	Bth F	Bth H	Ttl HLA	\$/SqFt	Sold Date
1002 Ridgeview		3	2		2580		
3101 Regency	\$289,900	3	2	0	1,936	\$149.74	10/29/2019
3106 Cambridgeshire Drive	\$290,000	3	2	0	1,827	\$158.73	09/12/2019
1200 Fox Hollow Drive	\$344,000	4	2	1	2,424	\$141.91	11/06/2019
Averages:	\$307,967	3.3	2.0	0.3	2,062	\$150.13	

	Low	Median	Average	High	Count
Comparable Price	\$289,900	\$290,000	\$307,967	\$344,000	3
Adjusted Comparable Price	\$329,220	\$332,590	\$336,497	\$347,680	3

On Average, the 'Sold' status comparable listings sold in 8 days for \$307,967

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Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th, 2020

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



Subject Property

1002 Ridgeview

MLS#

List Price

List Date

Status

Date Available

DOM

Subdivision Ridgeview Place

Prop Type

Year Built

HOA Fee

SqFt Total 2580

SqFt Building

Beds 3

Total Baths 2/

Units

Stories 1

Living Areas 2

Pool on Prop

Easements

Road Frontg

Restr/Encumb

Ttl Cvr'd Park

Parking Spc

Curr \$/SqFt

L\$/SF & Lot SF

Lot SqFt

Lot Desc

Handicap Amn

Zoning

Sale/Lse Price

Sale/Lse Date

Details

3101 Regency

14186668

\$289,900

09/30/2019

Sold

2

Ridgeview Place

RES-Single Family

1983

1,936

3

2/0

1

2

No

2

\$149.74

\$149.74/\$19.81

14,636

Corner, Landscaped, Lrg. Back

No

\$289,900

10/29/2019

Adjust

19,320

0

20,000

Details

3106 Cambridgeshire DR

14149232

\$295,000

07/26/2019

Sold

10

Ridgeview Place

RES-Single Family

1984

1,827

3

2/0

1

2

No

0

\$158.73

\$161.47/\$31.07

9,496

Landscaped, Lrg. Backyard Gr:

No

\$290,000

09/12/2019

Adjust

22,590

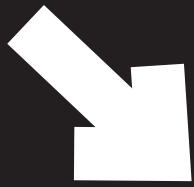
0

20,000

Price	\$289,900	\$290,000
Total Adjustments	\$39,320	\$42,590
Adjusted Price	\$329,220	\$332,590

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DOM

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Year Built

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SqFt Total 2580

SqFt Building

Beds 3

Total Baths 2/

Units

Stories 1

Living Areas 2

Pool on Prop

Easements

Road Frontg

Restr/Encumb

Ttl Cvrdr Park

Parking Spc

Curr \$/SqFt

L\$/SF & Lot SF

Lot SqFt

Lot Desc

Handicap Amn

Zoning

Sale/Lse Price

Sale/Lse Date

Details

1200 Fox Hollow DR

14197751

\$355,000

10/07/2019

Sold

12

Ridgeview Place

RES-Single Family

1983

2,424

4,680

4

2/1

2

2

2

Yes

2

Yes

2

2

2

2

2

2

2

2

2

2

2

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2

Adjust

4,680

0/-1,000

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Price	\$344,000
Total Adjustments	\$3,680
Adjusted Price	\$347,680

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Comparative Market Analysis

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September 9th, 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 \$289,900 and \$355,000

Selling Price between \$289,900 and \$344,000

3 to 4 Bedrooms

2 Full Bathrooms

0 to 1 Half Bathroom

1,827 to 2,424 Square Feet

\$146.45 to \$161.47 per Square Foot

\$141.91 to \$158.73 per Sold Square Foot

Year Built between 1983 and 1984

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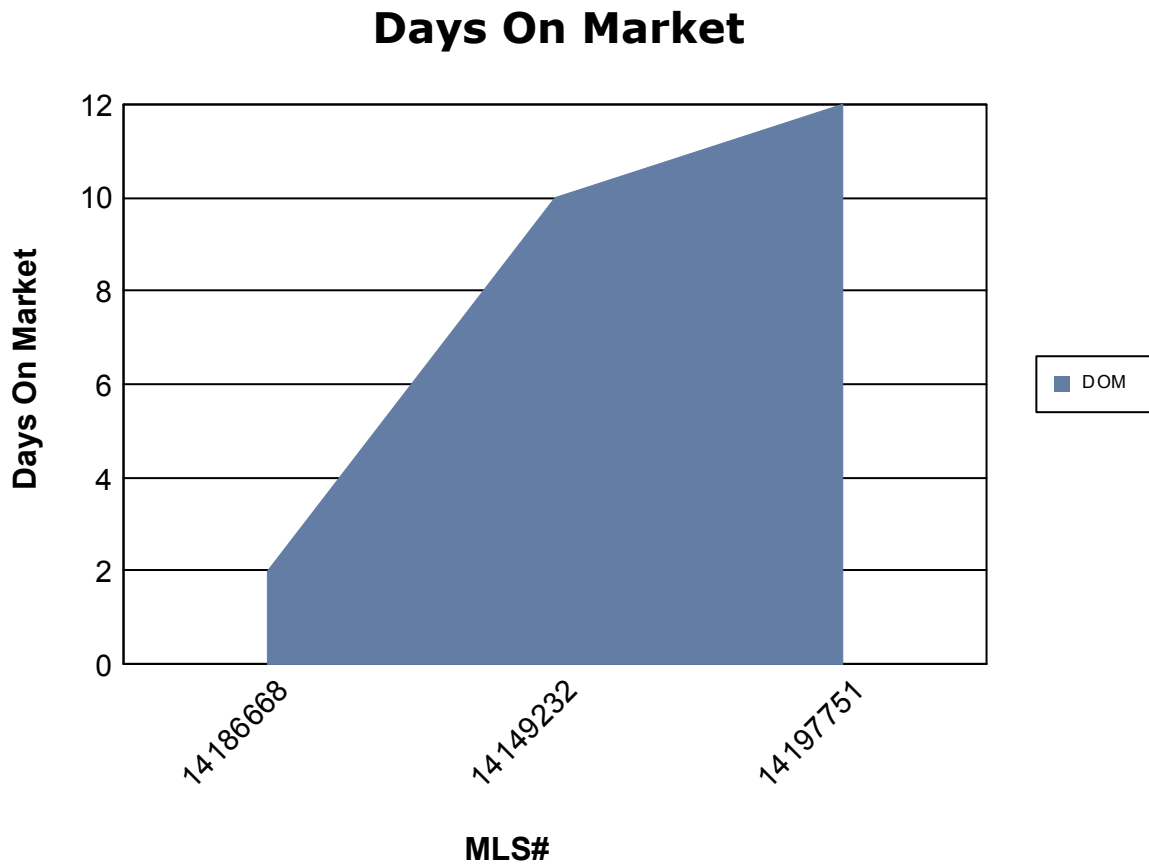
Comparative Market Analysis

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September 9th 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

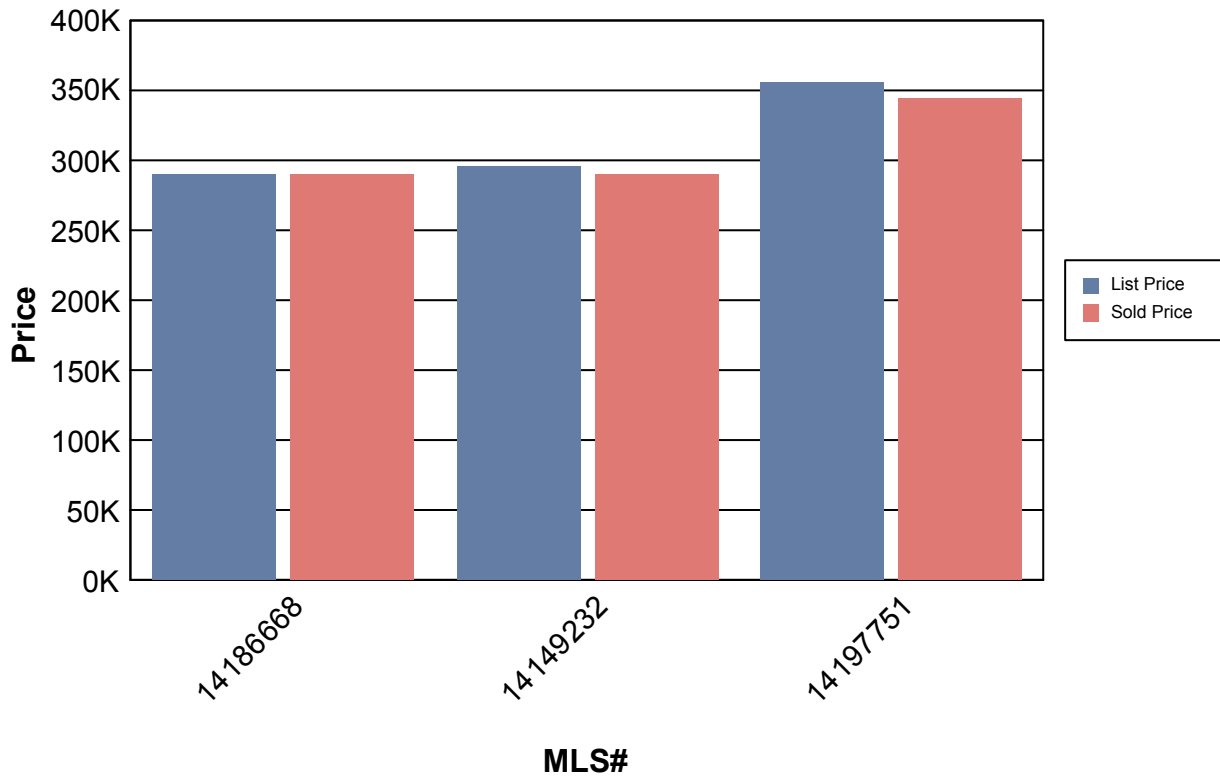
1002 Ridgeview, Carrollton TX 75007

September 9th, 2020

List Price and Sale Price

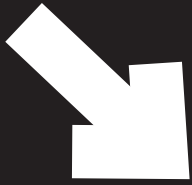
This graph illustrates the list price, along with sale price in Sold listings.

Price Graph



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Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th 2020

Brief Summary of Compared Listings

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

Status: Sold

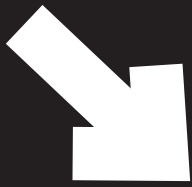
MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
14186668	10/29/2019	3101 Regency	RES-Single Family	1,936	3	2.0	\$289,900	2
14149232	09/12/2019	3106 Cambridgeshire DR	RES-Single Family	1,827	3	2.0	\$290,000	10
14197751	11/06/2019	1200 Fox Hollow DR	RES-Single Family	2,424	4	2.1	\$344,000	12
Averages:				2,062	3	2/0	\$307,967	8

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	\$307,967	\$150.13	\$290,000	\$289,900	\$344,000	8
TEMP OFF MRKT							
WITHDRAWN							
Wthdrwn Sublist							
Total	3	\$307,967	\$150.13	\$290,000	\$289,900	\$344,000	8

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September 9th, 2020

CMA Pro Report

These pages give a general overview of the selected properties.

Sold Properties

3101 Regency



MLS #:	14186668	Status:	Sold	Beds:	3	L Price:	\$289,900
County:	Denton	Baths:	2/0	S Price:	\$289,900	S Date:	10/29/2019
Subdiv:	Ridgeview Place	Yr Blt:	1983	S Date:	10/29/2019	DOM:	2
Type:	RES-Single Family	SqFt:	1,936	Pool:	No	Acres:	0.336
Parking:	Attached, Covered, Garage, Garage						

Rmks: Door Opener
Beautifully updated 1-story, 3 Bed, 2 bath home! Light & bright with hardwood floors and tile throughout, NO CARPET! Eat-in kitchen features granite countertops, double ovens, SS appliances and abundance of cabinetry! Master suite included tray ceilings and ensuite bathroom with garden tub, sep shower, dual sinks and his & her closets. Relaxing patio overlooks the lushly landscaped private backyard with mature trees. Quiet neighborhood and no HOA! Easy access to GBTP or IH35, NEMA-14-50. Socket in garage for electric vehicle charging. Come see this charming home today!

Direct: Exit Frankford from I35. Go east on Frankford. OR
From GBTP, exit Old Denton, north on Old Denton, left-west on Frankford.

3106 Cambridgeshire DR



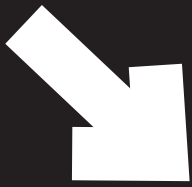
MLS #:	14149232	Status:	Sold	Beds:	3	L Price:	\$295,000
County:	Denton	Baths:	2/0	S Price:	\$290,000	S Date:	9/12/2019
Subdiv:	Ridgeview Place	Yr Blt:	1984	S Date:	9/12/2019	DOM:	10
Type:	RES-Single Family	SqFt:	1,827	Pool:	No	Acres:	0.218
Parking:	Attached, Rear						

Rmks: Adorable home located in quiet neighborhood (non HOA). Mature trees, spacious backyard with shed, slate patio and nice sized lot makes this home very desirable. Open floor plan, with lots of natural light and updated fixtures. Engineered hardwood floors in both living areas and tile floors in kitchen and formal dining room. Bay window in front of kitchen sink and attached breakfast nook. Wet bar and second living room makes the home ideal for entertaining. Updated kitchen and guest bathroom. Nice sized bedrooms. Close to jogging & bike path that leads to a playground and centrally located near multiple highways for easy commuting. New roof 2018, freshly stained fence and epoxied garage. Home faces West.

Direct: Frankford and Old Denton

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September 9th 2020

CMA Pro Report

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Sold Properties

1200 Fox Hollow DR



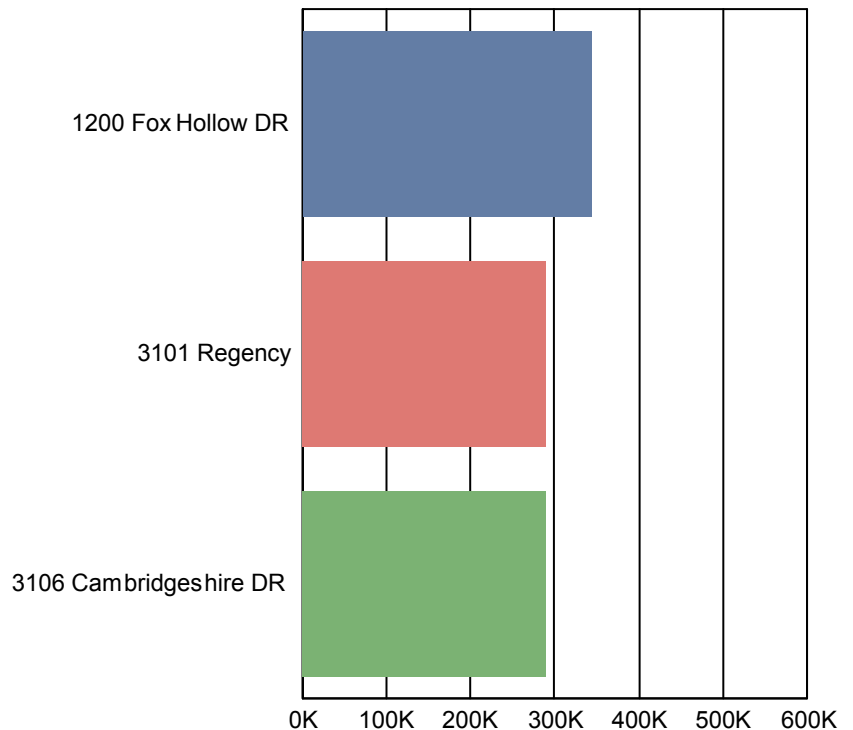
MLS #:	14197751	Status:	Sold	Beds:	4	L Price:	\$355,000
County:	Denton	Baths:	2/1	S Price:	\$344,000	S Date:	11/6/2019
Subdiv:	Ridgeview Place	Yr Blt:	1983	S Date:	11/6/2019	DOM:	12
Type:	RES-Single Family	SqFt:	2,424	Pool:	Yes	Acres:	0.230
Parking:	Attached, Garage, Garage Door						

Rmks: Opener, Rear
Gorgeous updated home, on a corner lot is move in ready. Vaulted ceilings greet you as you enter into the home & beautiful hardwoods flow throughout the first floor. Living room boasts a stunning floor to ceiling fireplace & built-ins; while dining room offers sliding glass doors with loads of light & a wet bar. Kitchen update with new counter tops, cabinets, backsplash & paint complete with stainless steel appliances. Home boasts new carpet & paint throughout. Relax in your back yard oasis with a built-in grill, pergola & salt water pool. This yard has multiple spaces to entertain, loads of green space for four legged family members & 8-foot privacy fence. New roof, water heater & whole house blinds 2019

Direct: From I35 and Frankford Road. head east on Frankford Road., turn left onto Birch Drive and then left on Fox Hollow Drive. The home will be the first on the right.

Sold Properties

Total # of Listings	3
Lowest Price	\$289,900
Highest Price	\$344,000
Average Price	\$307,967
Avg. Price/SqFt	\$150.13
Avg DOM	8



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Comparative Market Analysis

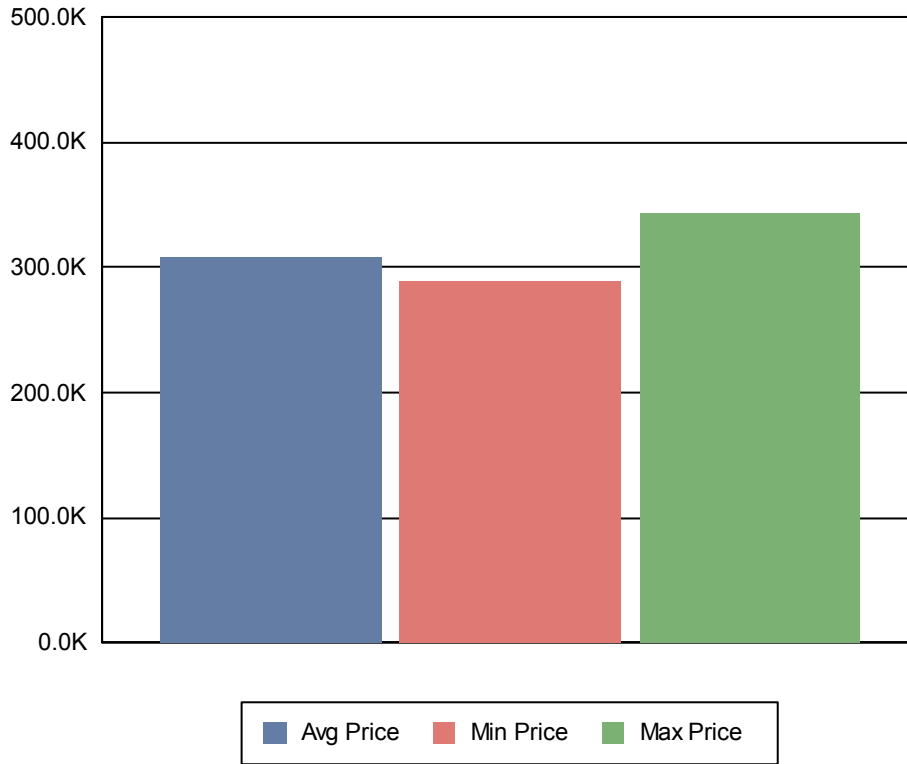
1002 Ridgeview, Carrollton TX 75007

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CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



Cumulative Analysis

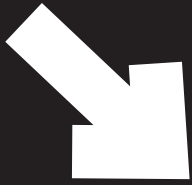
Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Sold	\$289,900	\$344,000	\$307,967	\$150.13
Totals / Averages	\$289,900	\$344,000	\$307,967	\$150.13

Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
3101 Regency	\$289,900	\$289,900	2	%100.00	\$149.74
3106 Cambridgeshire DR	\$295,000	\$290,000	10	%98.31	\$158.73
1200 Fox Hollow DR	\$355,000	\$344,000	12	%96.90	\$141.91
Total Averages	\$313,300	\$307,967	8	%98.40	\$150.13

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Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th 2020

CMA Pro Report

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Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
Sold								
S	3101 Regency	3	2.0	1,936	\$289,900	\$289,900	10/29/2019	2
S	3106 Cambridgeshire DR	3	2.0	1,827	\$295,000	\$290,000	09/12/2019	10
S	1200 Fox Hollow DR	4	2.1	2,424	\$355,000	\$344,000	11/06/2019	12

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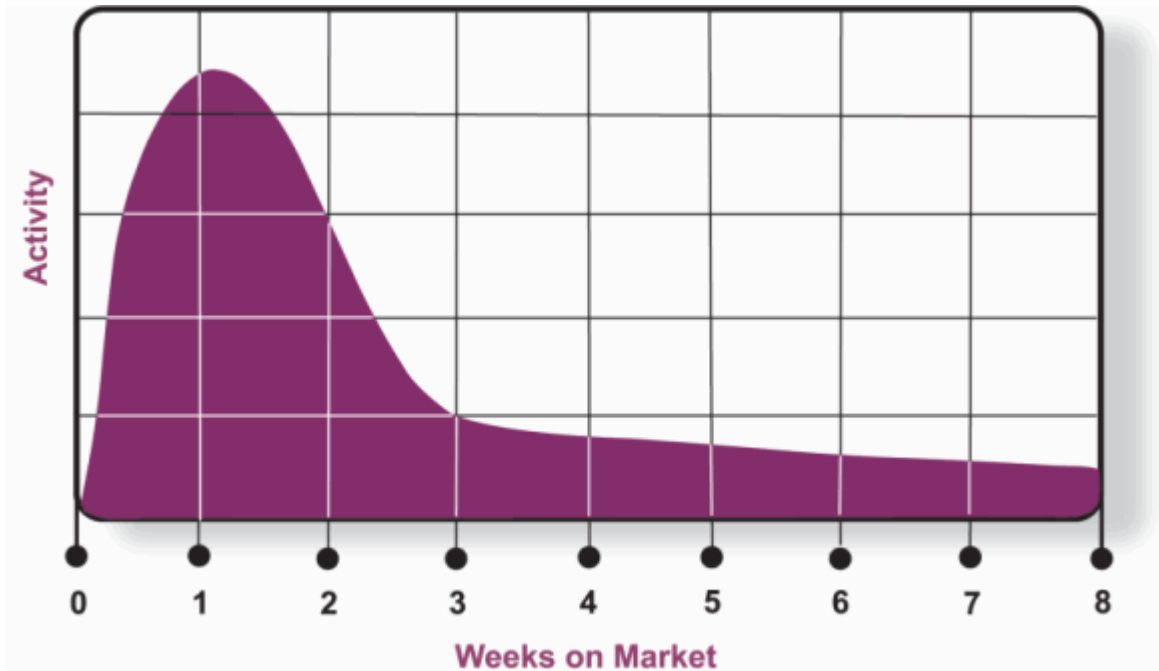
Comparative Market Analysis

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Activity vs. Timing

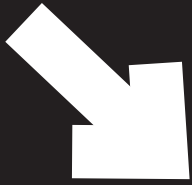
This chart highlights the importance of pricing correctly at market value.



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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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

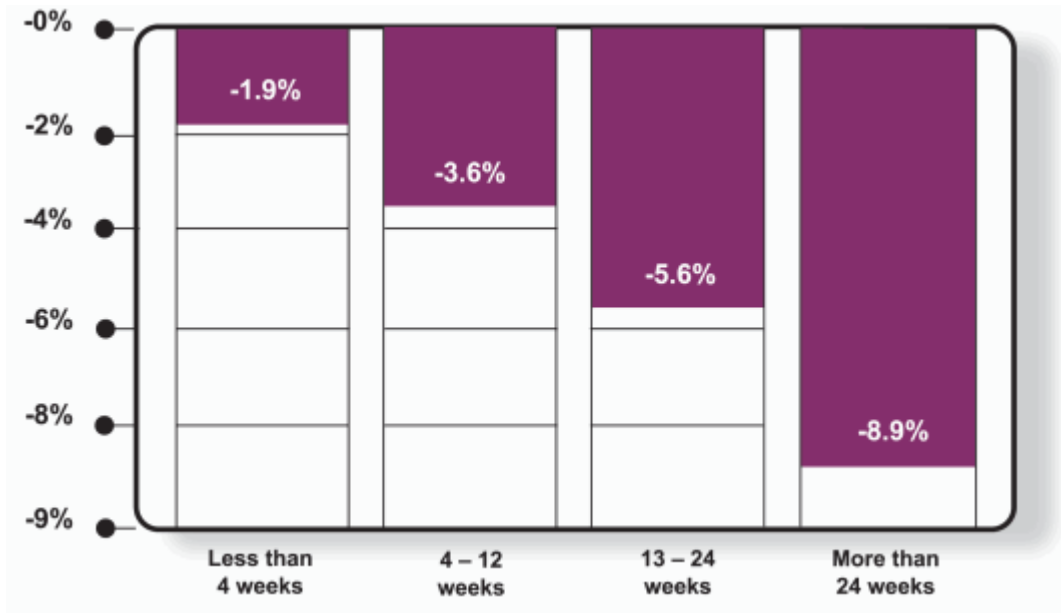
1002 Ridgeview, Carrollton TX 75007

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The Effect of Over Pricing

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

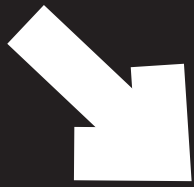
This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- 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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September 9th 2020

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

1002 Ridgeview, Carrollton TX 75007

September 9th, 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.

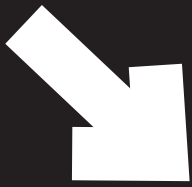
Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

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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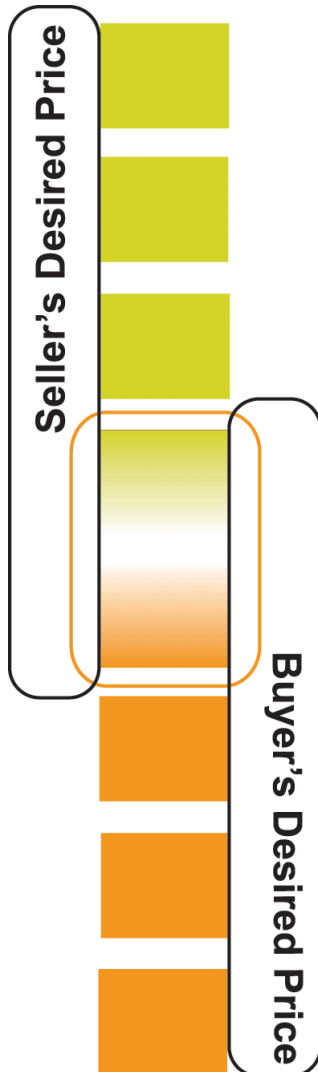
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Setting the Price

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

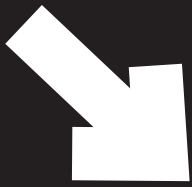
The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

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.



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Comparative Market Analysis

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Sources of Buyers

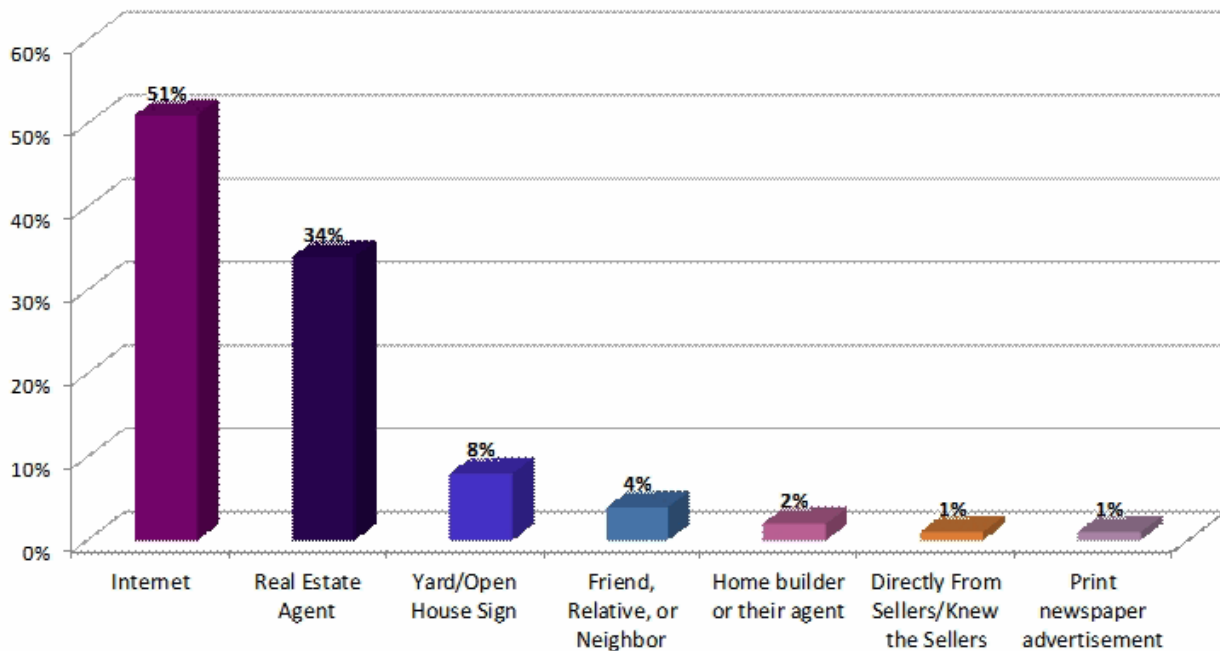
This page illustrates the primary sources of buyers for your property.

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.

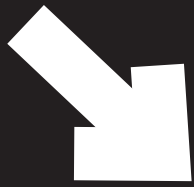
Sources of Buyers

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



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Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th 2020

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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Comparative Market Analysis

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September 9th, 2020

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

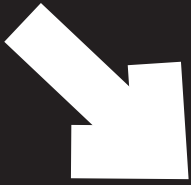
Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

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.

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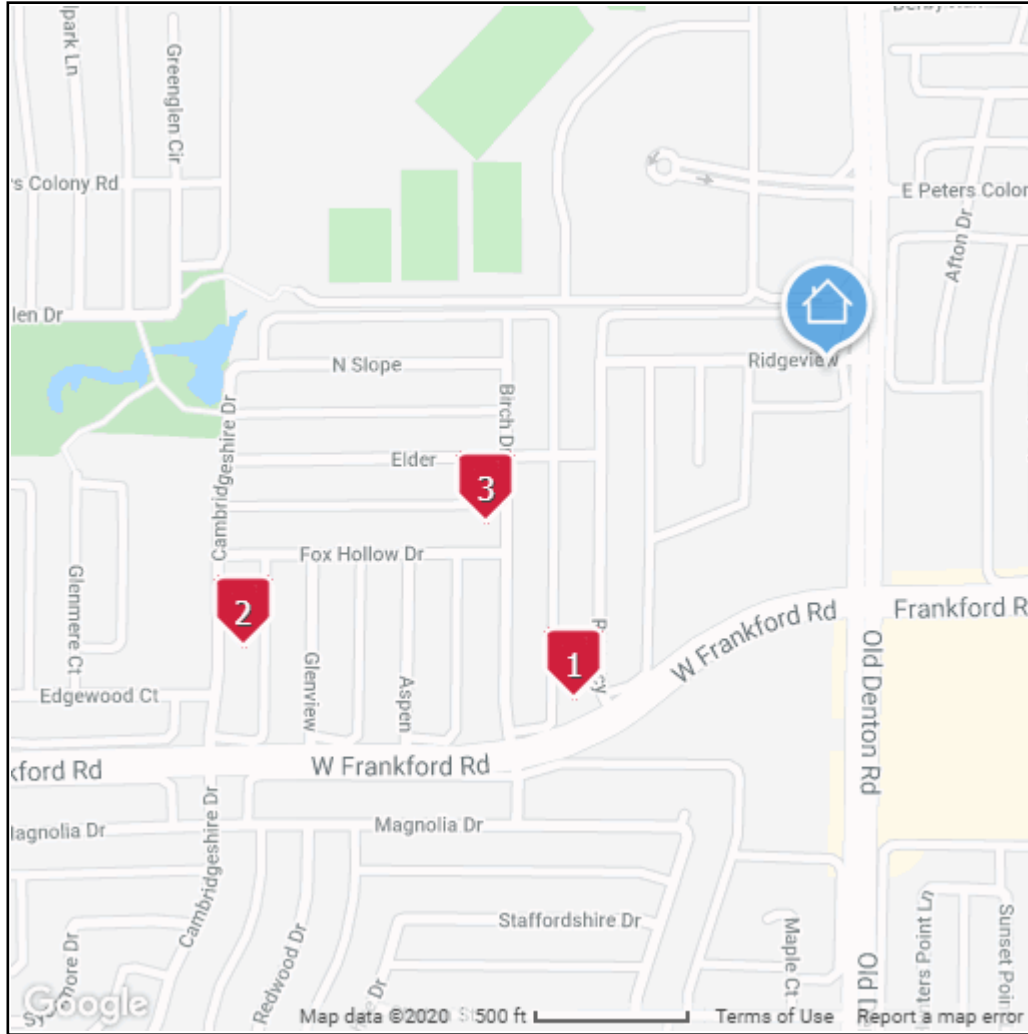
Comparative Market Analysis

1002 Ridgeview, Carrollton TX 75007

September 9th 2020

CMA Map Layout

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



- 1002 Ridgeview
- 1 3101 Regency
- 2 3106 Cambridgeshire DR
- 3 1200 Fox Hollow DR

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