



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: 909 Country Lane, Allen TX 75002

Researched and prepared by:
Aaron Kile

Prepared exclusively for:
Joseph and Caitlin Atkinson
Prepared on
May 11th 2020

Aaron Kile



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Comparative Market Analysis

909 Country Lane, Allen TX 75002

May 11th, 2020

Summary of Comparable Listings

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

Sold Listings

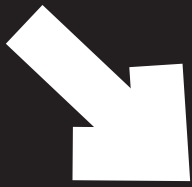
Address	Price	Beds	Bth F	Bth H	Ttl HLA	\$/SqFt	Sold Date
909 Country Lane		3	2	0	1689	85.26	
1408 Brookside Drive	\$255,000	3	2	0	1,751	\$145.63	01/21/2020
1414 Country Lane	\$271,000	4	2	0	1,776	\$152.59	01/09/2020
1526 Home Park Drive	\$275,000	3	2	0	1,753	\$156.87	02/25/2020
903 Country Lane	\$290,000	3	2	0	1,887	\$153.68	04/24/2020
1523 Rivercrest Boulevard	\$295,500	3	2	0	1,753	\$168.57	03/16/2020
Averages:	\$277,300	3.2	2.0	0.0	1,784	\$155.47	

	Low	Median	Average	High	Count
Comparable Price	\$255,000	\$275,000	\$277,300	\$295,500	5
Adjusted Comparable Price	\$253,450	\$273,400	\$271,925	\$285,050	5

On Average, the 'Sold' status comparable listings sold in 10 days for \$277,300

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Comparative Market Analysis

909 Country Lane, Allen TX 75002

May 11th, 2020

CMA Price Adjustments

This page outlines the subject property versus comparables properties.

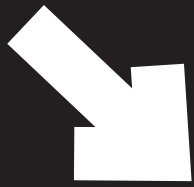


<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
909 Country Lane	1408 Brookside DR		1414 Country LN	
MLS#	14240985		14214831	
List Price	\$153,500		\$269,900	
List Date	10/06/2009		10/30/2019	
Status	Sold		Sold	
Date Available				
DOM	34	6	33	
Subdivision	Country Meadow	Country Meadow Ph One	Country Meadow Ph One	
Prop Type	RES-Single Family	RES-Single Family	RES-Single Family	
Year Built	1986	1990	1992	
HOA Fee				
SqFt Total	1689	1,751	1,776	-2,175
SqFt Building				
Beds	3	3	4	
Total Baths	2/0	2/0	2/0	
# Units				
# Stories	1	1	1	
# Living Areas	1	2	1	0
Pool on Prop	No	No	No	
Easements				
Road Frontg				
Restr/Encumb				
Ttl Cvrdrk	2	2	2	
# Parking Spc				
Curr \$/SqFt	85.26	\$145.63	\$152.59	
L\$/SF & Lot SF		\$142.78/\$31.88	\$151.97/\$34.42	
Lot SqFt	7666.56	7,841	7,841	
Lot Desc	Interior Lot, Landscaped,	Interior Lot, Landscaped, Some	Some Trees, Subdivision	
Handicap Amn		No	No	
Zoning				
Sale/Lse Price	\$144,000	\$255,000	\$271,000	
Sale/Lse Date	11/23/2009	01/21/2020	01/09/2020	

Price	\$255,000	\$271,000
Total Adjustments	\$-1,550	\$-2,175
Adjusted Price	\$253,450	\$268,825

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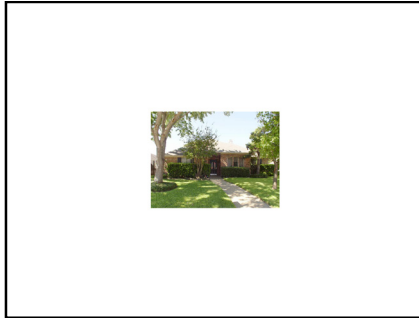
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May 11th, 2020

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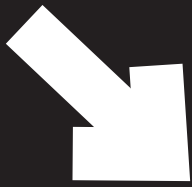


<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
909 Country Lane		1526 Home Park DR		903 Country LN	
MLS#		14268317		14305408	
List Price	\$153,500	\$264,999		\$284,999	
List Date	10/06/2009	01/25/2020		03/20/2020	
Status		Sold		Sold	
Date Available					
DOM	34	4		2	
Subdivision	Country Meadow	Country Meadow Ph 2-A		Country Meadow Ph One	
Prop Type	RES-Single Family	RES-Single Family		RES-Single Family	
Year Built	1986	1992		1990	
HOA Fee					
SqFt Total	1689	1,753	-1,600	1,887	-4,950
SqFt Building					
Beds	3	3		3	
Total Baths	2/0	2/0		2/0	
# Units					
# Stories	1	1		1	
# Living Areas	1	1	0	2	0
Pool on Prop	No	No		No	
Easements					
Road Frontg					
Restr/Encumb					
Ttl Cvrdr Park	2	2		2	
# Parking Spc					
Curr \$/SqFt	85.26	\$156.87		\$153.68	
L\$/SF & Lot SF		\$151.17/\$32.02		\$151.03/\$34.44	
Lot SqFt	7666.56	8,276		8,276	
Lot Desc	Interior Lot, Landscaped,	Interior Lot		Acreage	
Handicap Amn		No		No	
Zoning					
Sale/Lse Price	\$144,000	\$275,000		\$290,000	
Sale/Lse Date	11/23/2009	02/25/2020		04/24/2020	

Price	\$275,000	\$290,000
Total Adjustments	\$-1,600	\$-4,950
Adjusted Price	\$273,400	\$285,050

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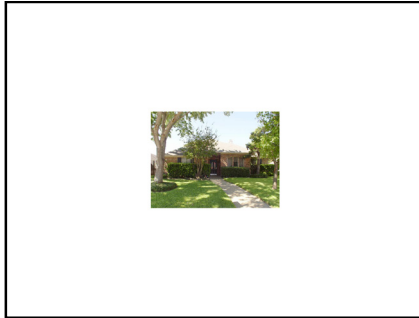
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CMA Price Adjustments

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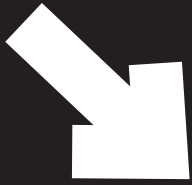


<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	
909 Country Lane	1523 Rivercrest BLVD		
MLS#	14281227		
List Price	\$153,500	\$298,700	
List Date	10/06/2009	02/13/2020	
Status		Sold	
Date Available			
DOM	34	6	
Subdivision	Country Meadow	Country Meadow Ph 2-A	
Prop Type	RES-Single Family	RES-Single Family	
Year Built	1986	1992	
HOA Fee			
SqFt Total	1689	1,753	-1,600
SqFt Building			
Beds	3	3	
Total Baths	2/0	2/0	
# Units			
# Stories	1	1	
# Living Areas	1	1	0
Pool on Prop	No	Yes	-15,000
Easements		Utilities	
Road Frontg			
Restr/Encumb			
Ttl Cvrdrk	2	2	
# Parking Spc			
Curr \$/SqFt	85.26	\$168.57	
L\$/SF & Lot SF		\$170.39/\$36.09	
Lot SqFt	7666.56	8,276	
Lot Desc	Interior Lot, Landscaped,	Interior Lot, Landscaped, Some	
Handicap Amn		No	
Zoning			
Sale/Lse Price	\$144,000	\$295,500	
Sale/Lse Date	11/23/2009	03/16/2020	

Price	\$295,500
Total Adjustments	\$-16,600
Adjusted Price	\$278,900

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Comparative Market Analysis

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May 11th, 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 \$250,000 and \$298,700

Selling Price between \$255,000 and \$295,500

3 to 4 Bedrooms

2 Full Bathrooms

0 Half Bathrooms

1,751 to 1,887 Square Feet

\$142.78 to \$170.39 per Square Foot

\$145.63 to \$168.57 per Sold Square Foot

Year Built between 1990 and 1992

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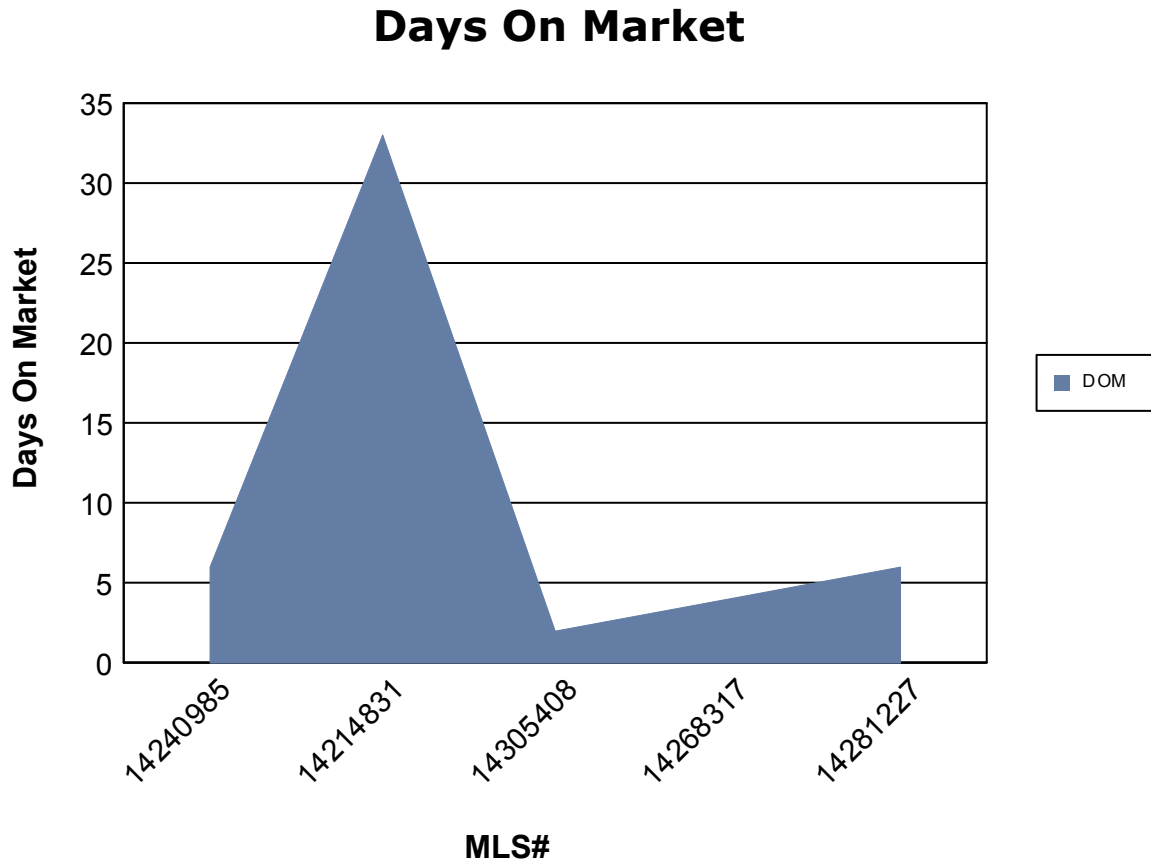
Comparative Market Analysis

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Number of Days On Market

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



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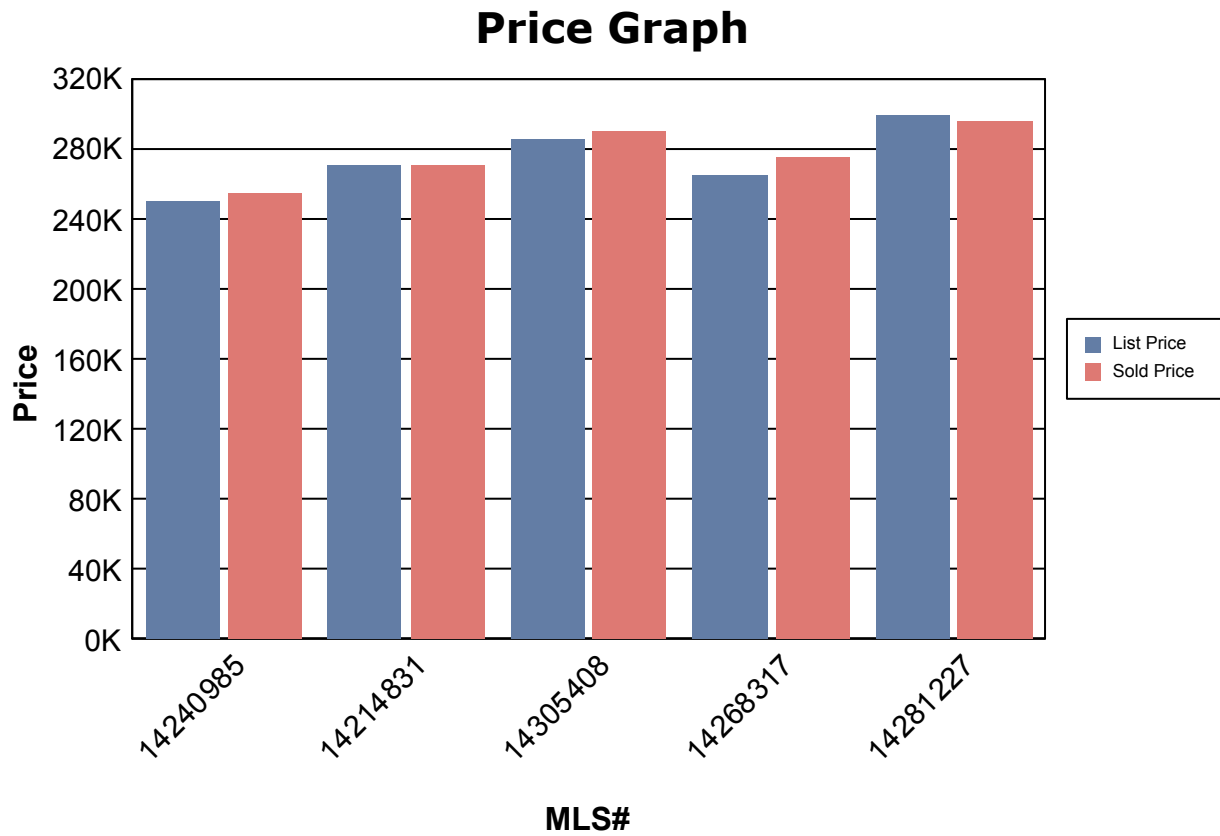
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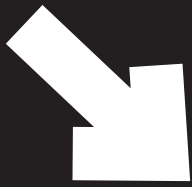
List Price and Sale Price

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



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Comparative Market Analysis

909 Country Lane, Allen TX 75002

May 11th, 2020

Brief Summary of Compared Listings

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

Status: Sold

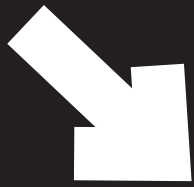
MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
14240985	01/21/2020	1408 Brookside DR	RES-Single Family	1,751	3	2.0	\$255,000	6
14214831	01/09/2020	1414 Country LN	RES-Single Family	1,776	4	2.0	\$271,000	33
14268317	02/25/2020	1526 Home Park DR	RES-Single Family	1,753	3	2.0	\$275,000	4
14305408	04/24/2020	903 Country LN	RES-Single Family	1,887	3	2.0	\$290,000	2
14281227	03/16/2020	1523 Rivercrest BLVD	RES-Single Family	1,753	3	2.0	\$295,500	6
Averages:				1,784	3	2/0	\$277,300	10

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	5	\$277,300	\$155.47	\$275,000	\$255,000	\$295,500	10
TEMP OFF MRKT							
WITHDRAWN							
Wthdrwn Sublist							
Total	5	\$277,300	\$155.47	\$275,000	\$255,000	\$295,500	10

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Comparative Market Analysis

909 Country Lane, Allen TX 75002

May 11th, 2020

CMA Pro Report

These pages give a general overview of the selected properties.

Sold Properties

1408 Brookside DR



MLS #:	14240985	Status:	Sold	Beds:	3	L Price:	\$250,000
County:	Collin	Baths:	2/0	S Price:	\$255,000	S Date:	1/21/2020
Subdiv:	Country Meadow Ph One	Yr Blt:	1990	DOM:	6	Acres:	0.180
Type:	RES-Single Family	SqFt:	1,751	Pool:	No		
Parking:	2-Car Single Door, Attached, Garage						

Rmks: Door Opener, Rear, Workbench
 FABULOUS 3 BR 2 BA 1 story home close to Celebration Park! Large family room with cozy tile fireplace. Light and Bright! Eat-in kitchen with stainless steel appliances and pantry. Great flex room for formal dining, office or play room. Spacious master with large walk-in closet. UPDATED bathrooms! Nice sized backyard with spacious deck. 2 car garage with workbench and tons of storage. This established neighborhood has no HOA. December 2019- New water heater, New master carpet. DON'T MISS OUT ON THIS AMAZING OPPORTUNITY IN ALLEN ISD! Move-in ready!

Direct: Off of US 75, take the Exchange exit and head east. then turn right on to Allen Heights. Then turn left on to Rivercrest. Then turn right on to Brookside. Home will be on the left.

1414 Country LN



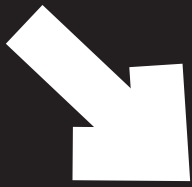
MLS #:	14214831	Status:	Sold	Beds:	4	L Price:	\$269,900
County:	Collin	Baths:	2/0	S Price:	\$271,000	S Date:	1/9/2020
Subdiv:	Country Meadow Ph One	Yr Blt:	1992	DOM:	33	Acres:	0.180
Type:	RES-Single Family	SqFt:	1,776	Pool:	No		
Parking:	Attached, Garage, Rear						

Rmks: Thoughtfully updated 4 bedroom, 2 bath Allen home filled with natural light welcomes you the moment you step inside. The spacious living room with fireplace sits at the heart of the home with access to backyard. The eat-in kitchen features new built-in stainless steel appliances, crisp white cabinets, sleek granite counters, tiled backsplash, and bay window. The serene master suite boasts dual sinks, separate shower, garden tub, and walk-in closet. Recent updates include carpet, granite counters, and fresh paint. The private backyard with a large covered patio provides additional outdoor living and entertaining space. Don't miss the beautiful green park and playground across the street. 3D tour available online

Direct: Head north on US-75 N
 Take exit 36 toward Exchange Pkwy
 Turn right onto the Exchange Parkway E ramp
 Turn right onto E Exchange Pkwy
 Turn right onto Country Ln

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CMA Pro Report

These pages give a general overview of the selected properties.

Sold Properties

1526 Home Park DR



MLS #: 14268317	Status: Sold	Beds: 3	L Price: \$264,999
County: Collin		Baths: 2/0	S Price: \$275,000
Subdiv: Country Meadow Ph 2-A		Yr Blt: 1992	S Date: 2/25/2020
Type: RES-Single Family		SqFt: 1,753	DOM: 4
Parking: Attached, Garage Door Opener, Rear		Pool: No	Acres: 0.190

Rmks: Price, Condition, Location! This home has it all. This updated home in Country Meadows features 3 beds, 2 baths, tall ceilings and more. A Beautiful kitchen opens to the family room and boasts white cabinets, stainless appliances, gas range, gorgeous granite and back splash. Master en-suite has dual sinks, jetted tub with separate shower and a huge walk in closet. Hard floors throughout except for 2 secondary bedrooms. Relax in the private backyard with stained 8ft fence, patio and fire pit. Oversized shed in the backyard is great for storage or a workshop. Just a few houses from two parks and conveniently located near HWY 75, schools, shopping, restaurants and more! NEW ROOF 2019.

Direct: From Hwy 75, east on Exchange, right Country Lane, left Home Park, property on right

903 Country LN



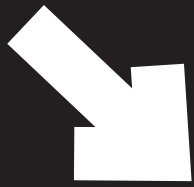
MLS #: 14305408	Status: Sold	Beds: 3	L Price: \$284,999
County: Collin		Baths: 2/0	S Price: \$290,000
Subdiv: Country Meadow Ph One		Yr Blt: 1990	S Date: 4/24/2020
Type: RES-Single Family		SqFt: 1,887	DOM: 2
Parking: 2-Car Single Door, Attached, Garage,		Pool: No	Acres: 0.190

Rmks: Garage Door Opener, Opener, Rear
Must see 3 bedroom, 2 bath home in FANTASTIC Allen location. Laminate floors, updated Faux Effects kitchen counters, granite counters in master bath, updated guest bath, large wooden cover over back patio, and more! Additional formal living room, and separate dining room, offers flexibility and option for a home office as well. Bring your buyers today!

Direct: US 75 exit Exchange. Head EAST on Exchange, turn RIGHT onto Country Lane.

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Comparative Market Analysis

909 Country Lane, Allen TX 75002

May 11th, 2020

CMA Pro Report

These pages give a general overview of the selected properties.

Sold Properties

1523 Rivercrest BLVD



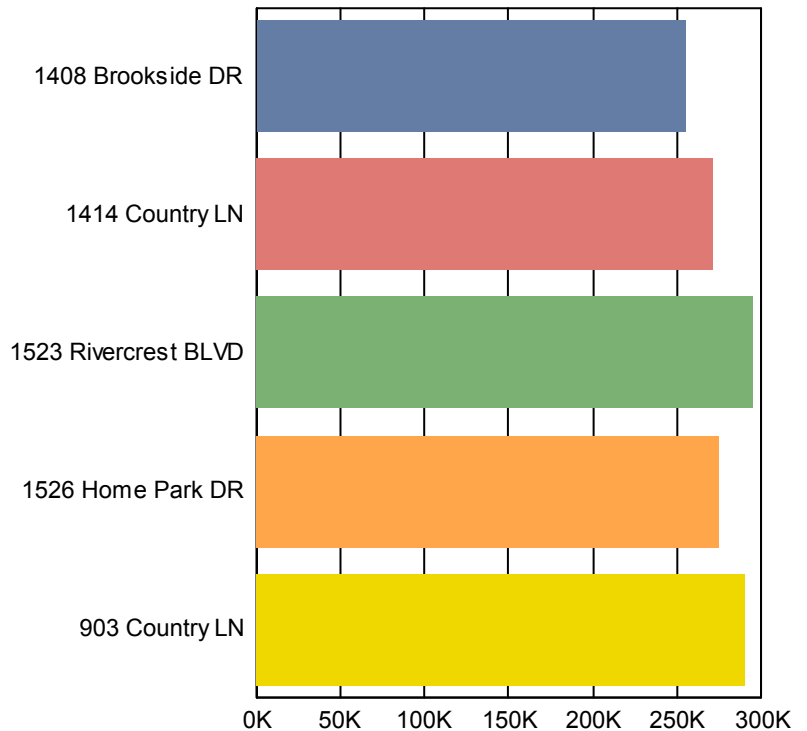
MLS #:	14281227	Status:	Sold	Beds:	3	L Price:	\$298,700
County:	Collin	Baths:	2/0	S Price:	\$295,500	S Date:	3/16/2020
Subdiv:	Country Meadow Ph 2-A	Yr Blt:	1992	S Date:	3/16/2020	DOM:	6
Type:	RES-Single Family	SqFt:	1,753	DOM:	6	Acres:	0.190
Parking:	2-Car Double Door, Attached, Garage, Garage Door Opener, Rear, Workbench			Pool:	Yes		

Rmks: Beautiful 1 story home with pool located in Allen. This home is a short walk to two amazing parks, Celebration Park and Country Meadows Park. This remarkable home features a large kitchen, has 3 bedrooms, and has a flex space! Bedrooms are split for privacy. Recent updates have been done throughout the house. Kitchen has stainless steel appliances and granite counters. Master bathroom has new tile on floor and surround with frameless shower glass as well as granite counters. This home is also a short walk to the middle school. The backyard is a place for escaping after a long day featuring a large deck and pool, it is the perfect place to host friends and summer barbeques. Snatch this one up while you can!

Direct: From Angel Parkway turn south on North Malone Rd. Then turn West on Rivercrest. Home will be on your right. Sign in yard.

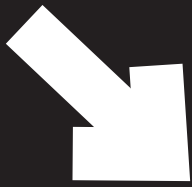
Sold Properties

Total # of Listings	5
Lowest Price	\$255,000
Highest Price	\$295,500
Average Price	\$277,300
Avg. Price/SqFt	\$155.47
Avg DOM	10



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Comparative Market Analysis

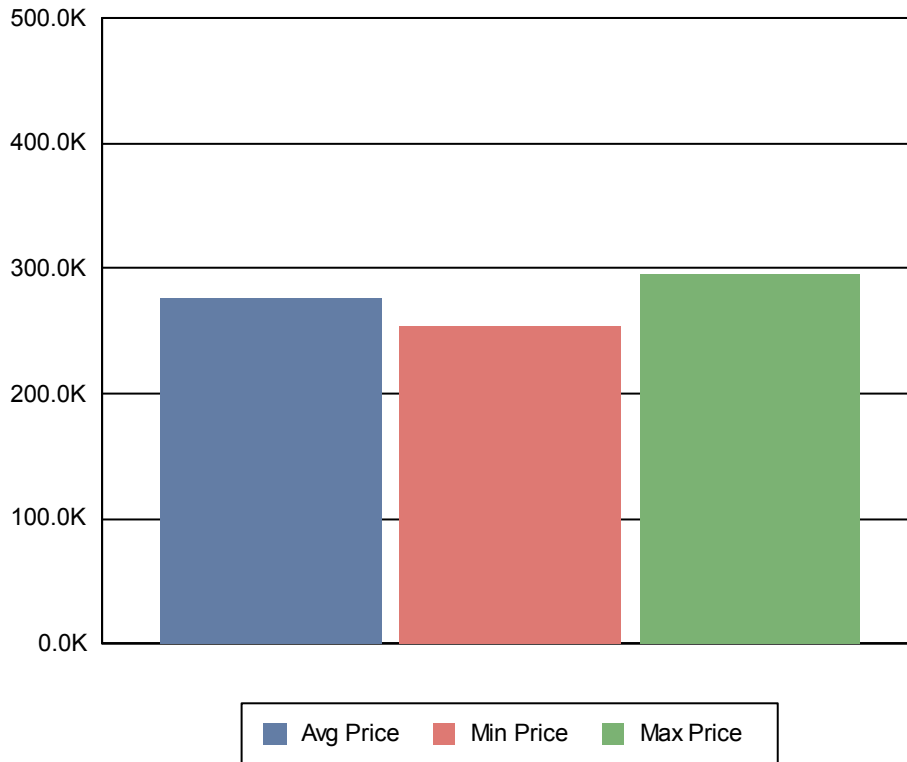
909 Country Lane, Allen TX 75002

May 11th, 2020

CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



Cumulative Analysis

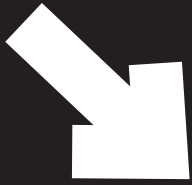
Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Sold	\$255,000	\$295,500	\$277,300	\$155.47
Totals / Averages	\$255,000	\$295,500	\$277,300	\$155.47

Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
1408 Brookside DR	\$250,000	\$255,000	6	%102.00	\$145.63
1414 Country LN	\$269,900	\$271,000	33	%100.41	\$152.59
1526 Home Park DR	\$264,999	\$275,000	4	%103.77	\$156.87
903 Country LN	\$284,999	\$290,000	2	%101.76	\$153.68
1523 Rivercrest BLVD	\$298,700	\$295,500	6	%98.93	\$168.57
Total Averages	\$273,720	\$277,300	10	%101.37	\$155.47

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Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
Sold								
S	1408 Brookside DR	3	2.0	1,751	\$250,000	\$255,000	01/21/2020	6
S	1414 Country LN	4	2.0	1,776	\$269,900	\$271,000	01/09/2020	33
S	1526 Home Park DR	3	2.0	1,753	\$264,999	\$275,000	02/25/2020	4
S	903 Country LN	3	2.0	1,887	\$284,999	\$290,000	04/24/2020	2
S	1523 Rivercrest BLVD	3	2.0	1,753	\$298,700	\$295,500	03/16/2020	6

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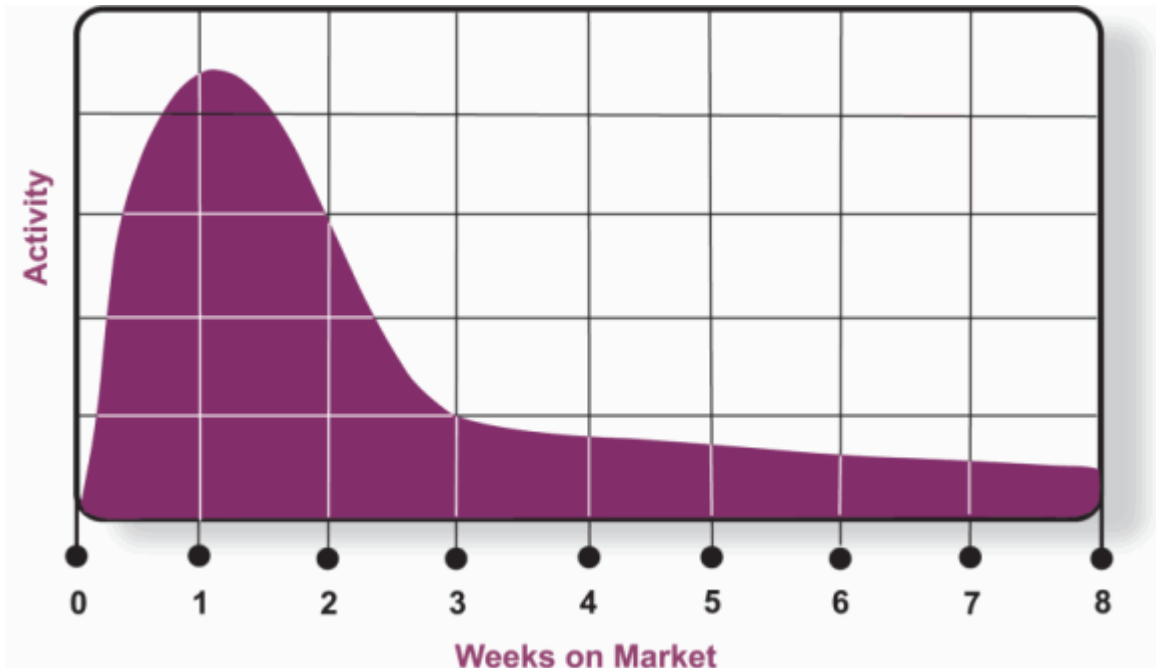
Comparative Market Analysis

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Activity vs. Timing

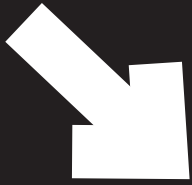
This chart highlights the importance of pricing correctly at market value.



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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909 Country Lane, Allen TX 75002

May 11th, 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.

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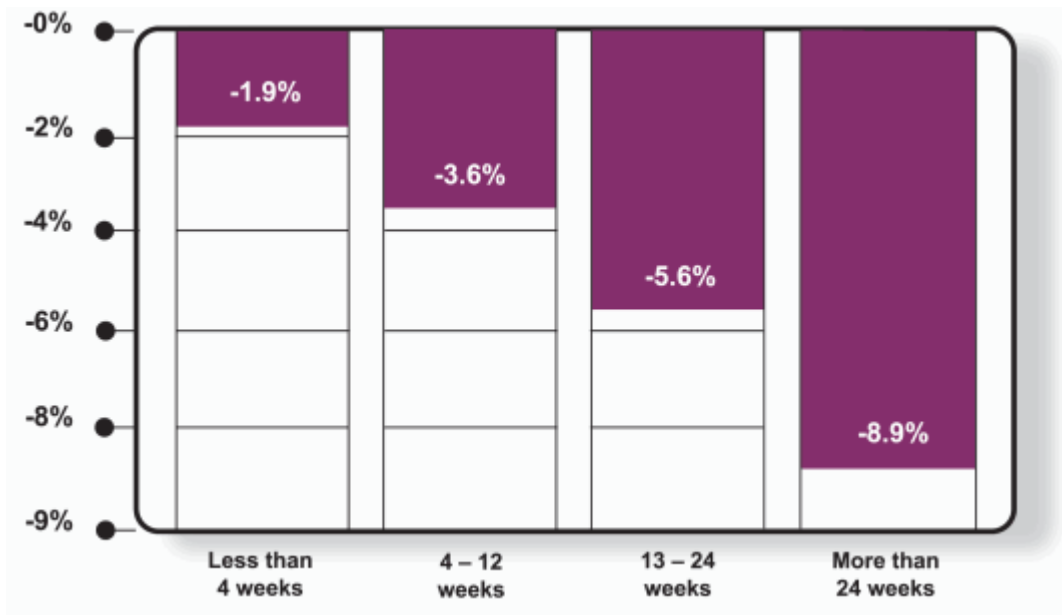
909 Country Lane, Allen TX 75002

May 11th, 2020

The Effect of Over Pricing

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

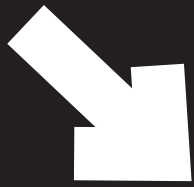
This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- 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

909 Country Lane, Allen TX 75002

May 11th, 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

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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.

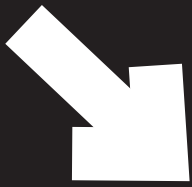
Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

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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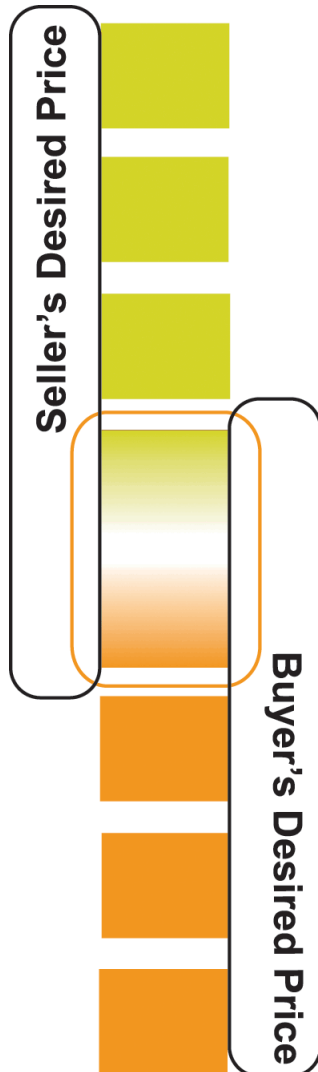
Comparative Market Analysis

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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

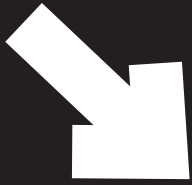
The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

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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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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Sources of Buyers

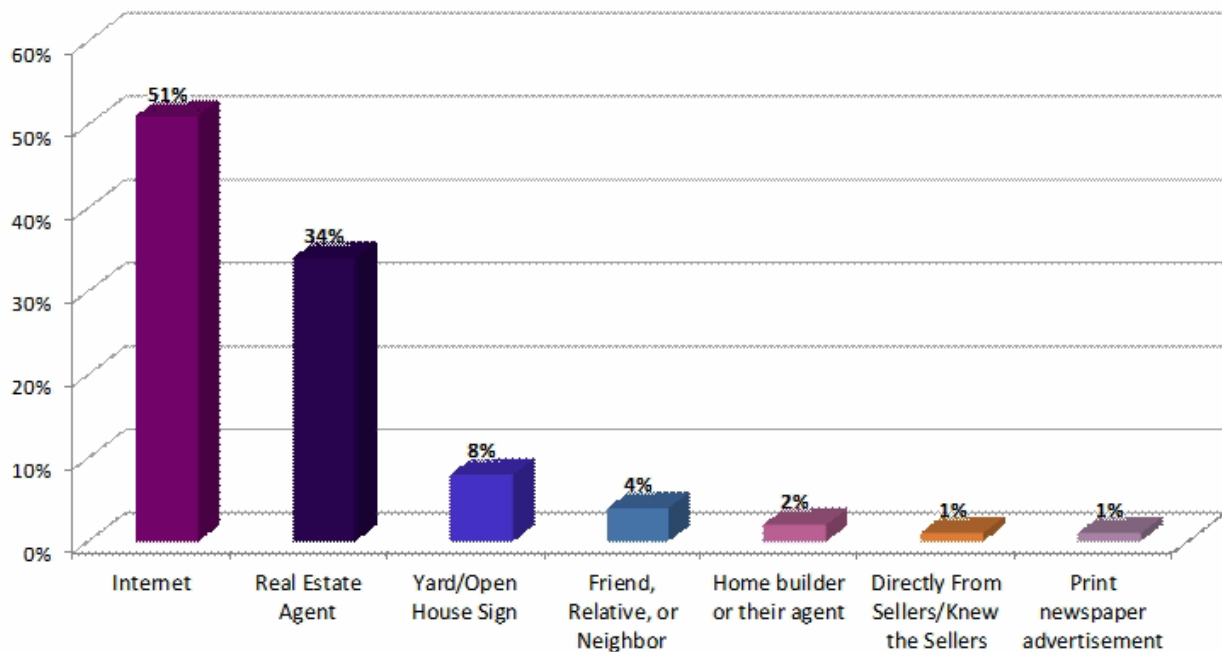
This page illustrates the primary sources of buyers for your property.

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

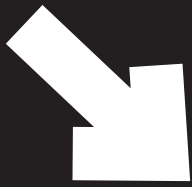
It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

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

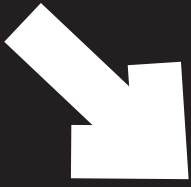
Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

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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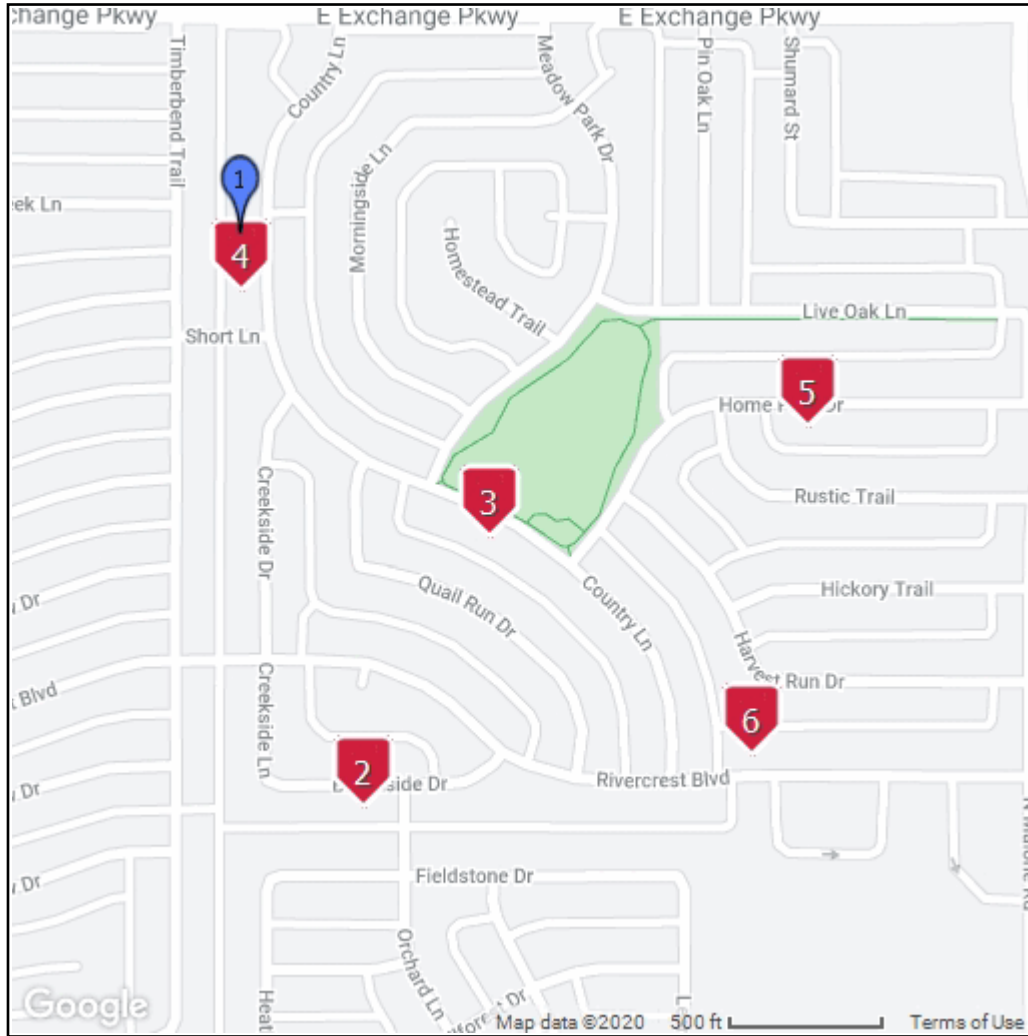
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CMA Map Layout

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



- 1 909 Country Lane
- 2 1408 Brookside DR
- 3 1414 Country LN
- 4 903 Country LN
- 5 1526 Home Park DR
- 6 1523 Rivercrest BLVD

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