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.

Researched and prepared by

Aaron Kile

Prepared exclusively for

Chris Simmons

Prepared on

May 01, 2023

Subject Property

44 Kramer

Sanger

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Summary of Comparable Listings

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

Closed Listings

Address	Price	Beds	Bth F	Bth H	Ttl HLA	$/SqFt	Sold Date
44 Kramer		*4*	*3*	*1*	*2175*		
50 Kramer Lane	$365,000	4	2	0	1,987	183.69	11/30/2022
47 Kramer Lane	$380,000	4	3	0	2,468	153.97	11/29/2022
2 Bluebird Lane	$380,007	4	2	1	2,178	174.48	11/22/2022
Averages:	**$375,002**	**4.0**	**2.3**	**0.3**	**2,211**	**170.71**	

	Low	Median	Average	High	Count
Comparable Price	$365,000	$380,000	$375,002	$380,007	3
Adjusted Comparable Price	$369,745	$371,580	$373,777	$380,007	3

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Comparative Market Analysis

44 Kramer
Sanger

Monday, May 1, 2023

CMA Price Adjustments

This page outlines the subject property versus comparables properties.

Subject Property		Details	Adjust	Details	Adjust
44 Kramer		50 Kramer LN		47 Kramer LN	
MLS#		20158119		20161116	
List Price		$365,000		$375,000	
List Date		09/07/2022		09/11/2022	
Status		Closed		Closed	
Date Available					
DOM		42		47	
Subdivision		Sable Creek Add Ph II		Sable Creek Add Ph II	
Prop Type		Single Family		Single Family	
Year Built		2018		2007	
HOA Fee		$175		$175	
SqFt Total	2175	1,987	6,580	2,468	-10,255
SqFt Building					
Beds	4	4		4	
Total Baths	3/1	2/0		3/0	
# Units					
# Stories	2	1		2	
# Living Areas	2	1	0	2	0
Pool on Prop				No	
Easements					
Road Frontg					
Restr/Encumb					
Ttl Cvrd Park	2	2		2	
# Parking Spc	2				
Curr $/SqFt		$183.69		$153.97	
L$/SF &Lot SF		$183.69/$45.54		$151.94/$46.79	
Lot SqFt	8059	8,015		8,015	
Lot Desc					
Handicap Amn		No		No	
Zoning					
Sale/Lse Price		$365,000		$380,000	
Sale/Lse Date		11/30/2022		11/29/2022	

Price	**$365,000**	**$380,000**
Total Adjustments	**$6,580**	**$-10,255**
Adjusted Price	**$371,580**	**$369,745**

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Comparative Market Analysis

44 Kramer

Sanger

Monday, May 1, 2023

CMA Price Adjustments

This page outlines the subject property versus comparables properties.

Subject Property		Details	Adjust
44 Kramer		2 Bluebird LN	
MLS#		20159218	
List Price		$375,000	
List Date		10/21/2022	
Status		Closed	
Date Available			
DOM		6	
Subdivision		Sable Creek Add Ph II	
Prop Type		Single Family	
Year Built		2007	
HOA Fee		$175	
SqFt Total	2175	2,178	
SqFt Building			
Beds	4	4	
Total Baths	3/1	2/1	
# Units			
# Stories	2	2	
# Living Areas	2	1	0
Pool on Prop		No	
Easements			
Road Frontg			
Restr/Encumb			
Ttl Cvrd Park	2	3	
# Parking Spc	2		
Curr $/SqFt		$174.48	
L$/SF &Lot SF		$172.18/$36.17	
Lot SqFt	8059	10,367	
Lot Desc		Sprinkler System	
Handicap Amn		No	
Zoning			
Sale/Lse Price		$380,007	
Sale/Lse Date		11/22/2022	

Price	**$380,007**
Total Adjustments	**$0**
Adjusted Price	**$380,007**

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eXp Realty LLC

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 $365,000 and $375,000

4 Bedrooms

2 to 3 Full Bathrooms

0 to 1 Half Bathroom

1,987 to 2,468 Square Feet

$151.94 to $183.69 per Square Foot

$153.97 to $183.69 per Sold Square Foot

Year Built between 2007 and 2018

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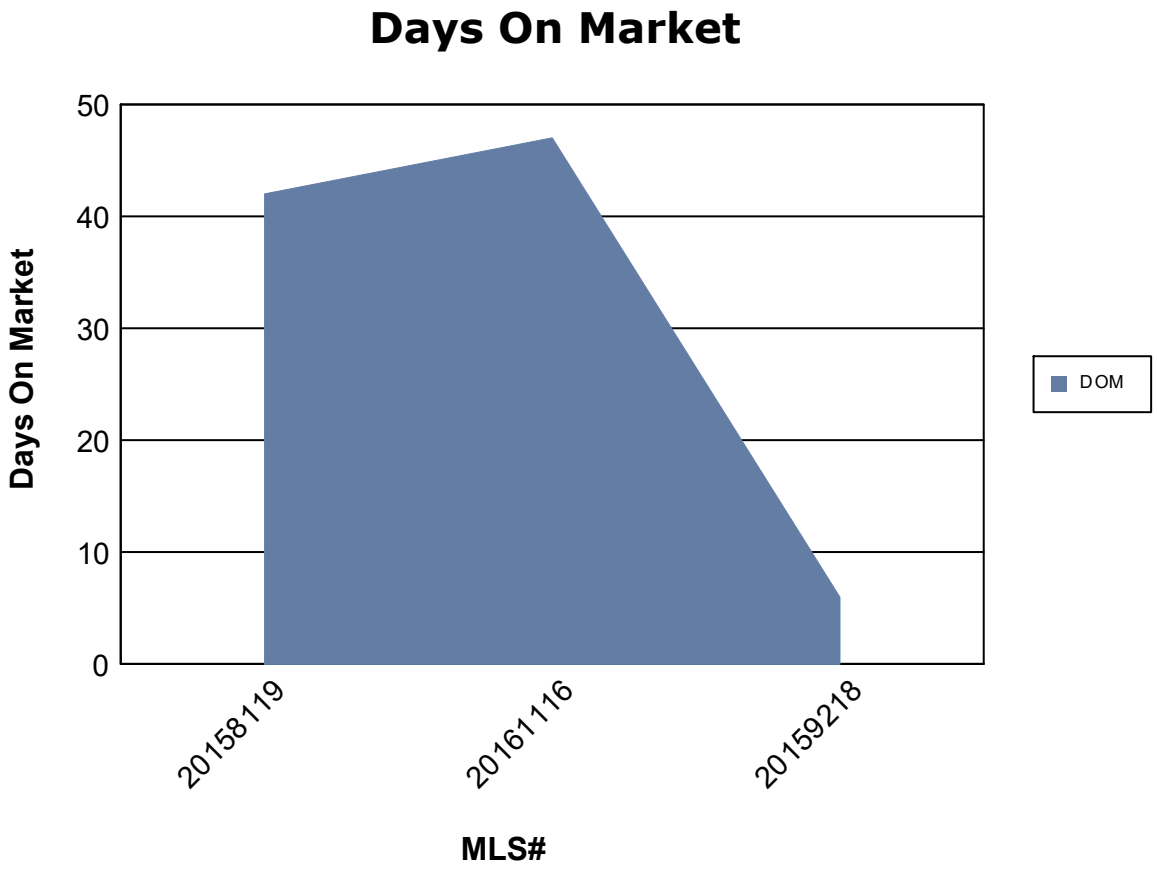
Number of Days On Market

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



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List Price and Sale Price

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

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Comparative Market Analysis

44 Kramer
Sanger

Monday, May 1, 2023

Brief Summary of Compared Listings

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

Status: Closed

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
20158119	11/30/2022	50 Kramer LN	Single Family	1,987	4	2.0	$365,000	42
20161116	11/29/2022	47 Kramer LN	Single Family	2,468	4	3.0	$380,000	47
20159218	11/22/2022	2 Bluebird LN	Single Family	2,178	4	2.1	$380,007	6
Averages:				**2,211**	**4**	**2/0**	**$375,002**	**32**

Summary

Status	Total	Avg Price	Avg $ Per SqFt	Median	Low	High	Avg DOM
ACTIVE							
Actv Contingent							
Active Kick Out							
Actv Opt Cntrct							
CANCELLED							
EXPIRED							
PENDING							
SOLD	3	$375,002	$170.71	$380,000	$365,000	$380,007	32
TEMP OFF MRKT							
WITHDRAWN							
Total	**3**	**$375,002**	**$170.71**	**$380,000**	**$365,000**	**$380,007**	**32**

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CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

50 Kramer LN

MLS #:	20158119	**Status:**	Closed	**Beds:**	4	**L Price:**	$365,000
County:	Denton			**Baths:**	2/0	**S Price:**	$365,000
Subdiv:	Sable Creek Add Ph II			**Yr Blt:**	2018	**S Date:**	11/30/2022
Type:	Single Family			**SqFt:**	1,987	**DOM:**	42
Parking:	Covered, Garage			**Pool:**		**Acres:**	0.184

Rmks: Beautifully maintained 4 bedroom, 2 bathroom home in the highly desirable Sable Creek Subdivision. Featuring an open floor plan, laundry room that opens into the large master closet, granite countertops and stainless steel appliances! Roof, gutters and back fence recently replaced. Home is located within walking distance to Butterfield Elementary and Sanger High School. This home is move in ready and ready for you to call home!

Direct: I-35E, Exit 478 (FM 455-Chapman), head east then right on Sable Creek Blvd, Right or Left on Heron Dr. to Kramer

47 Kramer LN

MLS #:	20161116	**Status:**	Closed	**Beds:**	4	**L Price:**	$375,000
County:	Denton			**Baths:**	3/0	**S Price:**	$380,000
Subdiv:	Sable Creek Add Ph II			**Yr Blt:**	2007	**S Date:**	11/29/2022
Type:	Single Family			**SqFt:**	2,468	**DOM:**	47
Parking:	2-Car Single Door, Garage, Garage Door Opener, Garage Faces Front			**Pool:**	No	**Acres:**	0.184

Rmks: Come out to see this beautiful 2-story home in Sanger. You'll love the floor plan of this spacious home with the primary and one secondary bedroom downstairs and two secondary bedrooms upstairs. The downstairs secondary bedroom is next to a full bathroom, great for generational living or a guest bedroom. As you enter the home you can see straight to the back thanks to the open floor plan. The second living room in the front can be used as a formal living, office, game room, homeschool room, whatever you want! There is a formal dining room currently being used as a game room with plenty of space for a large table, great for entertaining. The kitchen features a gas range, gorgeous granite countertops, and opens to the living room. There are large windows all along the back of the home, showcasing the backyard and covered patio. Upstairs has two spacious secondary bedrooms and a full bathroom for them to share.

Direct: From 35E, exit 455 and go east on 455-Chapman. Turn right on Sable Creek, right on Heron, left on Highlands, left on Kramer. Property will be on your right.

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CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

2 Bluebird LN

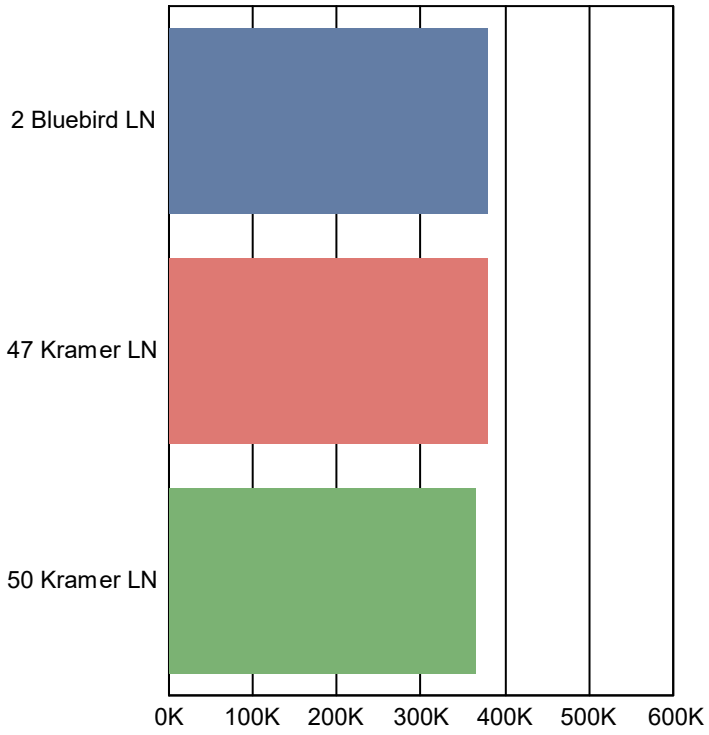
MLS #:	20159218	**Status:**	Closed	**Beds:**	4	**L Price:**	$375,000
County:	Denton			**Baths:**	2/1	**S Price:**	$380,007
Subdiv:	Sable Creek Add Ph II			**Yr Blt:**	2007	**S Date:**	11/22/2022
Type:	Single Family			**SqFt:**	2,178	**DOM:**	6
Parking:	Garage Faces Side			**Pool:**	No	**Acres:**	0.238

Rmks: Well Hello Beautiful! This immaculate home sits on an oversize corner lot is move in ready and set up to host all your friends and family. Inside you will find a gorgeous Formal Dining room with crown and chair rail moulding off the entry. Fantastic grand living room with vaulted ceilings and connected to the Kitchen with granite countertops, stainless steel appliances, and tiled backsplash. Primary Suite features crown moulding and an updated bathroom suite which includes a dual walk in shower. Upstairs has 3 bedrooms with vaulted ceilings and a full bathroom. Outside there is a covered back porch and gorgeous level fenced yard. This home is a gem and fantastic find with upgrades throughout including, cabinetry in the laundry room, 3 car garage, arches and more. A must see on your home tour list.

Direct: Use GPS locator

Closed Properties

Total # of Listings	**3**
Lowest Price	**$365,000**
Highest Price	**$380,007**
Average Price	**$375,002**
Avg. Price/SqFt	**$170.71**
Avg DOM	**32**



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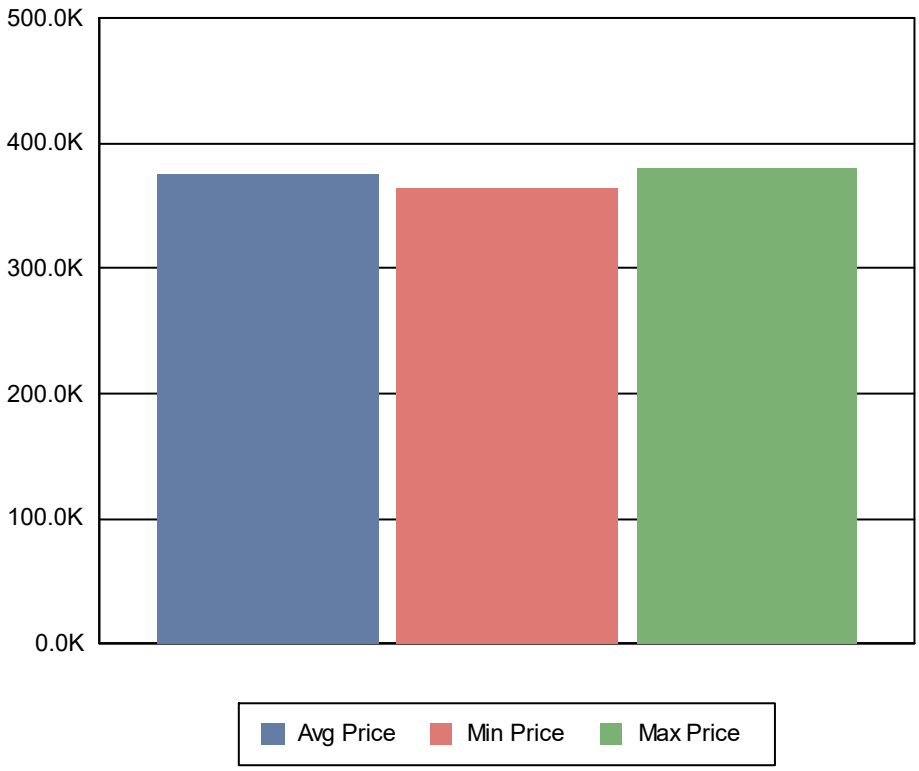
CMA Pro Report

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
Closed	$365,000	$380,007	$375,002	$170.71
Totals / Averages	**$365,000**	**$380,007**	**$375,002**	**$170.71**

Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
Total Averages					

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CMA Pro Report

These pages give a general overview of the selected properties.

Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
Closed								
C	50 Kramer LN	4	2.0	1,987	$365,000	$365,000	11/30/2022	42
C	47 Kramer LN	4	3.0	2,468	$375,000	$380,000	11/29/2022	47
C	2 Bluebird LN	4	2.1	2,178	$375,000	$380,007	11/22/2022	6

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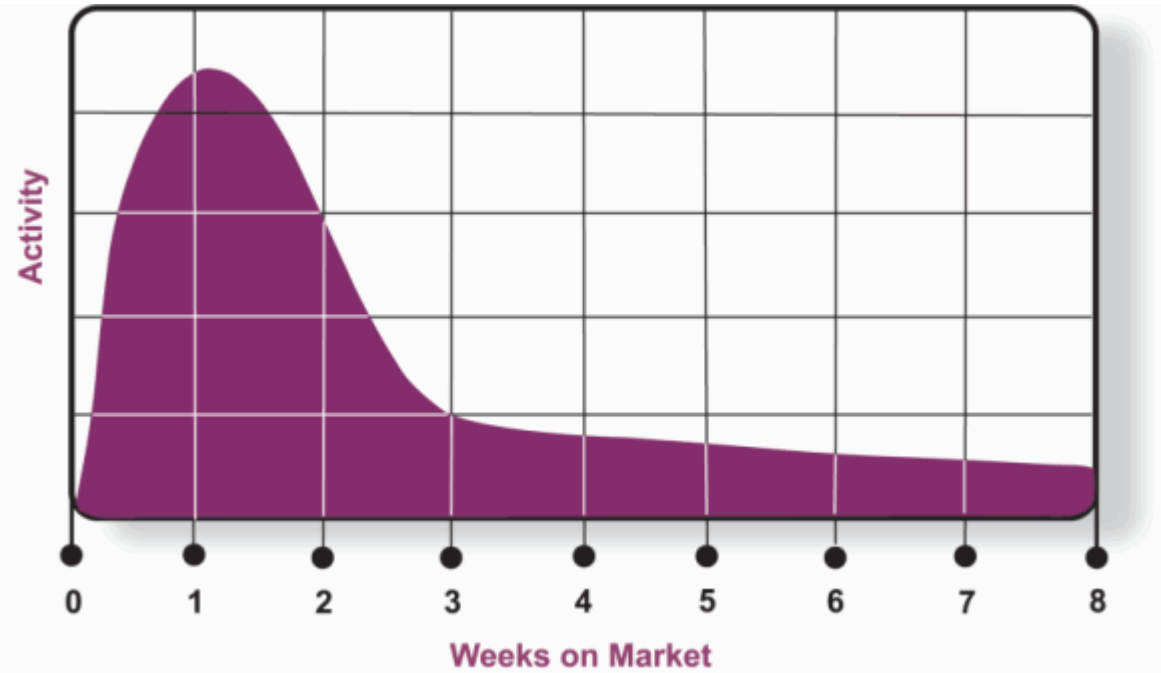
Activity vs. Timing

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.

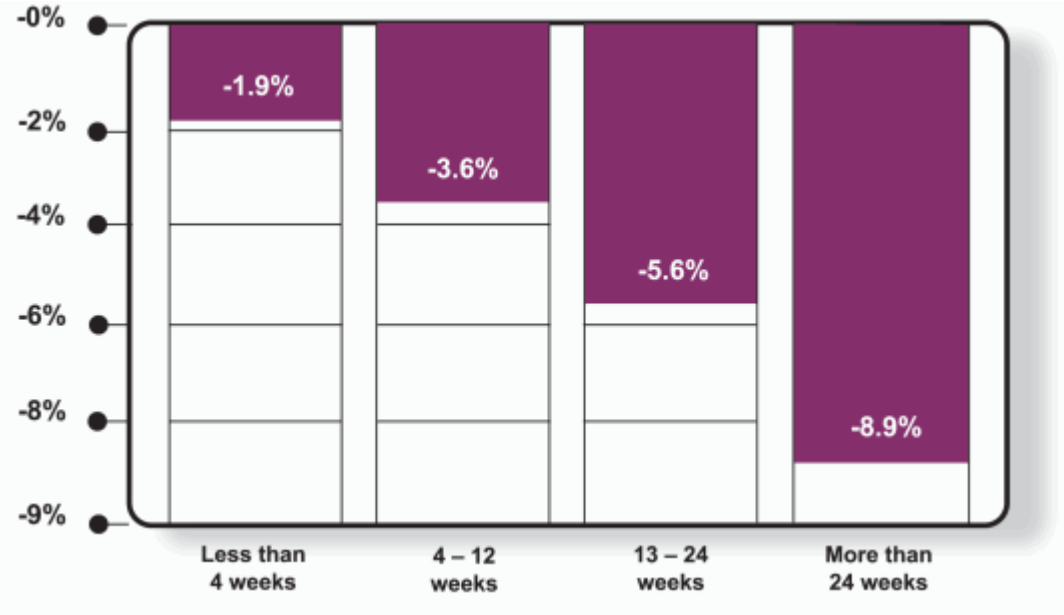
_____

Date

The Effect of Over Pricing

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

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



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

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The Benefits of Using a Professional REALTOR®

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

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

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

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

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

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

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

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

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

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

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Market Analysis Explanation

This is an explanation and overview of this market analysis.

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

This market analysis is divided into three categories:

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

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

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

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

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

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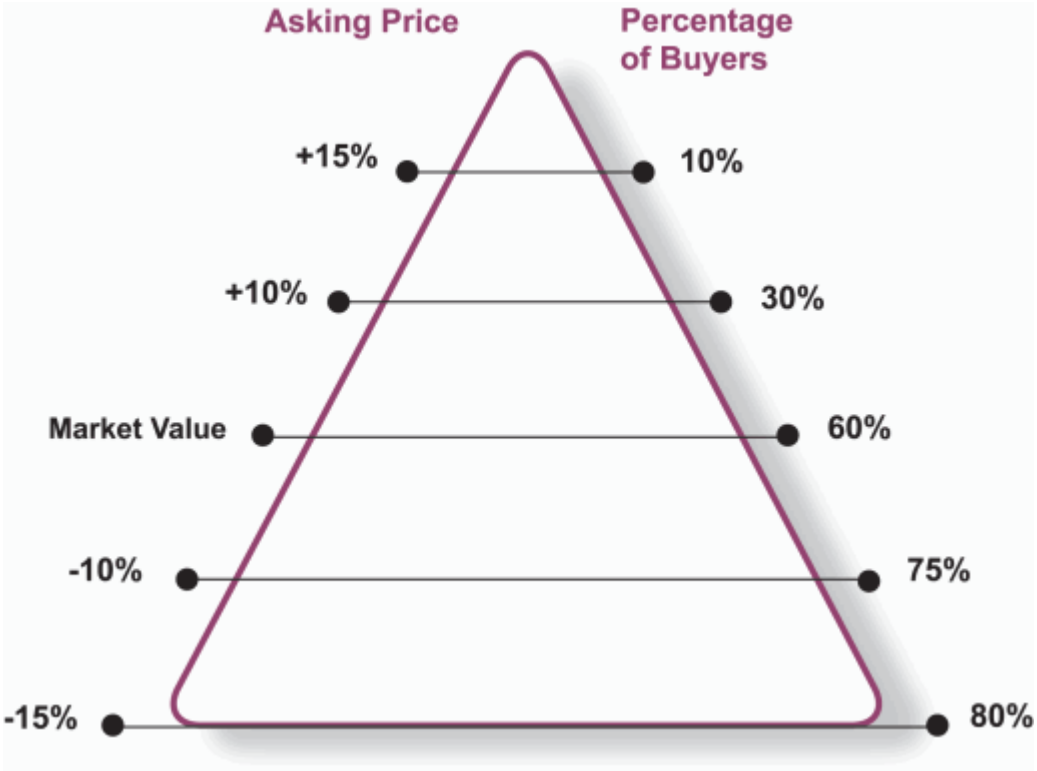
The Importance of Pricing

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



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

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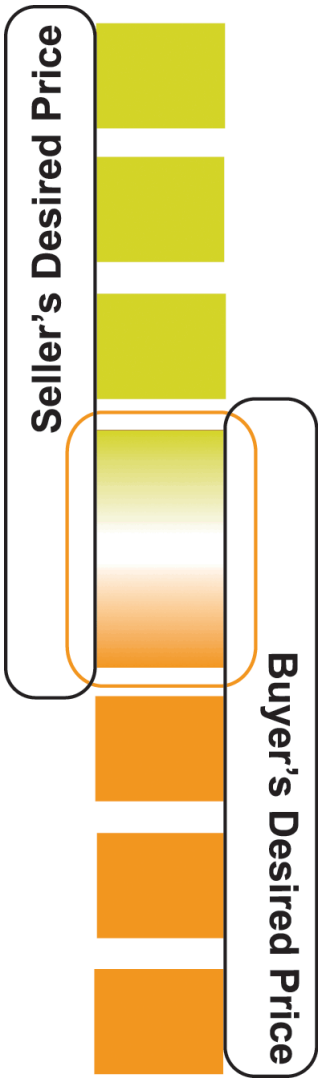
Setting the Price

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



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

Establishing market value

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

Look at the competition

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

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The Pitfalls of Overpricing

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

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

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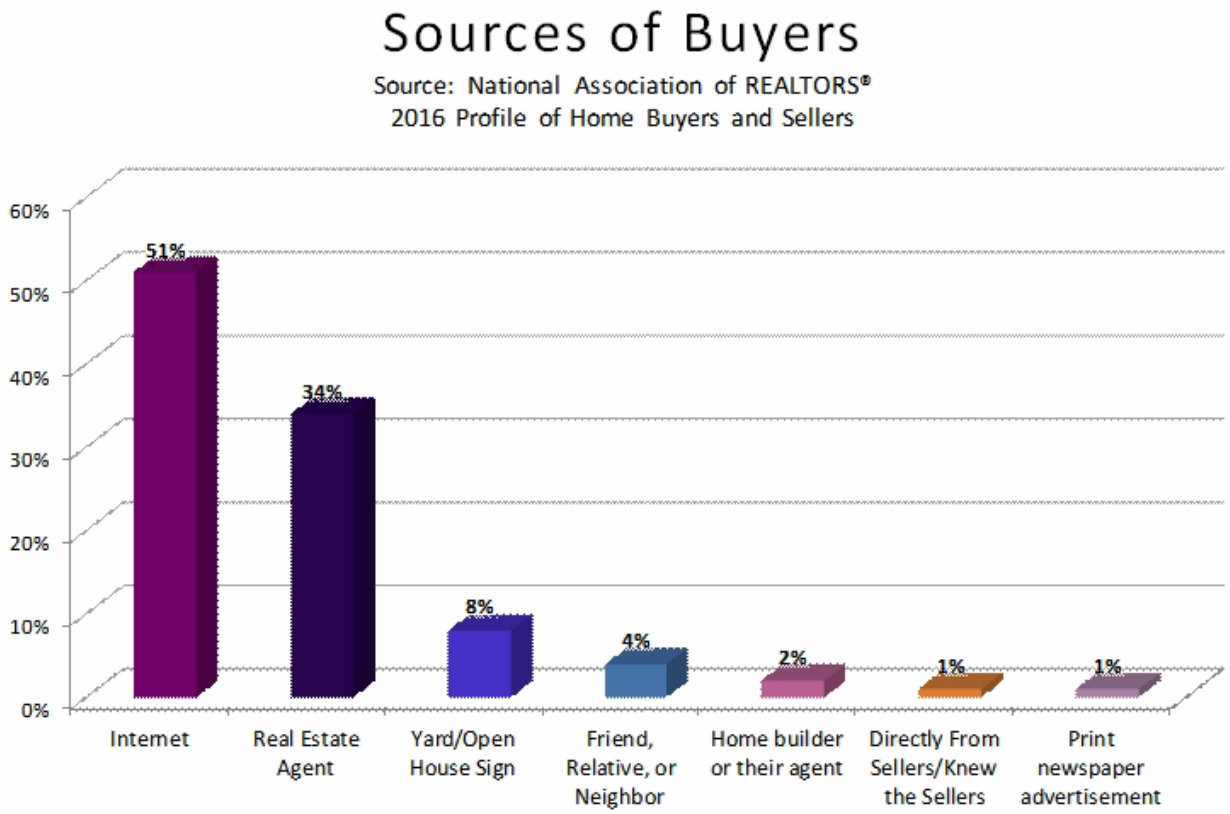
Sources of Buyers

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.



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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.

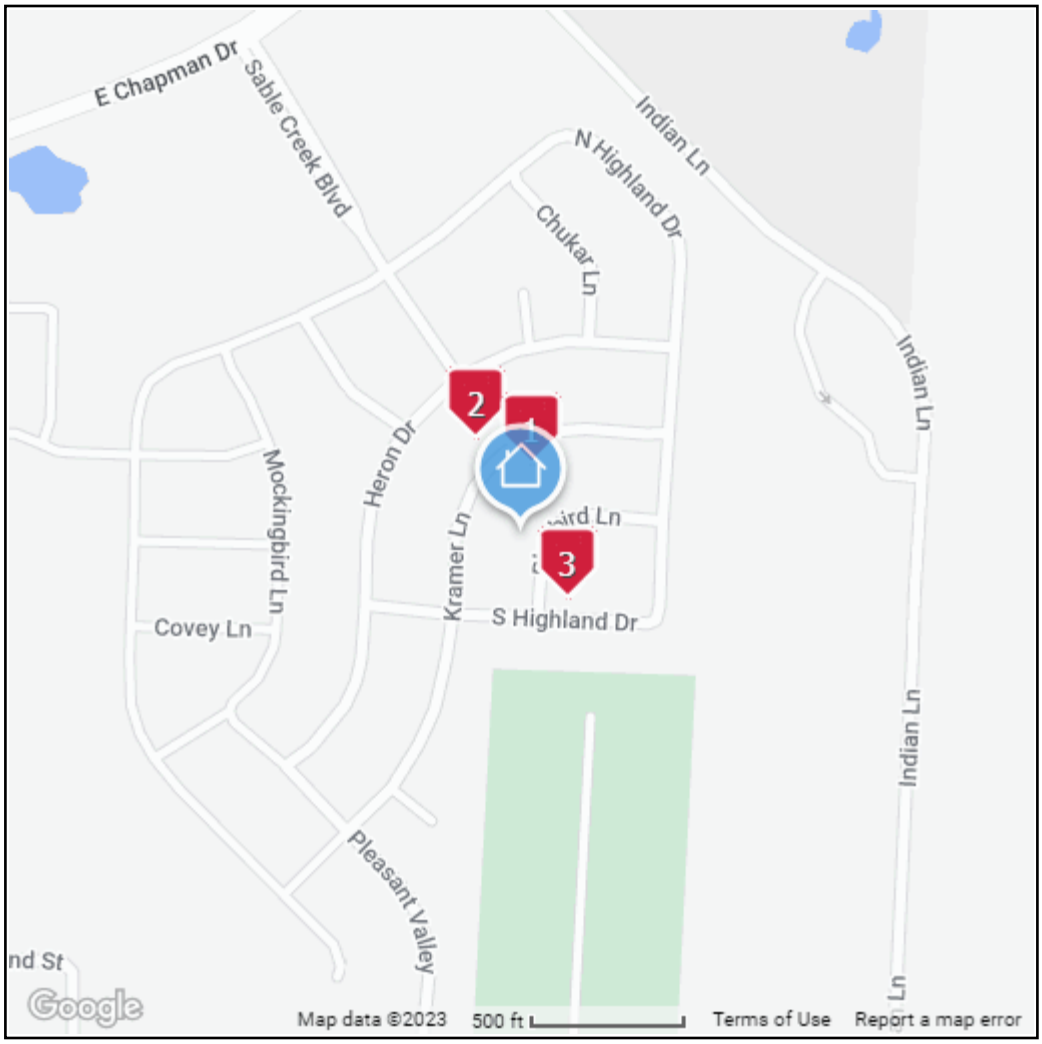
Previews
Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

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.

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 .

CMA Map Layout

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



	44 Kramer
1	50 Kramer LN
2	47 Kramer LN
3	2 Bluebird LN

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