



# 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: 4004 Cedar Bayou, Dallas, TX 75244

Researched and prepared by:  
Aaron Kile

Prepared exclusively for:  
Gina Lafleur  
Prepared on  
January 26th, 2021

Aaron Kile



Aaron Kile  
REALTOR  
972.400.1566  
AaronKile.com  
Aaron@AaronKile.com





# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## Summary of Comparable Listings

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

### Sold Listings

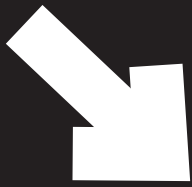
Address	Price	Beds	Bth F	Bth H	Ttl HLA	\$/SqFt	Sold Date
4004 Cedar Bayou		4	2		2420		
4045 Cedar Bayou Drive	\$425,000	4	3	0	2,896	\$146.75	08/31/2020
3919 Port Royal Drive	\$428,000	4	2	0	2,752	\$155.52	01/15/2021
3980 Deep Valley Drive	\$528,000	4	3	1	2,771	\$190.54	01/22/2021
3919 Royal Palms Court	\$570,000	4	3	0	2,250	\$253.33	08/11/2020
3858 Port Royal	\$580,000	4	3	0	2,477	\$234.15	09/01/2020
4048 Deep Valley Drive	\$640,000	4	3	0	2,884	\$221.91	08/12/2020
12123 Snow White Drive	\$682,000	4	2	1	2,651	\$257.26	08/20/2020
<b>Averages:</b>	<b>\$550,429</b>	<b>4.0</b>	<b>2.7</b>	<b>0.3</b>	<b>2,669</b>	<b>\$208.49</b>	

	Low	Median	Average	High	Count
<b>Comparable Price</b>	\$425,000	\$570,000	\$550,429	\$682,000	7
<b>Adjusted Comparable Price</b>	\$403,100	\$555,220	\$529,500	\$650,760	7

On Average, the 'Sold' status comparable listings sold in 48 days for \$550,429

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



### Subject Property

4004 Cedar Bayou

MLS#

List Price

List Date

Status

Date Available

DOM

Subdivision Glen Cove

Prop Type

Year Built

HOA Fee

SqFt Total 2420

SqFt Building

Beds 4

Total Baths 2/

# Units

# Stories 1

# Living Areas

Pool on Prop

Easements

Road Frontg

Restr/Encumb

Ttl Cvr'd Park 2

# Parking Spc

Curr \$/SqFt

L\$/SF & Lot SF

Lot SqFt

Lot Desc

Handicap Amn

Zoning

Sale/Lse Price

Sale/Lse Date

### Details

4045 Cedar Bayou DR

14373811

\$449,000

06/26/2020

Sold

47

Glen Cove Inst 03

RES-Single Family

1966

2,896

4

3/0

1

3

No

2

\$146.75

\$155.04/\$40.90

10,977

Landscaped, Lrg. Backyard Gr:

No

\$425,000

08/31/2020

### Adjust

-19,400

4

-2,500/0

1

0 2

No

2

\$155.52

\$172.60/\$42.43

11,195

Interior Lot, Landscaped, Lrg. E

No

\$428,000

01/15/2021

### Adjust

-13,280

0

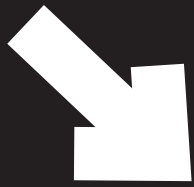
Price  
Total Adjustments  
Adjusted Price

\$425,000  
\$-21,900  
\$403,100

\$428,000  
\$-13,280  
\$414,720

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January 26th, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



### Subject Property

4004 Cedar Bayou

MLS#

List Price

List Date

Status

Date Available

DOM

Subdivision Glen Cove

Prop Type

Year Built

HOA Fee

SqFt Total 2420

SqFt Building

Beds 4

Total Baths 2/

# Units

# Stories 1

# Living Areas

Pool on Prop

Easements

Road Frontg

Restr/Encumb

Ttl Cvr'd Park 2

# Parking Spc

Curr \$/SqFt

L\$/SF & Lot SF

Lot SqFt

Lot Desc

Handicap Amn

Zoning

Sale/Lse Price

Sale/Lse Date

### Details

3980 Deep Valley DR

14459319

\$575,000

10/23/2020

Sold

56

Glen Cove 01

RES-Single Family

1963

2,771

4

3/1

1

2

Yes

2

2

\$190.54

\$207.51/\$38.37

14,985

Corner, Irregular, Landscaped,

No

\$528,000

01/22/2021

### Adjust

-14,040

4

-2,500/-2,0

1

0

1

-20,000

No

2

\$253.33

\$255.55/\$45.21

12,720

No

\$570,000

08/11/2020

### Adjust

6,800

4

-2,500/0

1

0

1

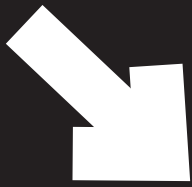
Price  
Total Adjustments  
Adjusted Price

\$528,000  
\$-38,540  
\$489,460

\$570,000  
\$4,300  
\$574,300

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Price Adjustments

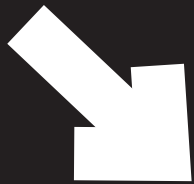
This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
4004 Cedar Bayou		3858 Port Royal		4048 Deep Valley DR	
MLS#		14374952		14364882	
List Price		\$589,000		\$659,000	
List Date		06/26/2020		06/12/2020	
Status		Sold		Sold	
Date Available					
DOM		38		20	
Subdivision	Glen Cove	Glen Cove Add Instl 01		Glen Cove 1nst 02	
Prop Type		RES-Single Family		RES-Single Family	
Year Built		1963		1965	
HOA Fee				\$35	
SqFt Total	2420	2,477	-2,280	2,884	-18,560
SqFt Building					
Beds	4	4		4	
Total Baths	2/	3/0	-2,500/0	3/0	-2,500/0
# Units					
# Stories	1	1		1	
# Living Areas		1	0	2	0
Pool on Prop		Yes	-20,000	No	
Easements					
Road Frontg					
Restr/Encumb					
Ttl Cvr'd Park	2	3		3	
# Parking Spc					
Curr \$/SqFt		\$234.15		\$221.91	
L\$/SF & Lot SF		\$237.79/\$39.31		\$228.50/\$32.89	
Lot SqFt		14,985		20,038	
Lot Desc				Adjacent to Greenbelt, Creek, L	
Handicap Amn		No		No	
Zoning					
Sale/Lse Price		\$580,000		\$640,000	
Sale/Lse Date		09/01/2020		08/12/2020	
Price			\$580,000		\$640,000
Total Adjustments			\$-24,780		\$-21,060
Adjusted Price			\$555,220		\$618,940

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## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<b>Subject Property</b>		<b>Details</b>	<b>Adjust</b>
4004 Cedar Bayou		12123 Snow White DR	
<b>MLS#</b>		14386293	
<b>List Price</b>		\$675,000	
<b>List Date</b>		07/13/2020	
<b>Status</b>		Sold	
<b>Date Available</b>			
<b>DOM</b>		1	
<b>Subdivision</b>	Glen Cove	Forest Glen Sec 01	
<b>Prop Type</b>		RES-Single Family	
<b>Year Built</b>		1968	
<b>HOA Fee</b>		\$35	
<b>SqFt Total</b>	2420	2,651	-9,240
<b>SqFt Building</b>			
<b>Beds</b>	4	4	
<b>Total Baths</b>	2/	2/1	0/-2,000
<b># Units</b>			
<b># Stories</b>	1	1	
<b># Living Areas</b>		3	0
<b>Pool on Prop</b>		Yes	-20,000
<b>Easements</b>		Utilities	
<b>Road Frontg</b>			
<b>Restr/Encumb</b>			
<b>Ttl Cvrdr Park</b>	2	2	
<b># Parking Spc</b>			
<b>Curr \$/SqFt</b>		\$257.26	
<b>L\$/SF &amp; Lot SF</b>		\$254.62/\$50.31	
<b>Lot SqFt</b>		13,416	
<b>Lot Desc</b>		Landscaped, Lrg. Backyard Gr:	
<b>Handicap Amn</b>		No	
<b>Zoning</b>			
<b>Sale/Lse Price</b>		\$682,000	
<b>Sale/Lse Date</b>		08/20/2020	

<b>Price</b>	<b>\$682,000</b>
<b>Total Adjustments</b>	<b>\$-31,240</b>
<b>Adjusted Price</b>	<b>\$650,760</b>

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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 \$449,000 and \$675,000

Selling Price between \$425,000 and \$682,000

4 Bedrooms

2 to 3 Full Bathrooms

0 to 1 Half Bathroom

2,250 to 2,896 Square Feet

\$155.04 to \$255.55 per Square Foot

\$146.75 to \$257.26 per Sold Square Foot

Year Built between 1961 and 1968

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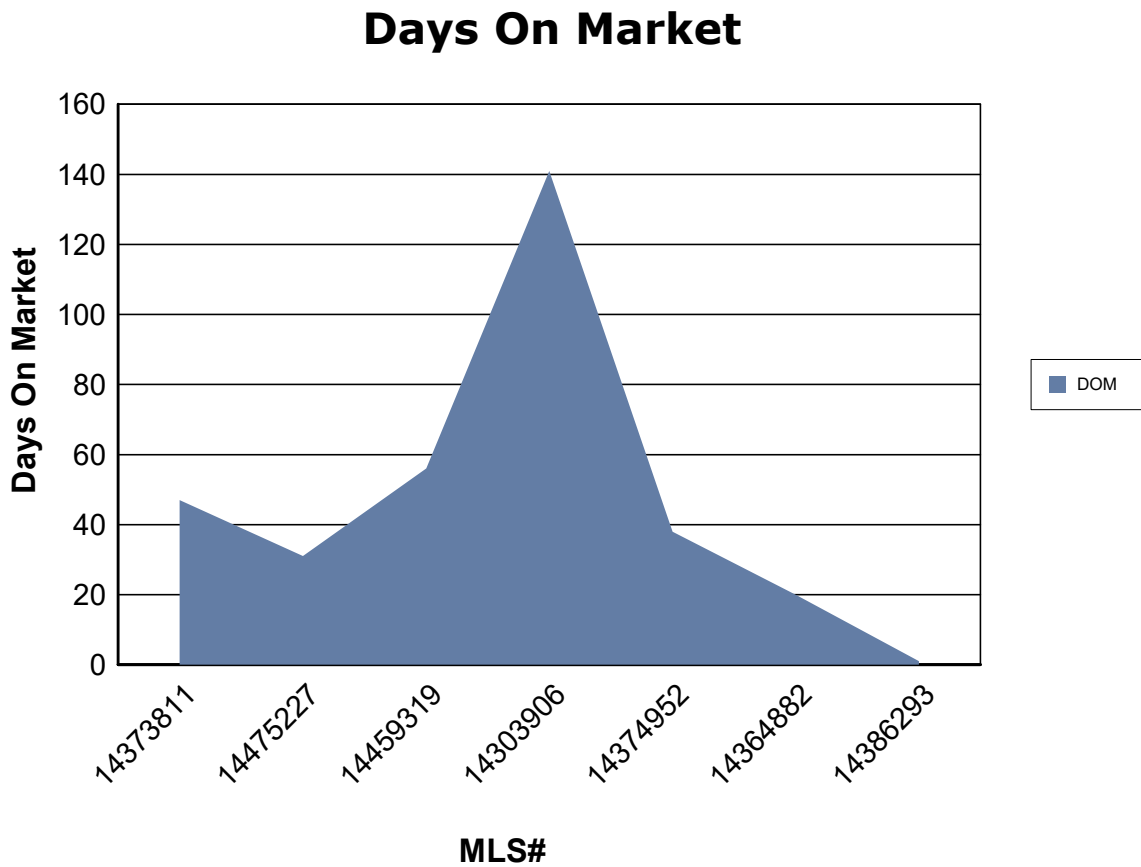
# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

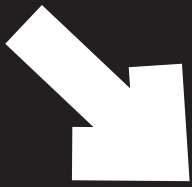
## List Price and Sale Price

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



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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## Brief Summary of Compared Listings

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

### Status: Sold

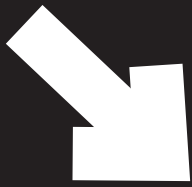
MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
14373811	08/31/2020	4045 Cedar Bayou DR	RES-Single Family	2,896	4	3.0	\$425,000	47
14475227	01/15/2021	3919 Port Royal DR	RES-Single Family	2,752	4	2.0	\$428,000	31
14459319	01/22/2021	3980 Deep Valley DR	RES-Single Family	2,771	4	3.1	\$528,000	56
14303906	08/11/2020	3919 Royal Palms CT	RES-Single Family	2,250	4	3.0	\$570,000	141
14374952	09/01/2020	3858 Port Royal	RES-Single Family	2,477	4	3.0	\$580,000	38
14364882	08/12/2020	4048 Deep Valley DR	RES-Single Family	2,884	4	3.0	\$640,000	20
14386293	08/20/2020	12123 Snow White DR	RES-Single Family	2,651	4	2.1	\$682,000	1
<b>Averages:</b>				<b>2,669</b>	<b>4</b>	<b>3/0</b>	<b>\$550,429</b>	<b>48</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	7	\$550,429	\$208.49	\$570,000	\$425,000	\$682,000	48
TEMP OFF MRKT							
WITHDRAWN							
Wthdrwn Sublist							
<b>Total</b>	<b>7</b>	<b>\$550,429</b>	<b>\$208.49</b>	<b>\$570,000</b>	<b>\$425,000</b>	<b>\$682,000</b>	<b>48</b>

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 4045 Cedar Bayou DR



<b>MLS #:</b>	14373811	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$449,000
<b>County:</b>	Dallas	<b>Baths:</b>	3/0	<b>S Price:</b>	\$425,000	<b>S Date:</b>	8/31/2020
<b>Subdiv:</b>	Glen Cove Inst 03	<b>Yr Blt:</b>	1966	<b>S Date:</b>	8/31/2020	<b>DOM:</b>	47
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,896	<b>DOM:</b>	47	<b>Acres:</b>	0.252
<b>Parking:</b>	Attached, Circle Drive, Covered, Rear			<b>Pool:</b>	No		

**Rmks:** Fabulous home in coveted Glen Cove neighborhood! 4 bedroom, 3 bath, with split spacious game room with full bathroom. 2 additional living spaces & formal dining offer plenty of room for daily living & flow well for entertaining. Light & bright throughout - main living room, features vaulted ceilings & fireplace in main living room overlook covered patio & lush, landscaped backyard. Plenty of manicured outdoor space plus electric gate across the back with driveway for basketball or bike riding. Considerable master bedroom with room for sitting area offers walk-in-closet & updated master bathroom with oversized master shower. Conveniently located by Glen Cove Swim Club & close to many private & public schools.

**Direct:** North off Forest off Rosser

#### 3919 Port Royal DR



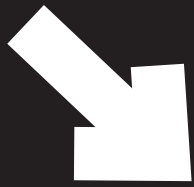
<b>MLS #:</b>	14475227	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$475,000
<b>County:</b>	Dallas	<b>Baths:</b>	2/0	<b>S Price:</b>	\$428,000	<b>S Date:</b>	1/15/2021
<b>Subdiv:</b>	Glen Cove 01	<b>Yr Blt:</b>	1962	<b>S Date:</b>	1/15/2021	<b>DOM:</b>	31
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,752	<b>DOM:</b>	31	<b>Acres:</b>	0.257
<b>Parking:</b>	2-Car Double Doors, Detached, Garage, On Street, Outside Entry,			<b>Pool:</b>	No		

**Rmks:** Welcome to this beautifully renovated home with easy access to 635 and DNT. This home has been completely remodeled and brought back to life. The renovation includes high grade engineered wood floors, level 5 quartz countertops, all-new fixtures, and much more. The large game room or media room is a perfect place for any use including a second master bedroom or mother-in-law suite. This turn-key house is ready for a great new owner to make this home.

**Direct:** Take I-635 W to exit 23, Take Valley View Ln and Rosser Rd to Port Royal Dr. House is on the right

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January 26th, 2021

## CMA Pro Report

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### Sold Properties

#### 3980 Deep Valley DR



<b>MLS #:</b>	14459319	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$575,000
<b>County:</b>	Dallas	<b>Baths:</b>	3/1	<b>S Price:</b>	\$528,000	<b>S Date:</b>	1/22/2021
<b>Subdiv:</b>	Glen Cove 01	<b>Yr Blt:</b>	1963	<b>S Date:</b>	1/22/2021	<b>DOM:</b>	56
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,771	<b>DOM:</b>	56	<b>Acres:</b>	0.344
<b>Parking:</b>	2-Car Single Doors, Covered, Detached, Garage, Garage Door			<b>Pool:</b>	Yes		

**Rmks:** Motivated Sellers, they will look at any offer and make any repair. Fabulously remodeled dream home boast 4 bed 3.1 bath with gameroom and pool on an oversized corner lot. Spacious open floor plan lends to seamless entertaining & comfortable living with soaring vaulted ceiling, level 5 finish & entertainment room w. custom fireplace. Amenities include light wood flooring with white oak accents. The master bath is flanked by walk-in his and her closets. The bathroom is spa-inspired with Carrara marble through and dual shower heads with a seamless glass door, large soaker tub, dual sinks finish off this perfect bathroom. There is no detail forgotten in this wonderfully updated and redesigned ranch style home.

**Direct:** 635 W. exit Midway S. Right on Deep valley, House on the left at the corner of Rosser and Deep valley

#### 3919 Royal Palms CT



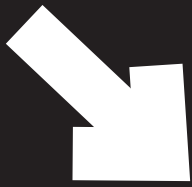
<b>MLS #:</b>	14303906	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$574,990
<b>County:</b>	Dallas	<b>Baths:</b>	3/0	<b>S Price:</b>	\$570,000	<b>S Date:</b>	8/11/2020
<b>Subdiv:</b>	Glen Cove	<b>Yr Blt:</b>	1961	<b>S Date:</b>	8/11/2020	<b>DOM:</b>	141
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,250	<b>DOM:</b>	141	<b>Acres:</b>	0.292
<b>Parking:</b>	2-Car Single Doors, Attached			<b>Pool:</b>	No		

**Rmks:** This Classic Contemporary Casa Bella design features solid hardwood floors, exotic quartz counter tops and new state-of-the-art appliances and utilities. The exclusive north Dallas location within blocks of The Hockaday School will make this 4 bedroom, 3 bath property uniquely appealing to the most discriminating buyer.

**Direct:** From I635 take Midway exit and head South. From Midway turn west on Boca Bay. At Rosser take a left and at Royal Palms take a right. The house is on the right in the cul-de-sac. 3919 Royal Palms, Dallas

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## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 3858 Port Royal



<b>MLS #:</b>	14374952	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$589,000
<b>County:</b>	Dallas	<b>Baths:</b>	3/0	<b>S Price:</b>	\$580,000	<b>S Date:</b>	9/1/2020
<b>Subdiv:</b>	Glen Cove Add Instl 01	<b>Yr Blt:</b>	1963	<b>S DOM:</b>	38	<b>Acres:</b>	0.344
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,477	<b>Pool:</b>	Yes		
<b>Parking:</b>	Attached, Covered, Front, Garage, Garage Door Opener, Rear						

**Rmks:** Chic modern home with plenty of beautiful indoor & outdoor spaces to entertain on oversized corner lot with pool\*Move in ready, fabulously updated, enough lot space to expand if desired\*Open floor plan seamlessly combines kitchen, living, dining for ultimate entertainment space\*Separate office or TV room\*Backyard oasis with sundeck, sparkling play pool, large fire pit & retractable safety fence\*Split bedroom-bath on west side perfect for in-laws or guests\*Master bath excites with dual shower large enough for dance off! Complete reno in 2016 included total electrical rewire\*new appliances\*plumbing\*irrigation\*pool resurfacing & more\*Minutes from Dallas' best private schools\*Easy access to 635\*DNT\*airports\*shops

**Direct:** From Marsh: Head East on Crown Shore Dr, then North on Cox Ln, then East on Port Royal Dr. Home will be on the right at the corner of Port Royal Dr and Cedar Bayou Dr.

From Forest: Head North on Rosser Rd, then West on Port Royal Dr. Home will be on the left.

#### 4048 Deep Valley DR



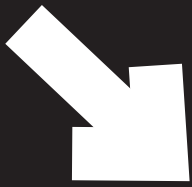
<b>MLS #:</b>	14364882	<b>Status:</b>	Sold	<b>Beds:</b>	4	<b>L Price:</b>	\$659,000
<b>County:</b>	Dallas	<b>Baths:</b>	3/0	<b>S Price:</b>	\$640,000	<b>S Date:</b>	8/12/2020
<b>Subdiv:</b>	Glen Cove 1nst 02	<b>Yr Blt:</b>	1965	<b>S DOM:</b>	20	<b>Acres:</b>	0.460
<b>Type:</b>	RES-Single Family	<b>SqFt:</b>	2,884	<b>Pool:</b>	No		
<b>Parking:</b>	Covered, Opener, Oversized, Rear						

**Rmks:** Virtual Tour & YouTube Tour (search by address). 28'Widex20'Deep with 9' Clearance Carport completed early July 2020! Designer Styling in this Gorgeous, Upgraded, & Updated Glen Meadow Estates on Almost Half an Acre Creek Lot! Large, Open Concept w-Spacious Living; Dining w-Dry Bar & Wine Frig; Kitchen w-Island, Bar, & Butler Type Pantry w-2nd Frig, Micro & Warmer. 2 Master Suites - Front Mstr has LARGE WalkInCloset Retreat Space. Enjoy Nature w-views of Tall Trees from JoesCreek or BBQs on 30x18 WoodDeck. Roof 3-20; Landscaping 4-20; ExtRemodel 2-20; Windows 7-18; HVAC 2011 & 2009; MORE. Private School Corridor w-Local Public Schools blocks away. Local Dining, Shopping, Galleria & More minutes away.

**Direct:** From Forest & Midway, North on Midway, West on Deep Valley. Just past Snow White, sign in yard. Virtual Tour Available in MLS & Floor Plan. YouTube Video Tour Available - search property address.

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 12123 Snow White DR



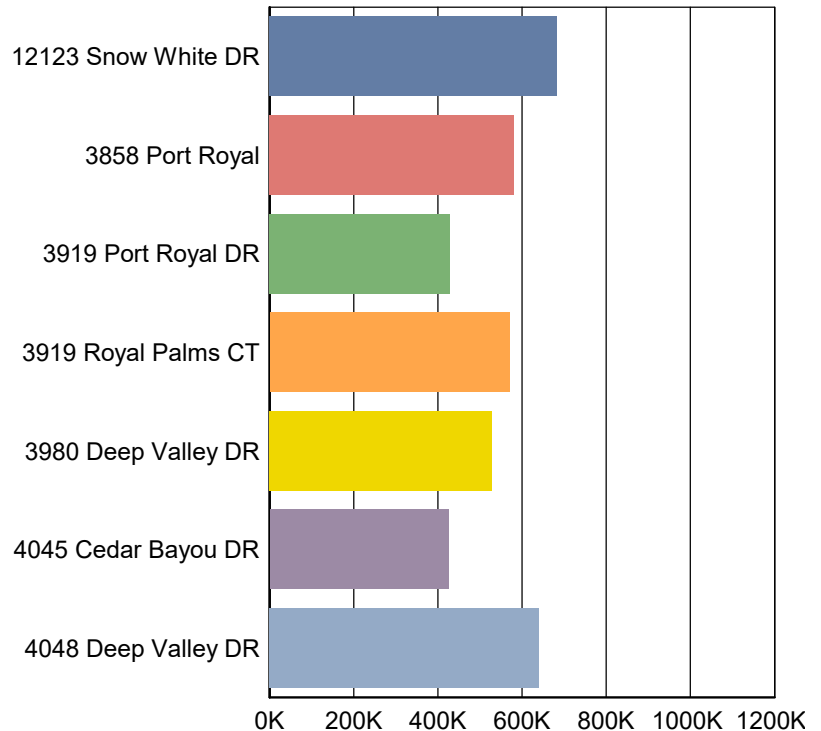
<b>MLS #:</b> 14386293	<b>Status:</b> Sold	<b>Beds:</b> 4	<b>L Price:</b> \$675,000
<b>County:</b> Dallas		<b>Baths:</b> 2/1	<b>S Price:</b> \$682,000
<b>Subdiv:</b> Forest Glen Sec 01		<b>Yr Blt:</b> 1968	<b>S Date:</b> 8/20/2020
<b>Type:</b> RES-Single Family		<b>SqFt:</b> 2,651	<b>DOM:</b> 1
<b>Parking:</b> 2-Car Single Doors, Attached, Garage,		<b>Pool:</b> Yes	<b>Acres:</b> 0.308

**Rmks:** Virtual Tour & YouTube Video! Resort Style Living in this Turnkey, Upgraded & Updated 1-Story Home in Glen Meadow Estates! Sparkling Pool, Infinity Edge Spa, FirePit, Ample Pool Lounge Decking, & Cvrd Patio-Outdoor Living amidst HUGE Grassy Yard. Ideal & Open for Today's Modern Living. Open Kitchen&Living: WhiteCabnts, Black Granite, SSApps (GasCooktop, DbleOvens, Micro & Dshwshr) & Open Bar to Living w-FP & Vaulted Ceiling. PrimarySte: 2Closets, DualSinks, Private WaterCloset & HUGE Walk-In Glass DbIDoor Shower w-3 Heads. Hardwoods Most of Home. Replaced All Sewer Lines Under Home & Home to CitySvc 2017. SOMuchMore! PrivateSchoolCorridor w-Elem&Middle blocks away. Local Shopping,Dining&Galleria Minutes' Drive.

**Direct:** From Forest & Midway, West on Forest, North on Snow White. Sign in Yard at 12123 on West side of street.

### Sold Properties

Total # of Listings	<b>7</b>
Lowest Price	<b>\$425,000</b>
Highest Price	<b>\$682,000</b>
Average Price	<b>\$550,429</b>
Avg. Price/SqFt	<b>\$208.49</b>
Avg DOM	<b>48</b>



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# Comparative Market Analysis

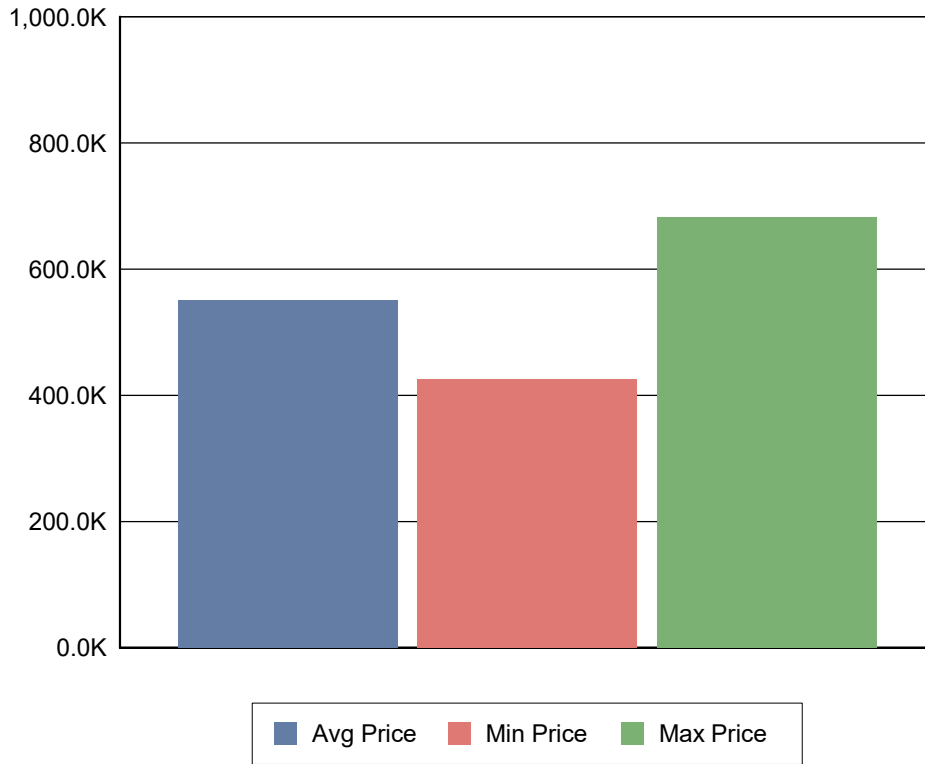
4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Pro Report

These pages give a general overview of the selected properties.

### Summary Graph/Analysis



### Cumulative Analysis

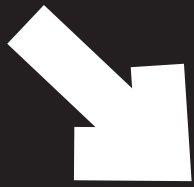
Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Sold	\$425,000	\$682,000	\$550,429	\$208.49
<b>Totals / Averages</b>	<b>\$425,000</b>	<b>\$682,000</b>	<b>\$550,429</b>	<b>\$208.49</b>

### Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
4045 Cedar Bayou DR	\$449,000	\$425,000	47	%94.66	\$146.75
3919 Port Royal DR	\$475,000	\$428,000	31	%90.11	\$155.52
3980 Deep Valley DR	\$575,000	\$528,000	56	%91.83	\$190.54
3919 Royal Palms CT	\$574,990	\$570,000	141	%99.13	\$253.33
3858 Port Royal	\$589,000	\$580,000	38	%98.47	\$234.15
4048 Deep Valley DR	\$659,000	\$640,000	20	%97.12	\$221.91
12123 Snow White DR	\$675,000	\$682,000	1	%101.04	\$257.26
<b>Total Averages</b>	<b>\$570,999</b>	<b>\$550,429</b>	<b>93</b>	<b>%96.05</b>	<b>\$208.50</b>

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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	4045 Cedar Bayou DR	4	3.0	2,896	\$449,000	\$425,000	08/31/2020	47
S	3919 Port Royal DR	4	2.0	2,752	\$475,000	\$428,000	01/15/2021	31
S	3980 Deep Valley DR	4	3.1	2,771	\$575,000	\$528,000	01/22/2021	56
S	3919 Royal Palms CT	4	3.0	2,250	\$574,990	\$570,000	08/11/2020	141
S	3858 Port Royal	4	3.0	2,477	\$589,000	\$580,000	09/01/2020	38
S	4048 Deep Valley DR	4	3.0	2,884	\$659,000	\$640,000	08/12/2020	20
S	12123 Snow White DR	4	2.1	2,651	\$675,000	\$682,000	08/20/2020	1

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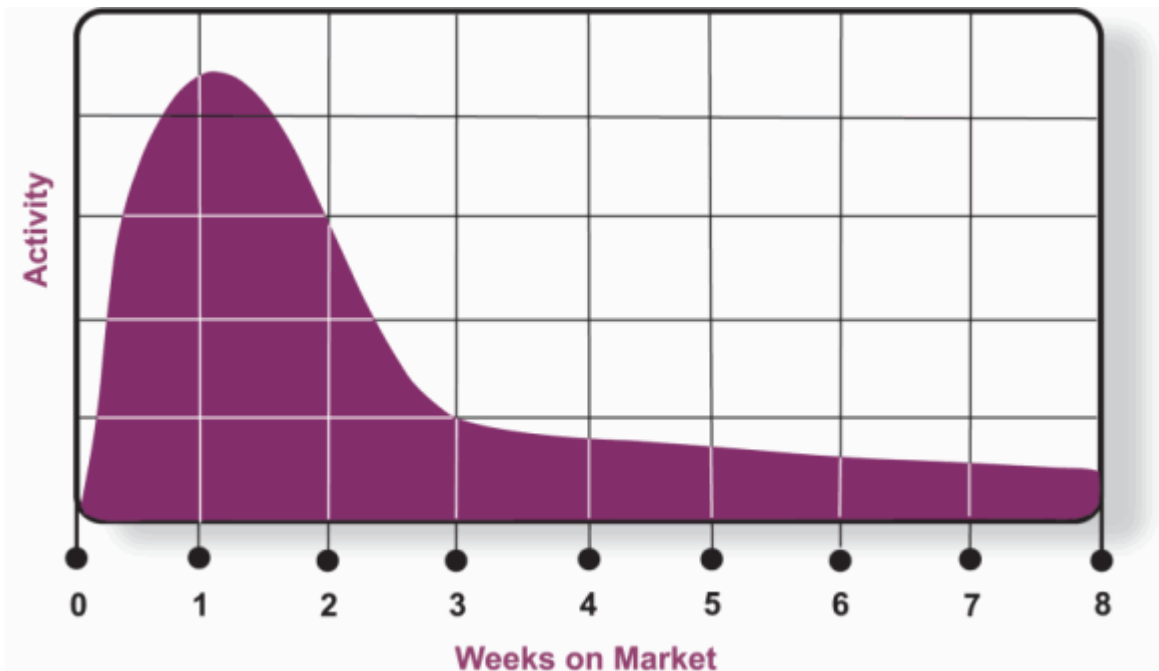
# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## Activity vs. Timing

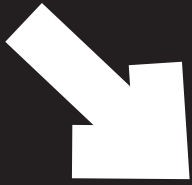
This chart highlights the importance of pricing correctly at market value.



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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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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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Date

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# Comparative Market Analysis

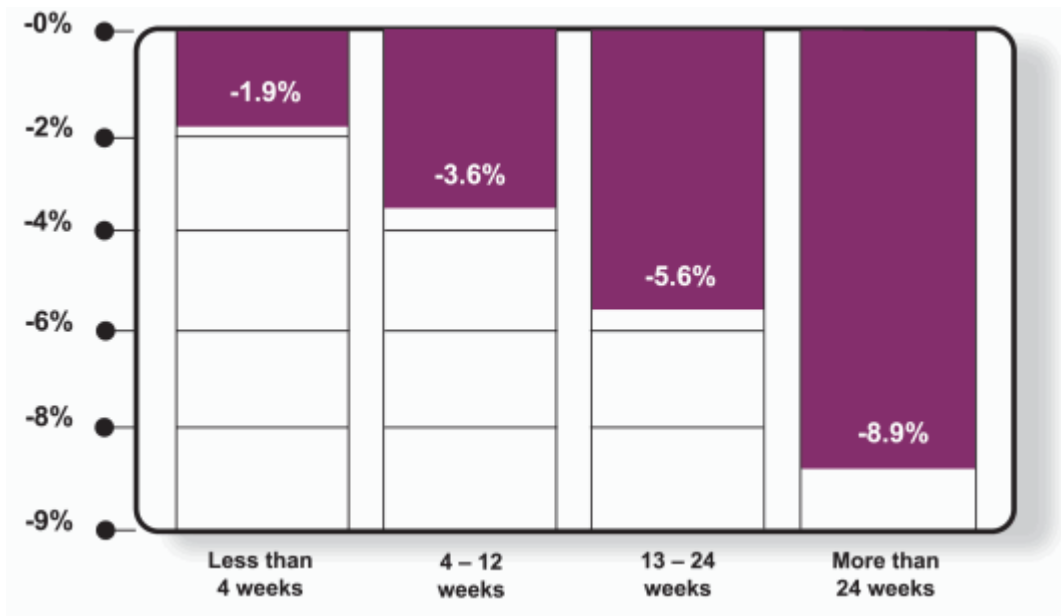
4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## The Effect of Over Pricing

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

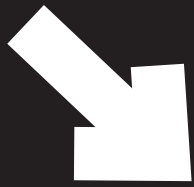
This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- 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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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

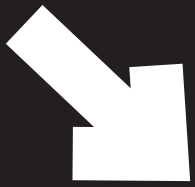
When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

### 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 or other issues that need to be completed before closing.

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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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.

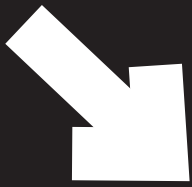
Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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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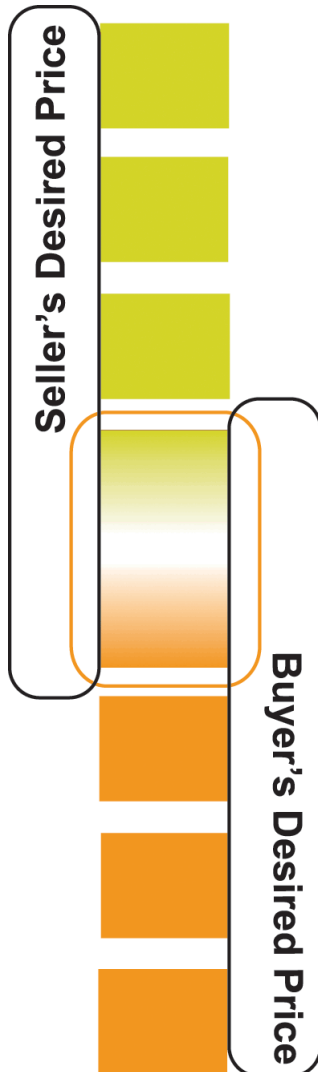
# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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

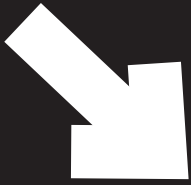
The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

### 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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## Sources of Buyers

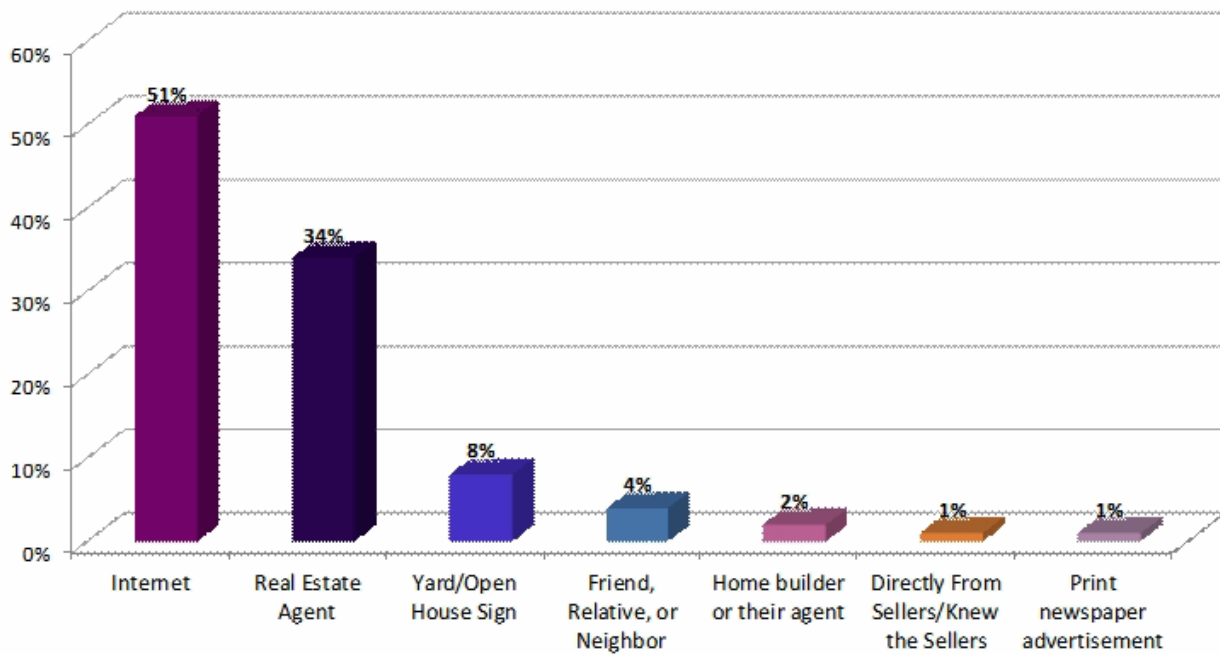
This page illustrates the primary sources of buyers for your property.

### *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.

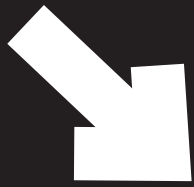
## Sources of Buyers

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



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# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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

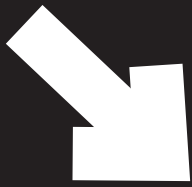
It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

### 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

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## 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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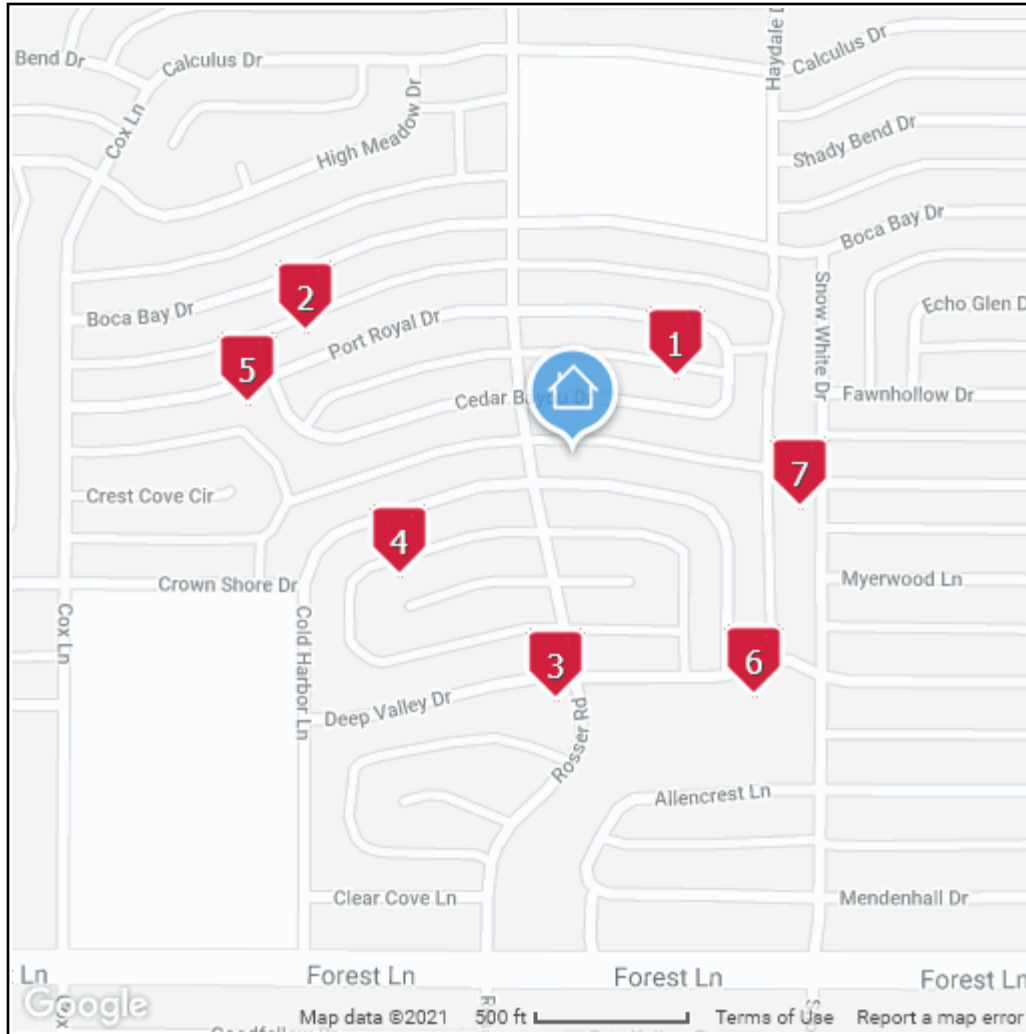
# Comparative Market Analysis

4004 Cedar Bayou, Dallas, TX 75244

January 26th, 2021

## CMA Map Layout

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



- 4004 Cedar Bayou
- 1 4045 Cedar Bayou DR
- 2 3919 Port Royal DR
- 3 3980 Deep Valley DR
- 4 3919 Royal Palms CT
- 5 3858 Port Royal
- 6 4048 Deep Valley DR
- 7 12123 Snow White DR

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