

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

Prepared on
November 14, 2024

Subject Property
2117 Hardy
Flower Mound
75028

Aaron Kile

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Comparative Market Analysis

2117 Hardy
Flower Mound, 75028

Thursday, November 14, 2024

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
2117 Hardy		4	2	1	2442		
6001 Rock Ridge Drive	\$508,000	3	2	0	2,023	251.11	08/06/2024
1420 Old Oak Trail	\$565,000	3	3	0	2,630	214.83	06/06/2024
1905 Longfellow Lane	\$600,000	3	2	1	2,630	228.14	09/20/2024
Averages:	\$557,667	3.0	2.3	0.3	2,428	231.36	

	Low	Median	Average	High	Count
Comparable Price	\$508,000	\$565,000	\$557,667	\$600,000	3
Adjusted Comparable Price	\$523,260	\$558,980	\$558,240	\$592,480	3

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Comparative Market Analysis

2117 Hardy
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Thursday, November 14, 2024

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>
2117 Hardy	6001 Rock Ridge DR		1420 Old Oak TRL	
MLS#	20598702		20560559	
List Price	\$508,000		\$595,000	
List Date	04/26/2024		03/14/2024	
Status	Closed		Closed	
Date Available				
DOM	25		42	
Subdivision	Chaucer Estates Ph 1		Stone Hill Farms Ph 1, 2 Sec I	
Prop Type	Single Family		Single Family	
Year Built	1994		1998	
HOA Fee	\$762		\$53	
SqFt Total	2442	16,760	2,630	-7,520
SqFt Building				
Beds	4		3	
Total Baths	2/1	0/-1,500	3/0	3,000/-1,50
# Units	3			
# Stories	1		1	
# Living Areas	2	0	1	0
Pool on Prop	No		No	
Easements				
Road Frontg				
Restr/Encumb				
Ttl Cvrdrk	2		2	
# Parking Spc				
Curr \$/SqFt	\$251.11		\$214.83	
L\$/SF & Lot SF	\$251.11/\$42.41		\$226.24/\$55.98	
Lot SqFt	10780		10,629	
Lot Desc				
Handicap Amn	No		No	
Zoning				
Sale/Lse Price	\$508,000		\$565,000	
Sale/Lse Date	08/06/2024		06/06/2024	

Price	\$508,000	\$565,000
Total Adjustments	\$15,260	\$-6,020
Adjusted Price	\$523,260	\$558,980

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Thursday, November 14, 2024

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	
2117 Hardy	1905 Longfellow LN		
MLS#	20704032		
List Price	\$580,000		
List Date	08/29/2024		
Status	Closed		
Date Available			
DOM	15		
Subdivision	Chaucer Estates Ph 1	Chaucer Estates Ph 2	
Prop Type		Single Family	
Year Built	1994	1997	
HOA Fee		\$823	
SqFt Total	2442	2,630	-7,520
SqFt Building			
Beds	4	3	
Total Baths	2/1	2/1	
# Units	3		
# Stories		1	
# Living Areas		2	0
Pool on Prop		No	
Easements			
Road Frontg			
Restr/Encumb		No Known Restriction(s)	
Ttl Cvrdrk	2	2	
# Parking Spc			
Curr \$/SqFt		\$228.14	
L\$/SF & Lot SF		\$220.53/\$50.82	
Lot SqFt	10780	11,413	
Lot Desc		Landscaped, Sprinkler System	
Handicap Amn		No	
Zoning			
Sale/Lse Price		\$600,000	
Sale/Lse Date		09/20/2024	

Price	\$600,000
Total Adjustments	\$-7,520
Adjusted Price	\$592,480

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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 \$508,000 and \$595,000

3 Bedrooms

2 to 3 Full Bathrooms

0 to 1 Half Bathroom

2,023 to 2,630 Square Feet

\$220.53 to \$251.11 per Square Foot

\$214.83 to \$251.11 per Sold Square Foot

Year Built between 1997 and 1998

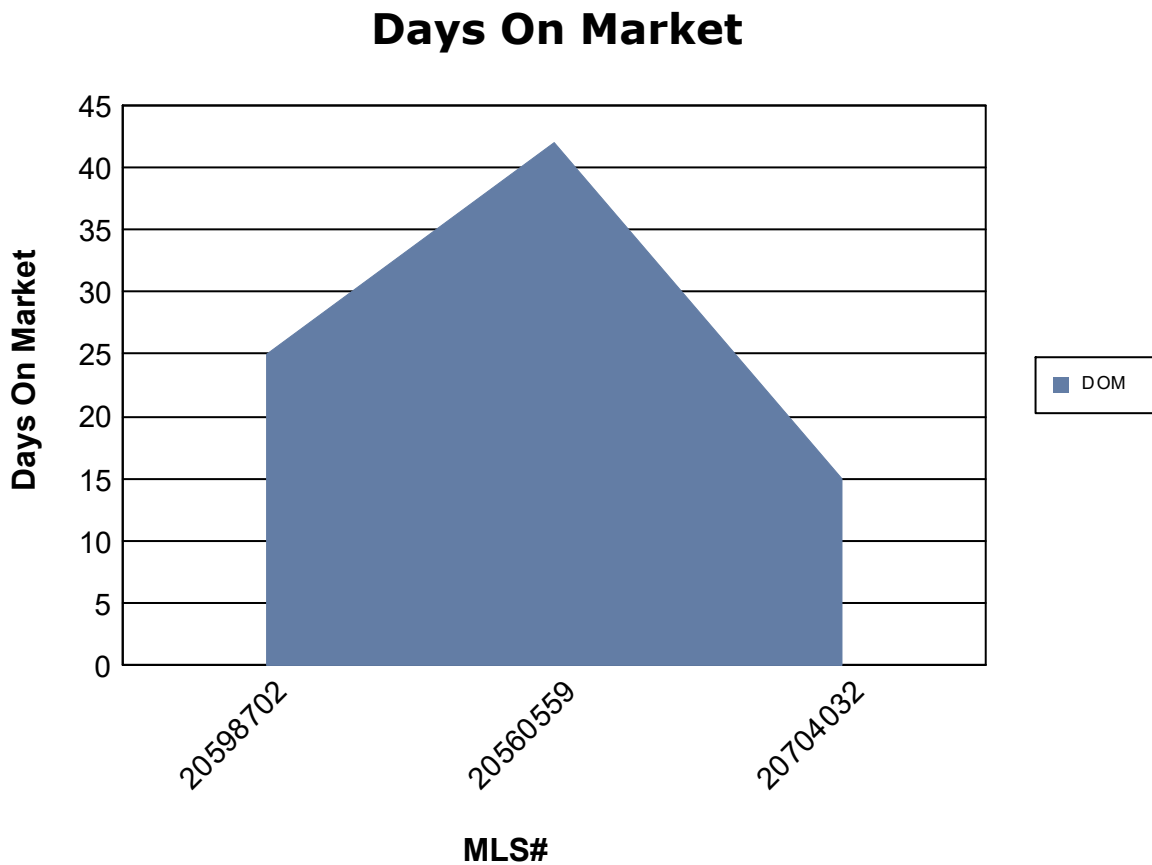
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Number of Days On Market

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



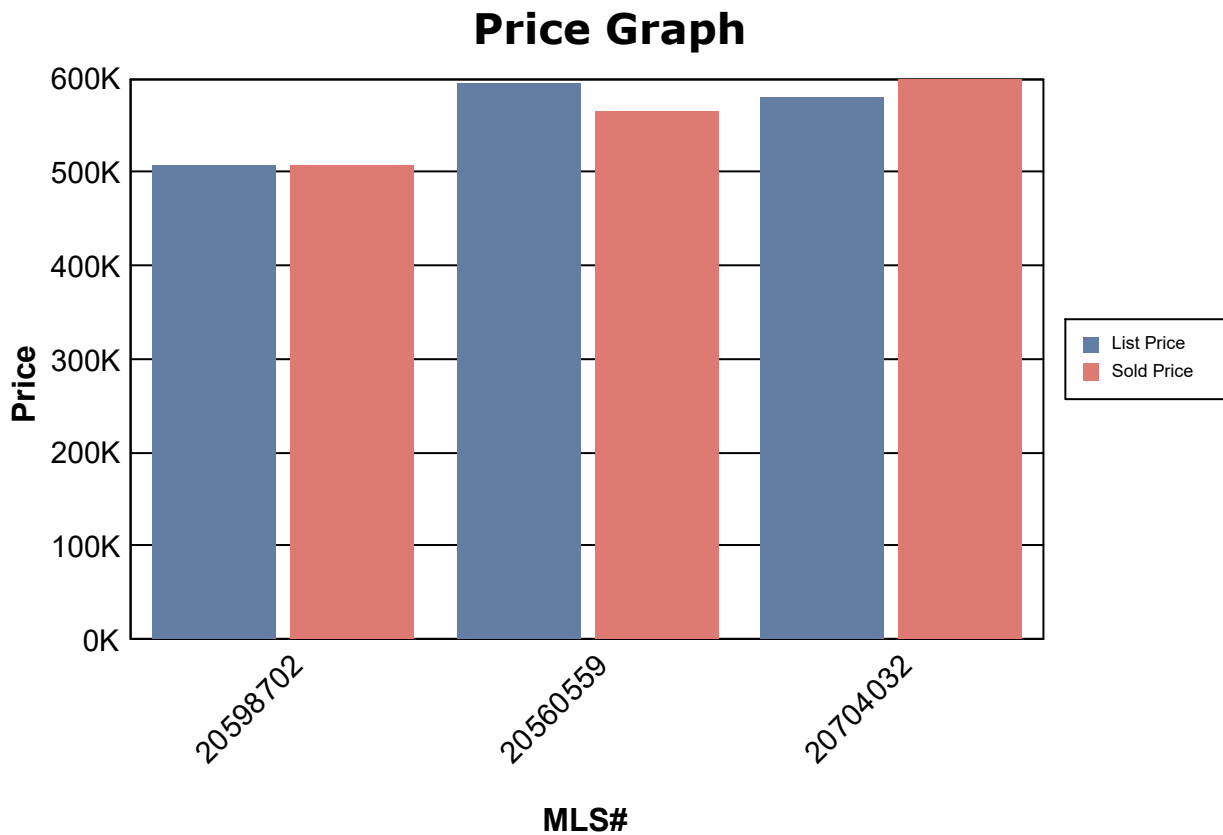
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List Price and Sale Price

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



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Comparative Market Analysis

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Flower Mound, 75028

Thursday, November 14, 2024

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
20598702	08/06/2024	6001 Rock Ridge DR	Single Family	2,023	3	2.0	\$508,000	25
20560559	06/06/2024	1420 Old Oak TRL	Single Family	2,630	3	3.0	\$565,000	42
20704032	09/20/2024	1905 Longfellow LN	Single Family	2,630	3	2.1	\$600,000	15
Averages:				2,428	3	2/0	\$557,667	27

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	\$557,667	\$231.36	\$565,000	\$508,000	\$600,000	27
TEMP OFF MRKT							
WITHDRAWN							
Total	3	\$557,667	\$231.36	\$565,000	\$508,000	\$600,000	27

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Comparative Market Analysis

2117 Hardy
Flower Mound, 75028

Thursday, November 14, 2024

CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

6001 Rock Ridge DR



MLS #: 20598702	Status: Closed	Beds: 3	L Price: \$508,000
County: Denton		Baths: 2/0	S Price: \$508,000
Subdiv: Stone Hill Farms Sec 4 Ph I		Yr Blt: 1998	S Date: 8/6/2024
Type: Single Family		SqFt: 2,023	DOM: 25
Parking: Additional Parking, Garage, Garage		Pool: No	Acres: 0.275

Rmks: Door Opener, Garage Faces Front, Step inside into this lovely newly remodeled home. Fall in love with the bright and open floor plan perfect for creating lasting memories with your loved ones. Situated on an oversized lot in a highly sought after neighborhood of Stone Hill Farms in Flower Mound. You will love the upgrades including brand new stainless steel appliances, decorative lighting, interior paint, floors, new water heater and more!

The family room features a fire place and views to the inviting extra large backyard perfect for entertaining guests.

Direct: 1-35 to Justin Rd. Turn on Stone Hills Farm Subdivision, right on Stone Crest, left of Rock Ridge.

1420 Old Oak TRL



MLS #: 20560559	Status: Closed	Beds: 3	L Price: \$595,000
County: Denton		Baths: 3/0	S Price: \$565,000
Subdiv: Stone Hill Farms Ph 1, 2 Sec I		Yr Blt: 1998	S Date: 6/6/2024
Type: Single Family		SqFt: 2,630	DOM: 42
Parking: Driveway, Garage		Pool: No	Acres: 0.244

Rmks: Approximately 5 min -1.2 miles from Marcus High School!! This home has a remodeled kitchen with upgraded appliances - Corner Lot - A-C System replaced 2 years ago - roof 2 years old - Windows Upgraded - Recent Sprinkler Service Servicing. Foundation remediation completed. OUTSTANDING SCHOOL DISTRICT WITH MARCUS HIGH SCHOOL!!.

Direct: Valley Ridge West to Stone Ridge Lane, Right, left on Old Oak

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CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

1905 Longfellow LN



MLS #: 20704032	Status: Closed	Beds: 3	L Price: \$580,000
County: Denton		Baths: 2/1	S Price: \$600,000
Subdiv: Chaucer Estates Ph 2		Yr Blt: 1997	S Date: 9/20/2024
Type: Single Family		SqFt: 2,630	DOM: 15
Parking: Driveway, Garage, Garage Door		Pool: No	Acres: 0.262

Rmks: Opener, Garage Faces Side, Garage
Welcome to your beautifully updated 3-Bedroom, 2.5 Bath home adorned with 12-foot ceilings. As you enter, picture yourself working from home in the designated office, entertaining from the dry bar or kitchen with an oversized island, and cozying up by the custom fireplace-mantle. The modern kitchen is enhanced with flawless countertops and refinished cabinets and backsplash. Take note of the primary bathroom's custom design that features a walk-in shower and free standing soaking tub. A striking board & batten wall enhances the second bedroom. Enjoy new windows - May '23 and a newly stained fence - Mar '24. The smart garage door and sprinkler system add modern convenience. You will love the amenities in Chaucer Estates! Enjoy the basketball, tennis, and pickleball, then cool off in the neighborhood pool. Proximity to the Shops at Highland Village, plus many other shopping and dining opportunities give this home the perfect location. Email the agent for this property's personal website.

Direct: From Valley Ridge Blvd & Morriss Rd, head east on Valley Ridge Blvd, turn right onto Frost Ln, turn left onto Longfellow Ln, destination will be on the right.

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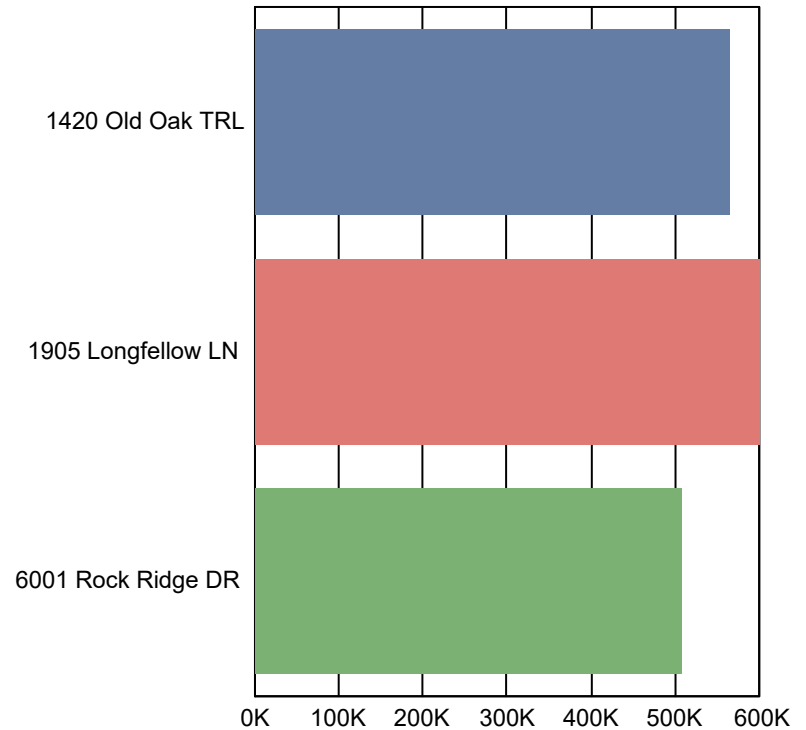


CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

Total # of Listings	3
Lowest Price	\$508,000
Highest Price	\$600,000
Average Price	\$557,667
Avg. Price/SqFt	\$231.36
Avg DOM	27



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Comparative Market Analysis

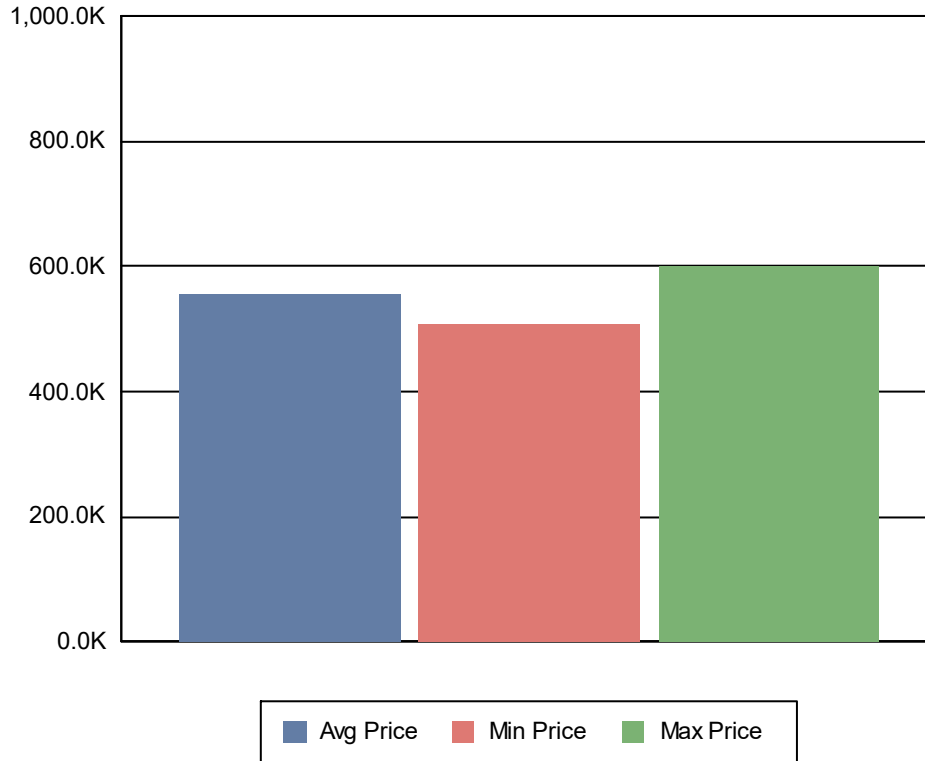
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CMA Pro Report

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	\$508,000	\$600,000	\$557,667	\$231.36
Totals / Averages	\$508,000	\$600,000	\$557,667	\$231.36

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	6001 Rock Ridge DR	3	2.0	2,023	\$508,000	\$508,000	08/06/2024	25
C	1420 Old Oak TRL	3	3.0	2,630	\$595,000	\$565,000	06/06/2024	42
C	1905 Longfellow LN	3	2.1	2,630	\$580,000	\$600,000	09/20/2024	15

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Pricing Recommendation

This page suggests a recommended selling price based on a thorough analysis of your property.

After analyzing your property, comparable properties on the market now, recent sales and comparable properties that failed to sell, I conclude that in the current market, your property is most likely to sell for .

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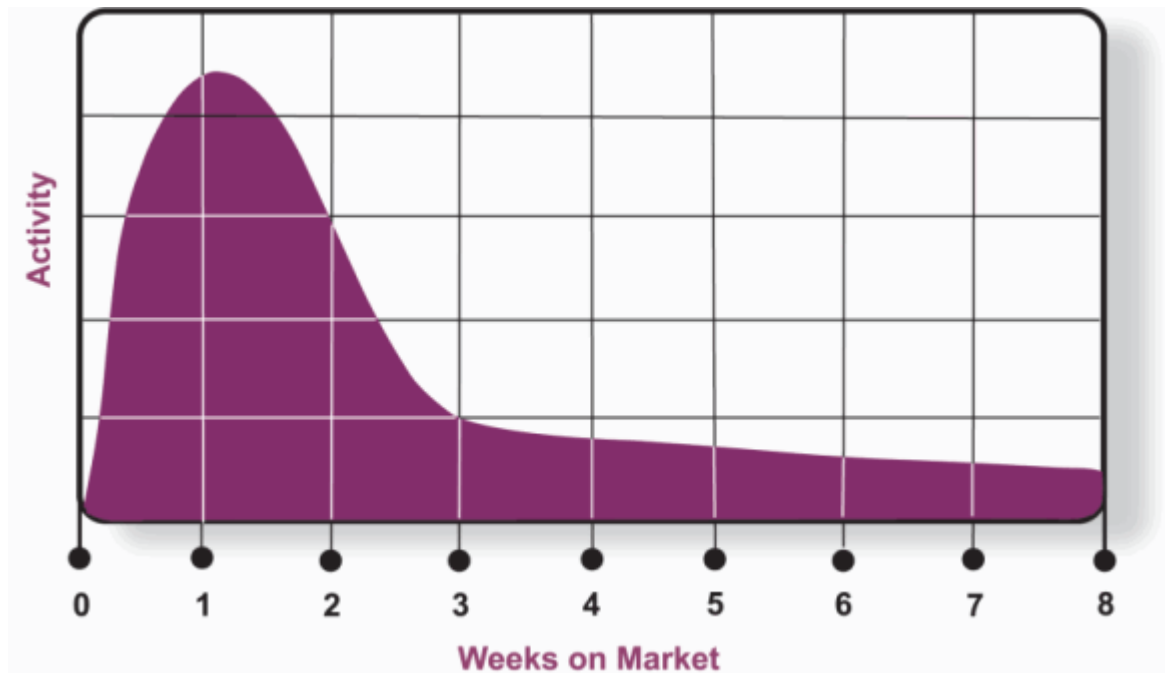
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Activity vs. Timing

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



This chart illustrates the level of excitement and interest in a new listing over time. It also demonstrates the importance of pricing correctly. When a property is first listed, it generates a very high level of interest from prospective buyers, which reduces dramatically over time. It is important to be priced correctly from the beginning, during the peak of this curve.

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My Guarantee to You

This page is my personal guarantee to you.

A guarantee you can count on

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

My Performance Guarantee

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

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

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

Your complete satisfaction is my foremost concern.

Date

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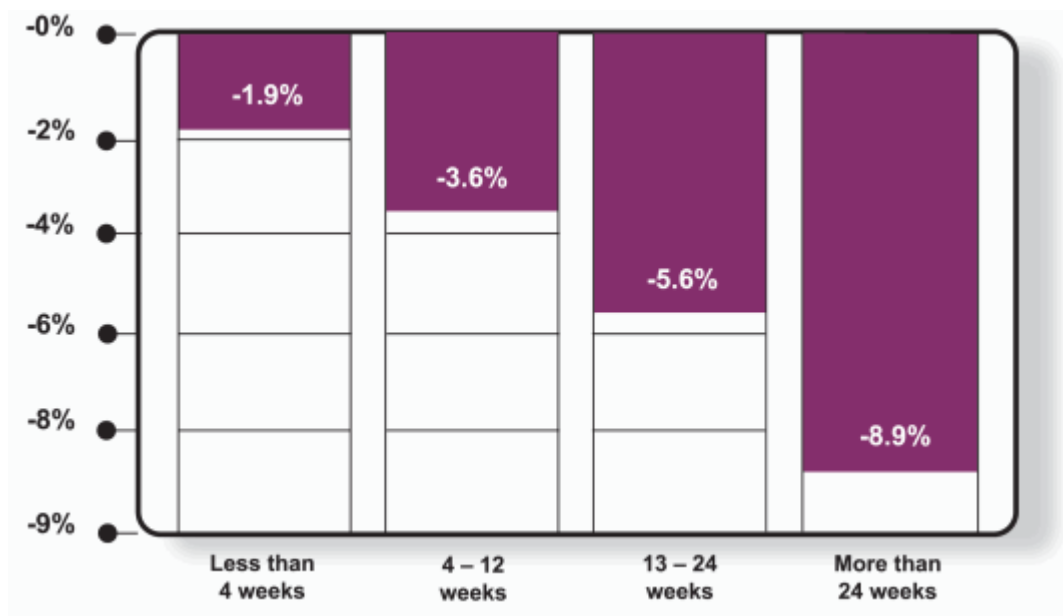




The Effect of Over Pricing

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.

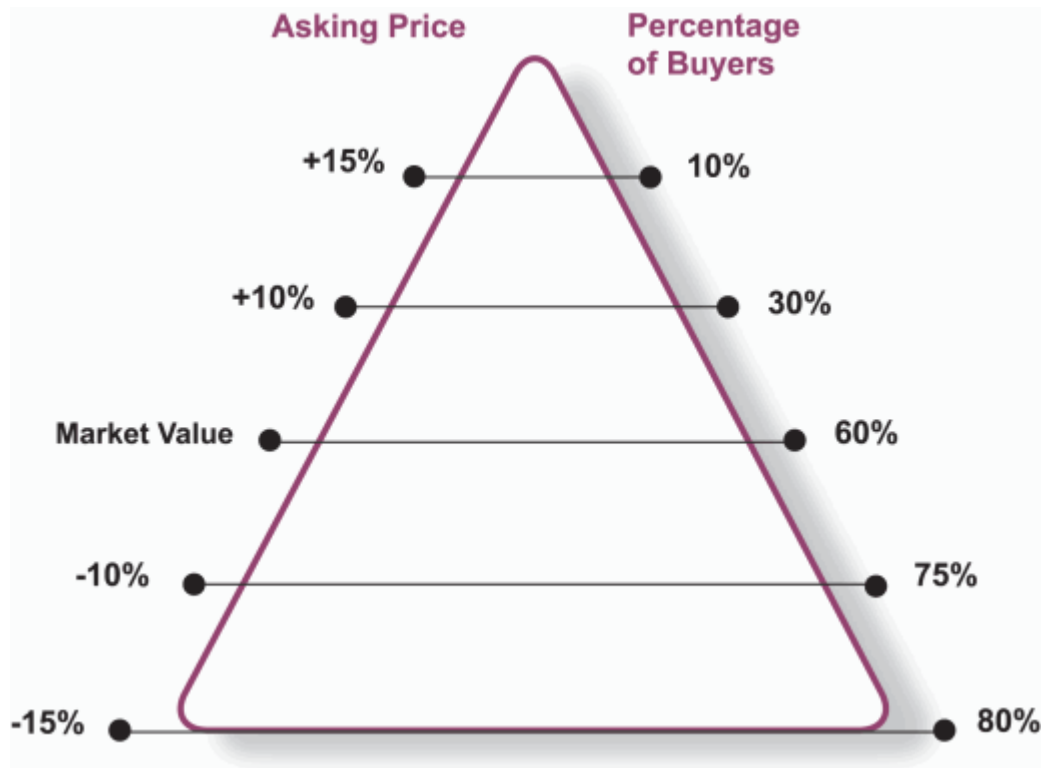
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The Importance of Pricing

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.

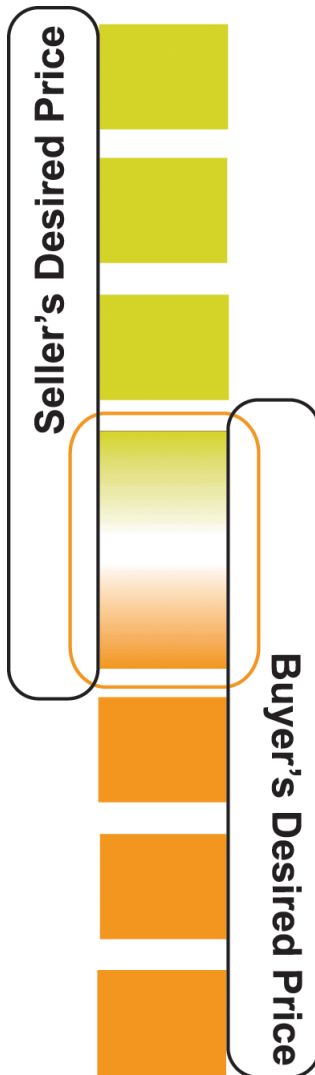
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Setting the Price

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

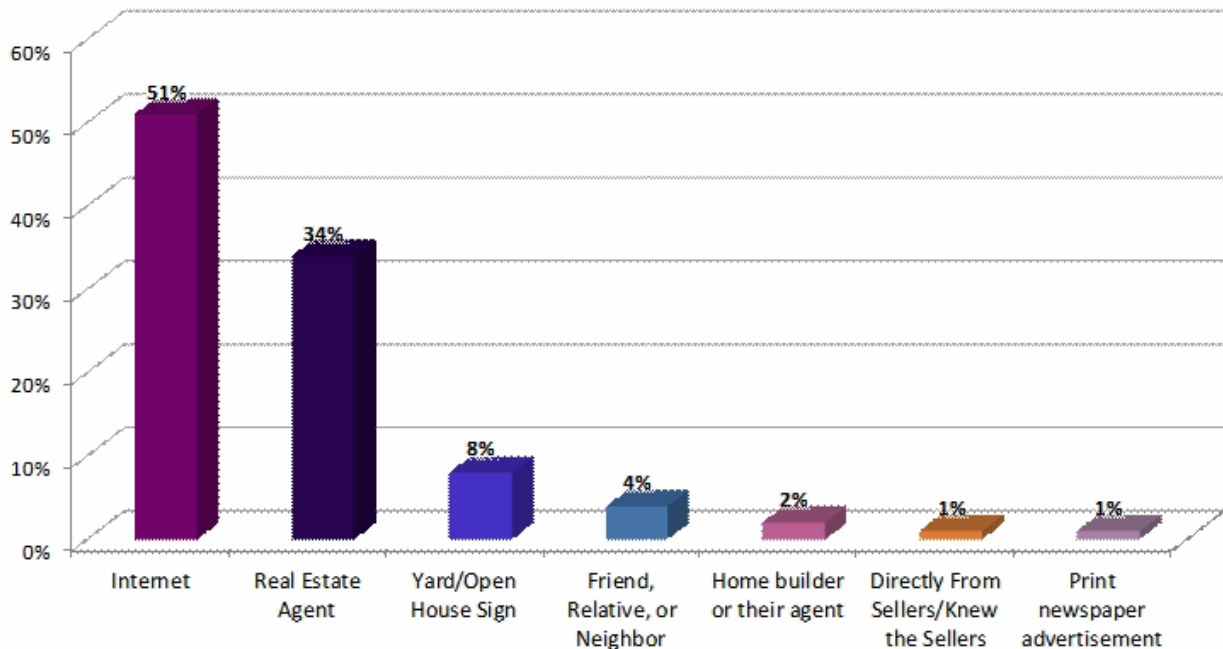
This page illustrates the primary sources of buyers for your property.

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.

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.

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 .





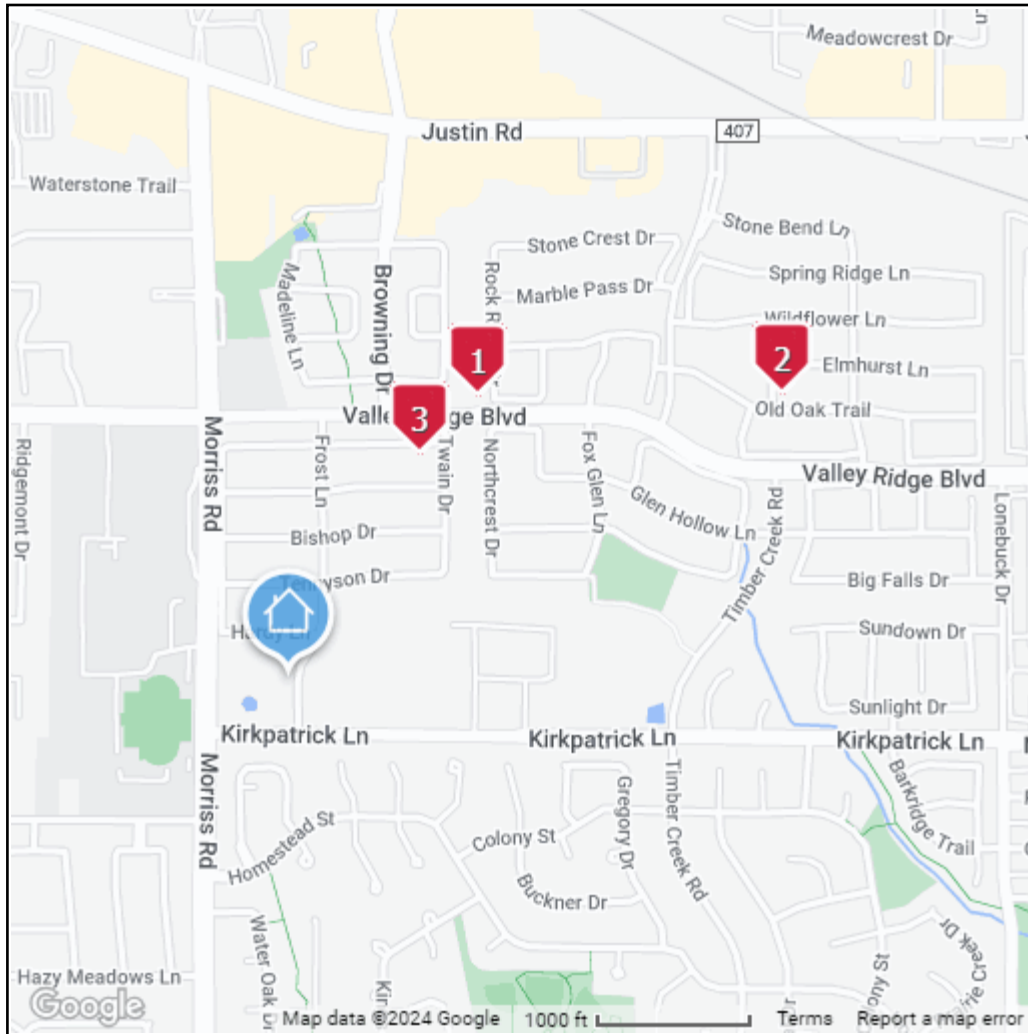
Comparative Market Analysis

2117 Hardy
Flower Mound, 75028

Thursday, November 14, 2024

CMA Map Layout

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



- 2117 Hardy
- 1 6001 Rock Ridge DR
- 2 1420 Old Oak TRL
- 3 1905 Longfellow LN

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