



\*COMPARATIVE\*  
MARKET ANALYSIS



# COMPARATIVE MARKET ANALYSIS



8712 41st Ave SW, Seattle, Washington 98136

PREPARED FOR  
**Betty and Al Odne**  
MAY 1, 2017



## Maggie Etheridge

ABC Realty

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Address 123 Main Street Suite 201 Huntington Beach CA 92648

Blog [vendoralley.com](http://vendoralley.com)

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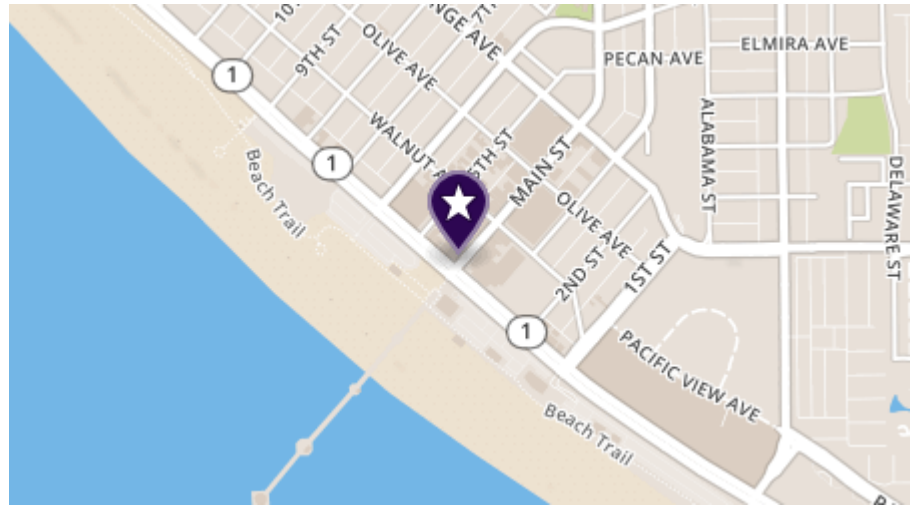
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2. Now use that app to scan the QR code above.



# W+R

## Real Estate Brothers Gene Shull, Keller Williams Coastal Virginia



Sold a Single Family home in 2017 for approximately \$300K in Mears Corner, Virginia Beach, VA.

03/17/2017



Gene treated my wife and I like family. While he has many clients, he was never too busy to take our numerous calls and he was extremely patient with our constant questions. Gene told us exactly what ...

Sold a home in 2017 in Bayside, Virginia Beach, VA 23455.

03/12/2017



We met Gene when we first purchased our home and he was extremely effective at negotiations and closing a slightly unusual sale. He worked with us despite our limited time and distance as a military family ...

Bought and sold a Single Family home in 2017 for approximately \$375K in Colonial Place, Norfolk, VA.

03/06/2017



Our experience with Gene was exceptional. When we first sat down with him he was very methodical in trying to understand what our expectations were for selling our existing house, and what we were looking ...

Bought a Single Family home in 2017 for approximately \$225K in Kempsville, Virginia Beach, VA.

02/27/2017



Incredibly helpful with finding our home! Was able to meet with us after work and on weekends. Always quick to respond and was able to answer all of our questions.

Bought and sold a Townhouse home in 2017 for approximately \$250K in Princess Anne, Virginia Beach, VA.

02/07/2017



My husband and I first met Gene when we were looking to buy a new home. When we decided to purchase a newly constructed house that had been sitting for a while, Gene was able to expertly negotiate with ...

Bought a Single Family home in 2016 in Suffolk, VA.

03/15/2017



When we were buying a house my husband and I had no idea the process or where to even begin. We kept looking online for houses and when we wanted to see a particular house we got a call from real estate ...

Bought a Single Family home in 2017 for approximately \$275K in Western Branch North, Chesapeake, VA.

03/07/2017



Alysia is very attentive and responsive and is the best agent I have ever worked with. She is friendly, professional and accomadating. She assisted us with buying a new home and went above and beyond ...

Bought a Single Family home in 2017 for approximately \$150K in North King St, Hampton, VA.

03/02/2017



Alysia and Gene have been absolutely phenomenal in helping my husband and I buy our first house. We have been working with Alysia since the summer and she was wonderful from the start. Since we had never ...

Bought a Single Family home in 2016 in South Bayview, Norfolk, VA.

02/15/2017



Alysia has been awesome! She helped us not only buy our current house, but also helped us with a purchase of a rental property. We will definitely use her again! She always answered my questions in a ...

Bought a Single Family home in 2017 for approximately \$225K in Diggs, VA.

02/06/2017



Gene and his team were amazing. His years of experience and expertise showed up at the negotiating stage of my journey to buy my dream property. Gene was there through every step of the process, explaining ...





No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparable market analysis, or CMA, can be useful.

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by a computer program supplied by your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members.

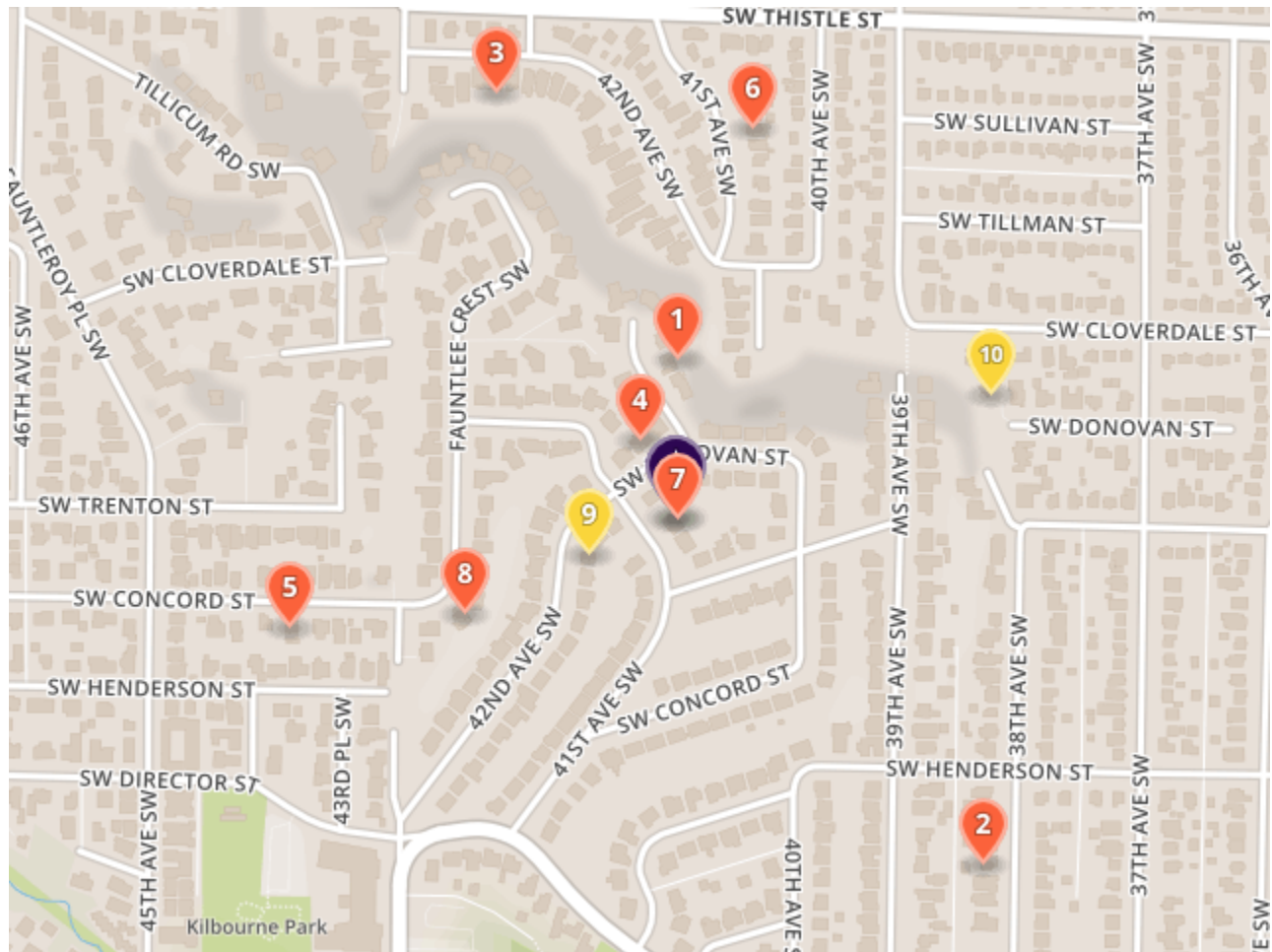
Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing – new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person inputting the search parameters to the software as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.



	MLS #	Status	Address	Price
0	Subject		8712 41st Ave SW, Seattle, Washington 98136	
1	1044814	S	8626 Vashon View SW	\$675,000
2	1060351	S	9023 38th Avenue SW	\$700,000
3	1074617	S	4211 SW Sullivan Street	\$1,250,000
4	1076630	S	4058 SW Donovan Street	\$840,000
5	1081008	S	4327 SW Concord Street	\$699,000
6	1081063	S	8434 41st Avenue SW	\$915,000
7	1087256	S	8712 41st Avenue SW	\$811,000
8	1087319	S	8746 Fauntlee Crest SW	\$850,000
9	1105712	P	8812 42nd Avenue SW	\$579,000
10	1109804	P	3736 SW Donovan Street	\$1,150,000

Status: S = Sold, P = Pending



# SUMMARY OF COMPARABLE PROPERTIES

## INTRO

### Sold Listings

Address	Beds	Baths	YrBlt	SqFt	Lot Size	Price	Sold Date
8626 Vashon View SW	4	2.75	1961	2,400	8,250	\$675,000	12/7/16
9023 38th Avenue SW	3	1.75	1956	2,320	6,400	\$700,000	1/23/17
4211 SW Sullivan Street	4	3.00	1942	3,370	7,473	\$1,250,000	3/15/17
4058 SW Donovan Street	4	1.75	1953	2,880	5,900	\$840,000	3/24/17
4327 SW Concord Street	4	2.50	1924	2,230	9,500	\$699,000	4/12/17
8434 41st Avenue SW	3	3.00	1907	2,810	4,765	\$915,000	4/28/17
8712 41st Avenue SW	4	1.75	1955	2,620	7,560	\$811,000	4/19/17
8746 Fauntlee Crest SW	4	2.50	1962	2,703	8,640	\$850,000	4/18/17
Averages				2,666	7,311	\$842,500	

### Pending Listings

Address	Beds	Baths	YrBlt	SqFt	Lot Size	Price	Sold Date
8812 42nd Avenue SW	3	1.50	1952	1,860	4,680	\$579,000	
3736 SW Donovan Street	3	3.00	2012	2,360	8,415	\$1,150,000	
Averages				2,110	6,547	\$864,500	

# PROPERTY DETAILS

MLS #1044814

**S** 8626 Vashon View SW, Seattle

**\$675,000**

## Listing information

*Courtesy of Berkshire Hathaway HS NW*

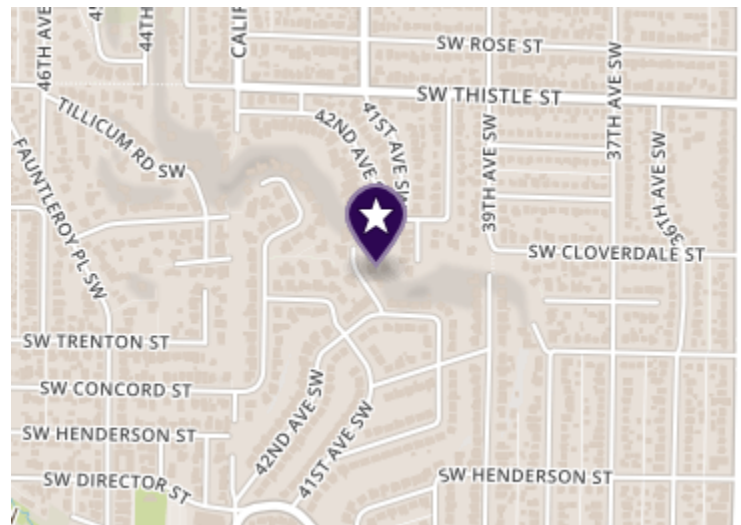
MLS#: 1044814	Beds: 4	Sq Ft: 2,400	Sold Date: 12/7/16
Status: Sold	Baths: 2.75	Year Built: 1961	DOM: 8

## Features

**Interior Features:** Bath Off Master, Ceiling Fan(s), Dbl Pane/Storm Windw, Dining Room, Vaulted Ceilings **Appliances Included:** Dishwasher, Dryer, Garbage Disposal, Range/Oven, Refrigerator, Washer **Basement:** Daylight, Partially Finished **Floors:** Hardwood, Slate, Vinyl **View:** Mountain, Sound **Topography:** Partial Slope **Site Features:** Cable TV, Deck, Fenced-Partially **Lot Details:** Cul-de-sac, Curbs, Paved Street, Sidewalk **Lotsize:** 8250

## Remarks

Spectacular views of the Sound, mountains, and Blake Island! Beautifully refinished hardwoods draw you in to this lovely freshly-painted split-entry home. Three bedrooms, two baths on the main floor, and 1 bedroom and 1 full bath on the lower level. Good-sized kitchen with butlers pantry awaits your personal touches. Great rec room downstairs for parties or watching tv by the cozy fire.



*Information is deemed reliable but not guaranteed.*

*Source: NWMLS*

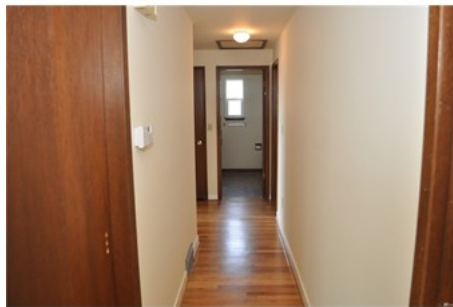
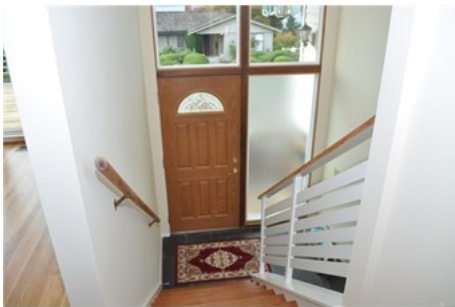
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S

8626 Vashon View SW, Seattle

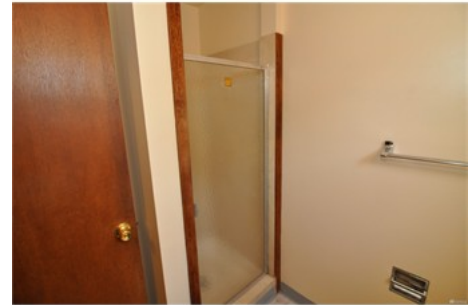
\$675,000



S

8626 Vashon View SW, Seattle

\$675,000





# PROPERTY DETAILS

MLS #1060351

**S** 9023 38th Avenue SW, Seattle

**\$700,000**

## Listing information

*Courtesy of Keller Williams Seattle Metro*

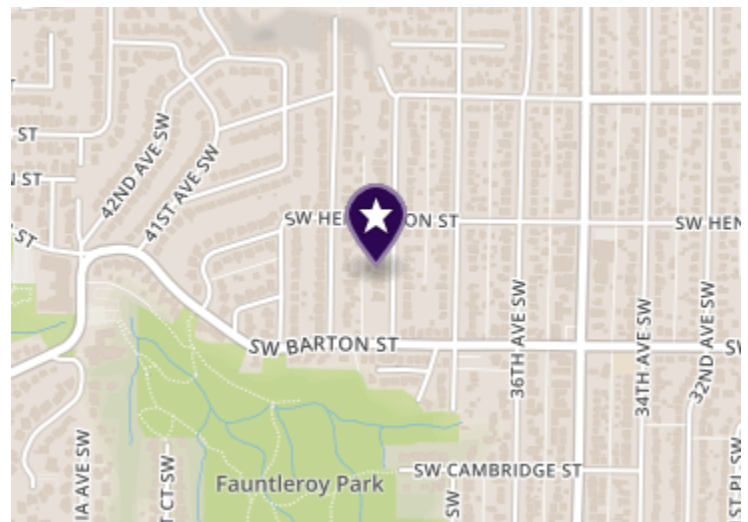
MLS#: 1060351	Beds: 3	Sq Ft: 2,320	Sold Date: 1/23/17
Status: Sold	Baths: 1.75	Year Built: 1956	DOM: 12

## Features

**Interior Features:** Bath Off Master, Dbl Pane/Storm Windw, Dining Room **Appliances Included:** Dishwasher, Dryer, Garbage Disposal, Microwave, Range/Oven, Washer **Basement:** Daylight, Fully Finished **Floors:** Ceramic Tile, Concrete, Hardwood, Slate **View:** Sound, Territorial **Topography:** Garden Space, Level **Site Features:** Cable TV, Deck, Fenced-Partially, Gas Available, Patio **Lot Details:** Alley, Curbs, Paved Street, Sidewalk **Lotsize:** 6400

## Remarks

Spacious and Solid Mid Century view home in the Fauntleroy area. Open concept Kitchen, Living room, and Dining room looking to the West to take advantage of the View. Tons of Natural lighting. 480 sq ft Deck off Dining room. 2 Fireplaces. Large rec room downstairs. Huge area that could be Master suite. Alley access leading to a garage & carport. Minutes to Lincoln Park and Vashon Ferry. Close to Westwood Village for shopping, close to Bus routes to downtown. Coffee shops & restaurants close by.



*Information is deemed reliable but not guaranteed.*

*Source: NWMLS*

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**S** 9023 38th Avenue SW, Seattle

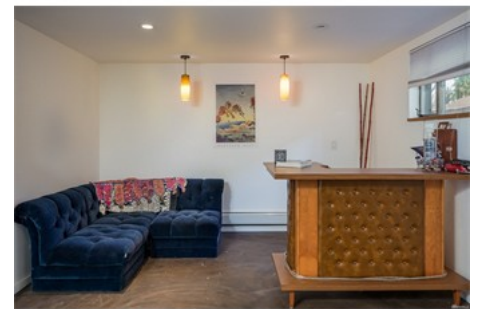
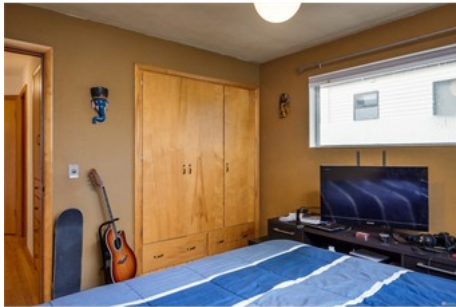
**\$700,000**





S 9023 38th Avenue SW, Seattle

\$700,000





# PROPERTY DETAILS

MLS #1074617

**S** 4211 SW Sullivan Street, Seattle

**\$1,250,000**

## Listing information

*Courtesy of Redfin Corp.*

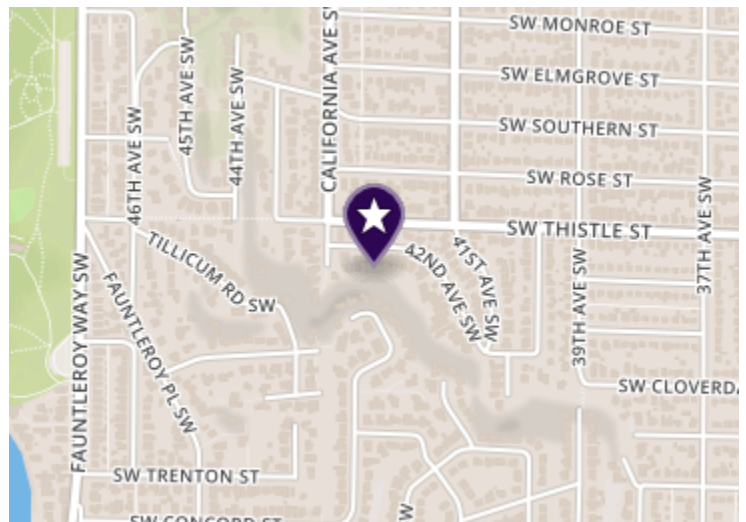
MLS#: 1074617	Beds: 4	Sq Ft: 3,370	Sold Date: 3/15/17
Status: Sold	Baths: 3.00	Year Built: 1942	DOM: 1

## Features

**Interior Features:** 2nd Master BR, High Tech Cabling, Security System, Walk-in Closet  
**Appliances Included:** Dishwasher, Dryer, Range/Oven, Refrigerator, Washer **Basement:** Daylight, Fully Finished, Partially Finished **Floors:** Hardwood, Wall to Wall Carpet **View:** Bay, Canal, Mountain **Topography:** Fruit Trees, Garden Space, Level, Partial Slope, Wooded **Site Features:** Deck, Fenced-Partially, High Speed Internet, Patio **Lot Details:** Paved Street **Lotsize:** 7473

## Remarks

Completely remodeled, luxurious home overlooking Fauntlee Hills neighborhood with views of Mt Rainier and the sound. Great room concept with open living/dining room, kitchen and gas fireplace. Two bedrooms & full bath on main floor, huge master suite upstairs and sitting room/office/nursery. Ample closets, laundry room and elegant master bath w/ soaking tub and 6 headed shower. Daylight basement with 4th bedroom/MIL, full bath, family/media room and 2nd laundry. New roof, Trex decks & garage.



*Information is deemed reliable but not guaranteed.*

*Source: NWMLS*

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**S** 4211 SW Sullivan Street, Seattle

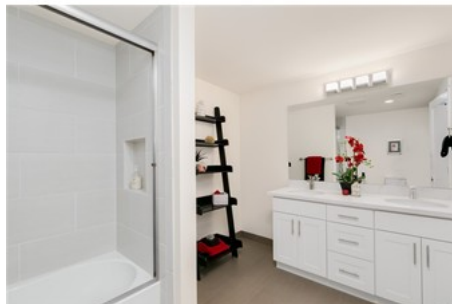
**\$1,250,000**





S 4211 SW Sullivan Street, Seattle

\$1,250,000





# PROPERTY DETAILS

MLS #1076630

**S** 4058 SW Donovan Street, Seattle

**\$840,000**

## Listing information

*Courtesy of METROPOLIST*

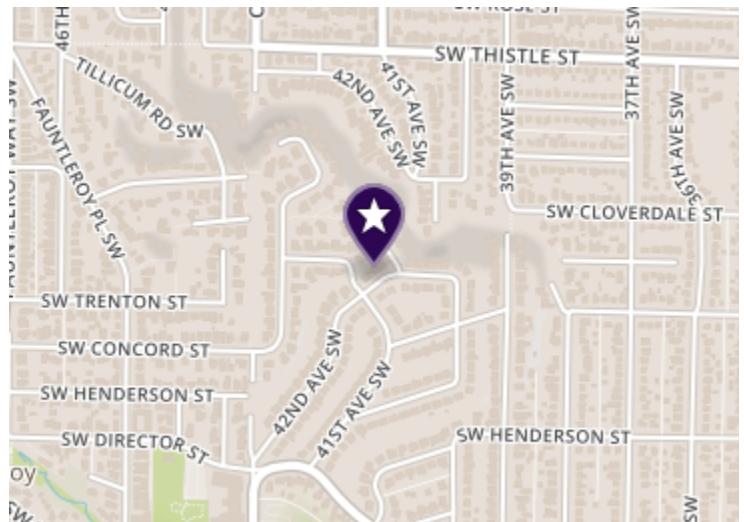
MLS#: 1076630	Beds: 4	Sq Ft: 2,880	Sold Date: 3/24/17
Status: Sold	Baths: 1.75	Year Built: 1953	DOM: 9

## Features

**Interior Features:** 2nd Kitchen, Dbl Pane/Storm Windw, Dining Room **Appliances Included:** Dishwasher, Dryer, Range/Oven, Refrigerator, Washer **Basement:** Daylight, Fully Finished **Floors:** Concrete, Hardwood, Vinyl, Wall to Wall Carpet **View:** Mountain, Sound, Territorial **Topography:** Level **Site Features:** Cable TV, Deck, Fenced-Fully, Gas Available, Outbuildings, Shop, Sprinkler System **Lot Details:** Curbs, Paved Street, Sidewalk **Lotsize:** 5900

## Remarks

Classic Mid-Century home w/ breath-taking sound and mtn. views from the main living spaces, kitchen and entertainment deck. This solid, light filled home includes 3 over-sized bedrooms, 2 bathrooms, solid hardwood floors, picture windows, and a spacious kitchen with island, lots of counter space and storage cabinets. On the lower level you will find two family rooms, a bedroom sized office, creative / shop space, utility room, and 2nd kitchen - MIL potential! Detached Shop too!



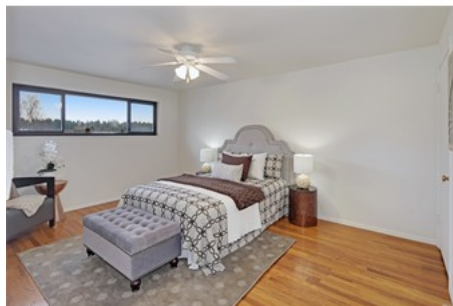
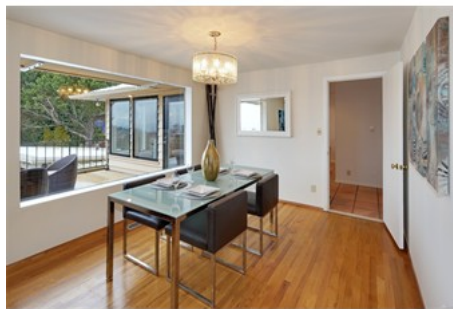
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**S** 4058 SW Donovan Street, Seattle

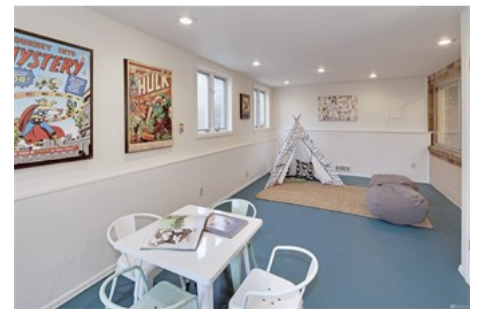
**\$840,000**





**S** 4058 SW Donovan Street, Seattle

**\$840,000**





# PROPERTY DETAILS

MLS #1081008

**S** 4327 SW Concord Street, Seattle

**\$699,000**

## Listing information

*Courtesy of Windermere R.E. Wall St. Inc.*

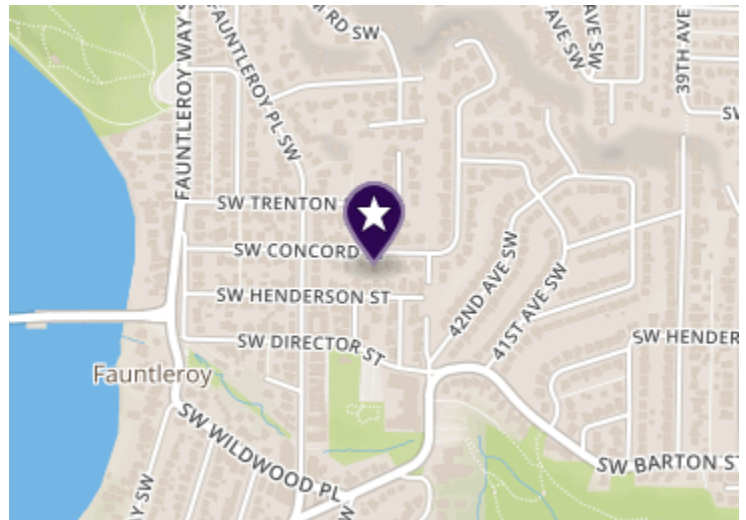
MLS#: 1081008	Beds: 4	Sq Ft: 2,230	Sold Date: 4/12/17
Status: Sold	Baths: 2.50	Year Built: 1924	DOM: 5

## Features

**Interior Features:** 2nd Kitchen, Dining Room, Walk-in Closet **Appliances Included:** Dryer, Range/Oven, Refrigerator, Washer **Basement:** Fully Finished **Floors:** Ceramic Tile, Concrete, Laminate, Vinyl, Wall to Wall Carpet **View:** Mountain, Sound **Topography:** Garden Space, Level, Partial Slope **Site Features:** Cable TV, Deck, High Speed Internet, Patio **Lot Details:** Paved Street **Lotsize:** 9500

## Remarks

Enjoying a commanding view of the neighborhood with the Olympic Mountains & Puget Sound beyond, this home is only blocks from Lincoln Park & the Fauntleroy Ferry. Flooded in natural southwest light, the 9' ceilings & large rooms create warm, inviting spaces. Original 1924 built-ins, a huge kitchen, formal dining room, stone fireplace, & covered porch display this home's character. Plus a lower level M.I.L. w/2nd kitchen! With a unique setting in a prime location, this is a very special property



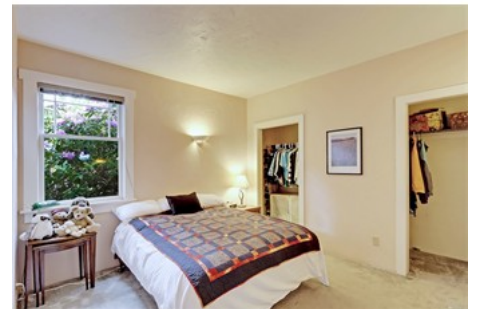
*Information is deemed reliable but not guaranteed.*

*Source: NWMLS*

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**S** 4327 SW Concord Street, Seattle

**\$699,000**





S 4327 SW Concord Street, Seattle

\$699,000





# PROPERTY DETAILS

MLS #1081063

**S** 8434 41st Avenue SW, Seattle

**\$915,000**

## Listing information

*Courtesy of Berkshire Hathaway HS NW*

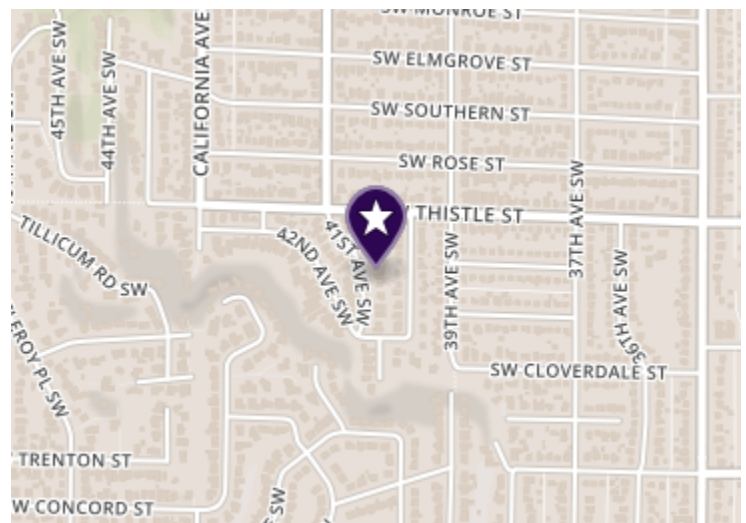
MLS#: 1081063	Beds: 3	Sq Ft: 2,810	Sold Date: 4/28/17
Status: Sold	Baths: 3.00	Year Built: 1907	DOM: 27

## Features

**Interior Features:** Bath Off Master, Built-In Vacuum, Ceiling Fan(s), Dbl Pane/Storm Windw, Dining Room, French Doors, Security System, Skylights, Solarium/Atrium, Wet Bar **Appliances Included:** Dishwasher, Dryer, Garbage Disposal, Microwave, Range/Oven, Refrigerator, Washer **Basement:** Daylight **Floors:** Hardwood, Wall to Wall Carpet **View:** Mountain, Sound, Territorial **Topography:** Garden Space, Terraces **Site Features:** Deck, Fenced-Partially **Lot Details:** Alley, Curbs, Paved Street, Sidewalk **Lotsize:** 4765

## Remarks

Delightful home with views from every level! Olympics, Rainier, Sound. Open kitchen just flows. Living room tailor made for a nap by the fire. French doors to your western deck--perfect for sunsets and entertaining. 5-piece bath, solarium off master. Home updated for comfort and sits up on a desirable street for that privacy feeling. Linger to appreciate the amenities. Walk to Lincoln Park. Convert lower level to ADU- Plans available. Enjoy dining with the view from your Tip-Top Oasis.



*Information is deemed reliable but not guaranteed.*

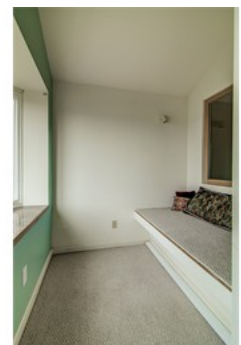
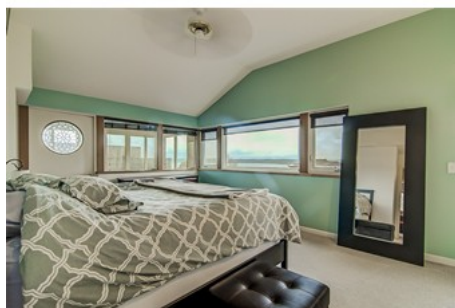
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S

8434 41st Avenue SW, Seattle

\$915,000





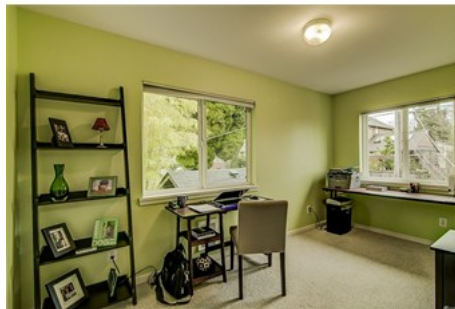
## MORE LISTING PHOTOS

MLS #1081063

S

8434 41st Avenue SW, Seattle

\$915,000



# PROPERTY DETAILS

MLS #1087256

**S** 8712 41st Avenue SW, Seattle

**\$811,000**

## Listing information

*Courtesy of NW Home Seekers LLC*

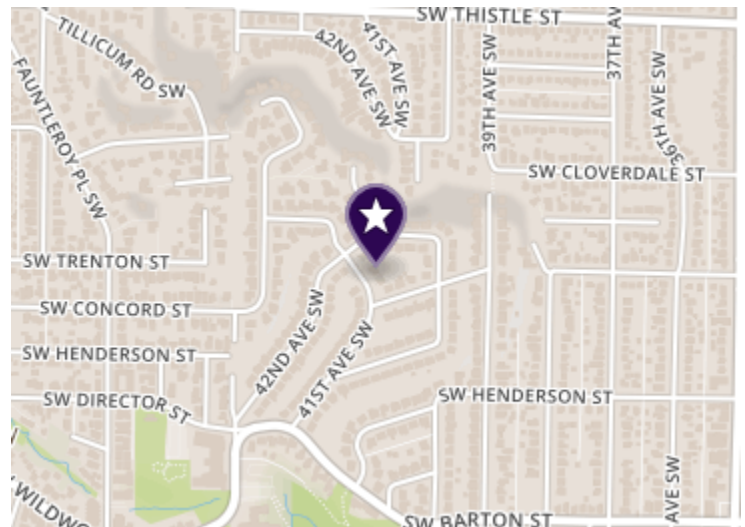
MLS#: 1087256	Beds: 4	Sq Ft: 2,620	Sold Date: 4/19/17
Status: Sold	Baths: 1.75	Year Built: 1955	DOM: 6

## Features

**Interior Features:** Dining Room **Appliances Included:** Dishwasher, Dryer, Microwave, Range/Oven, Refrigerator, Washer **Basement:** Fully Finished **Floors:** Bamboo/Cork, Concrete, Hardwood, Slate **View:** Partial, Sound, Territorial **Site Features:** Cable TV, Fenced-Fully, High Speed Internet, Patio **Lot Details:** Paved Street, Sidewalk **Lotsize:** 7560

## Remarks

Mid-Century Modern in Picturesque Fauntlee Hills! Recent updates take this Pristine Home into the Modern Era while retaining what makes it Special: Original Oak Floors, Picture Windows & Birch Woodwork. Upstairs offers an Updated Kitchen w/ Quartz Counters & High-End Appliances, Large Living/Dining Space, Beautiful Full Bath & 3 Spacious Bedrooms. Downstairs find a Giant Bonus Room, 4th Bedroom, Bath & Huge Laundry w/Storage. Lovely View Overlooking the Hills w/ Privacy & Peak View of Water!



*Information is deemed reliable but not guaranteed.*

*Source: NWMLS*

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**S** 8712 41st Avenue SW, Seattle

**\$811,000**



## MORE LISTING PHOTOS

MLS #1087256

S

8712 41st Avenue SW, Seattle

\$811,000





s 8746 Fauntlee Crest SW, Seattle

\$850,000

## Listing information

Courtesy of Berkshire Hathaway HS NW

MLS#: 1087319	Beds: 4	Sq Ft: 2,703	Sold Date: 4/18/17
Status: Sold	Baths: 2.50	Year Built: 1962	DOM: 6

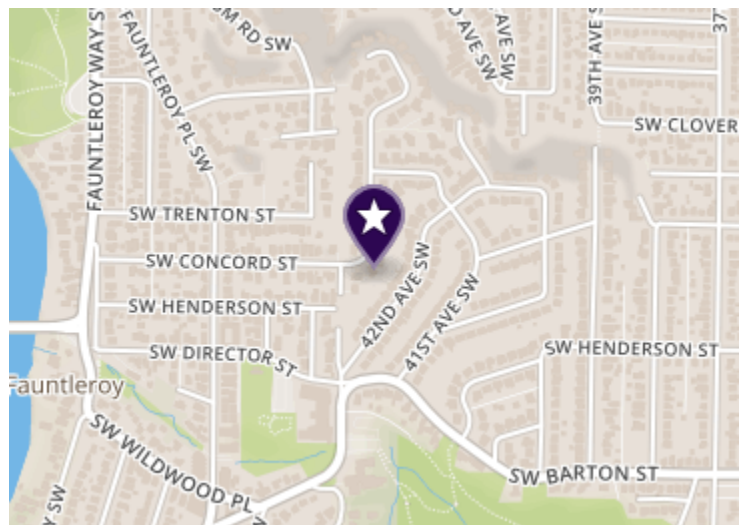
## Features

**Interior Features:** Bath Off Master **Appliances Included:** Range/Oven, Refrigerator **Basement:** Daylight, Fully Finished **Floors:** Hardwood **Lotsize:** 8640

## Remarks

Beautiful Fauntlee Hills home, with spectacular sound and mountain views. Extensively remodeled with custom open kitchen featuring cherry cabinets, granite counters & stainless appliances. Family room with gas FP off of kitchen area with sliders leading to large entertainment size view deck. Formal LR, DR and master bedroom w/ 3/4 bath and 2 additional bedrooms on the main level.

Lower level with 2nd family room w/gas FP, 4th bd, utility room & workout room. Quiet street and close to everything



S

8746 Fauntlee Crest SW, Seattle

\$850,000





MORE LISTING PHOTOS

MLS #1087319

S 8746 Fauntlee Crest SW, Seattle \$850,000



# PROPERTY DETAILS

MLS #1105712

P 8812 42nd Avenue SW, Seattle

\$579,000

## Listing information

*Courtesy of Windermere R.E. Wall St. Inc.*

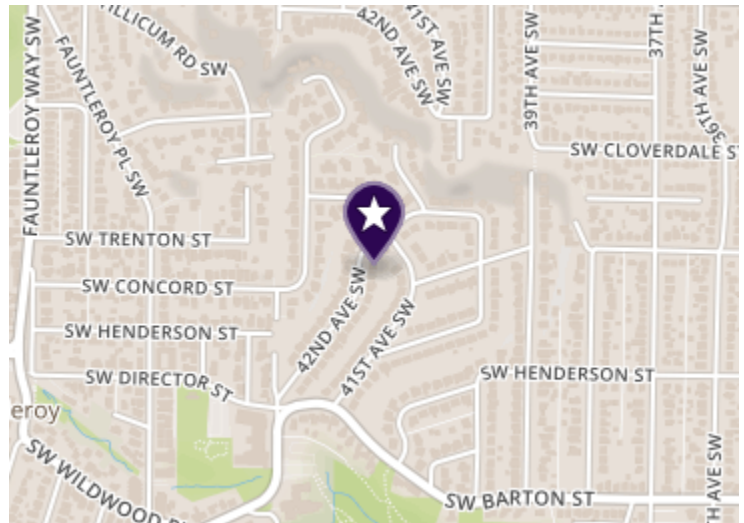
MLS#: 1105712	Beds: 3	Sq Ft: 1,860	List Date: 4/17/17
Status: Pending	Baths: 1.50	Year Built: 1952	DOM: 8

## Features

**Interior Features:** French Doors **Appliances Included:** Dishwasher, Dryer, Range/Oven, Refrigerator, Washer **Basement:** Daylight, Partially Finished **Floors:** Hardwood, Wall to Wall Carpet **View:** Mountain, Sound **Topography:** Garden Space, Level **Site Features:** Fenced-Partially, Patio **Lot Details:** Curbs, Sidewalk **Lotsize:** 4680

## Remarks

Located in Seattle Magazines recent "Best Places to live" on a quite street in Fauntlee Hills. Short distance from a coffee shops, restaurants & the fabulous Lincoln Park. This brick home features an impressive Sound & Mountain view from the living room & dining area. Beautiful mahogany inlays in the dining area & an open kitchen. Two good sized bedrooms on the main level & a fenced in backyard. Attached 1 car garage, wood burning fireplace, gas furnace & great natural light! Great Backyard!



Information is deemed reliable but not guaranteed.

Source: NWMLS

Maggie Etheridge | ABC Realty | Office: 855-977-8834 | <http://CloudCMA.com> | 123 Main Street Suite 201  
Huntington Beach CA 92648 | [vendoralley.com](http://vendoralley.com) | [vendoralley.com](http://vendoralley.com)



P 8812 42nd Avenue SW, Seattle

\$579,000



P 8812 42nd Avenue SW, Seattle

\$579,000





# PROPERTY DETAILS

MLS #1109804

P 3736 SW Donovan Street, Seattle

\$1,150,000

## Listing information

*Courtesy of Windermere R.E. Wall St. Inc.*

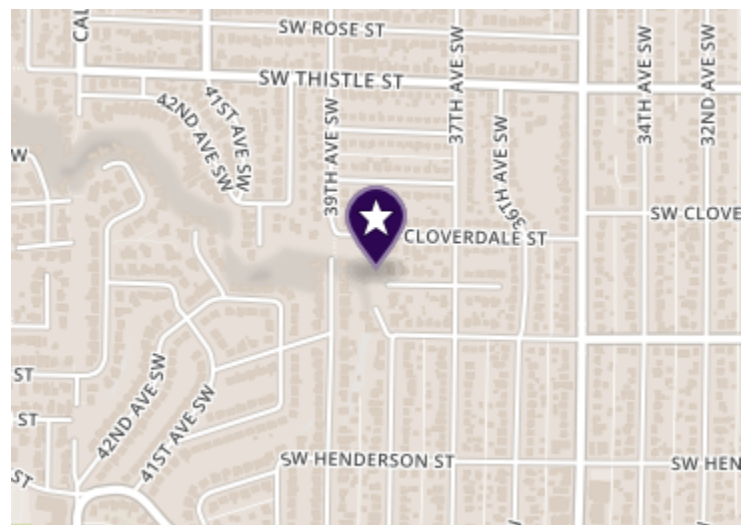
MLS#: 1109804	Beds: 3	Sq Ft: 2,360	List Date: 4/21/17
Status: Pending	Baths: 3.00	Year Built: 2012	DOM: 5

## Features

**Interior Features:** Bath Off Master, Dbl Pane/Storm Windw, Dining Room, French Doors, Security System, Walk-in Closet **Appliances Included:** Dishwasher, Dryer, Garbage Disposal, Microwave, Range/Oven, Refrigerator, Washer **Basement:** Daylight, Fully Finished **Floors:** Ceramic Tile, Concrete, Hardwood **View:** Mountain, Sound **Topography:** Garden Space, Partial Slope **Site Features:** Deck, RV Parking **Lot Details:** Curbs, Dead End Street, Paved Street, Sidewalk **Lotsize:** 8415

## Remarks

Stunning Architectural modern on private bluff lot above Fauntleroy Cove. Featured in Luxe magazine this custom built home incorporates the serene setting & spectacular views with innovative design by Tim Hossner with Rho Architects. Concrete, steel & wood are blended harmoniously to create unique but warm living spaces that blend the best in modern living with sought after features such as the beautiful entry, open stairwell and great room with floor-to-ceiling windows and cook's kitchen.



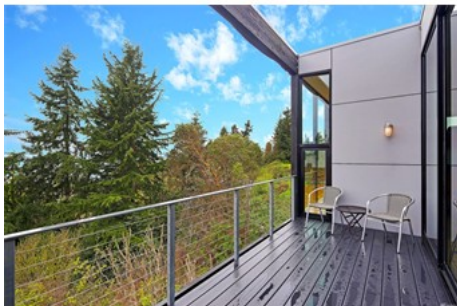
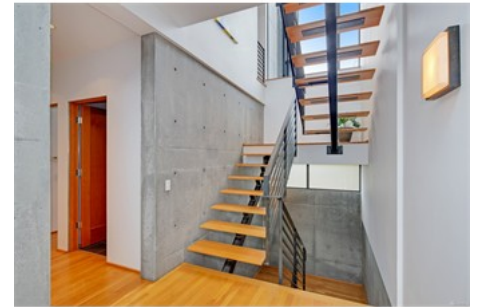
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P 3736 SW Donovan Street, Seattle

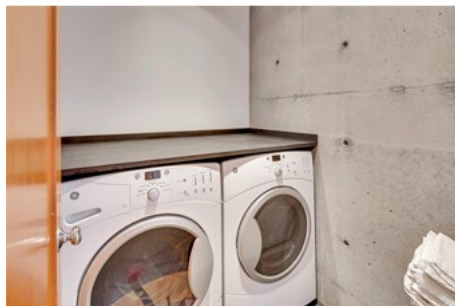
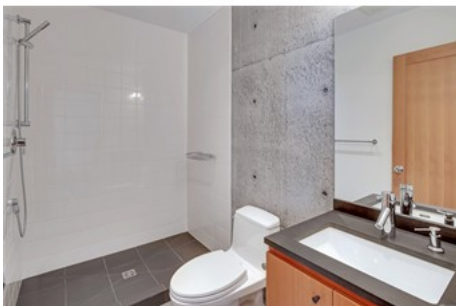
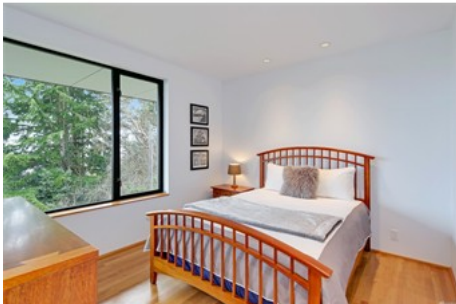
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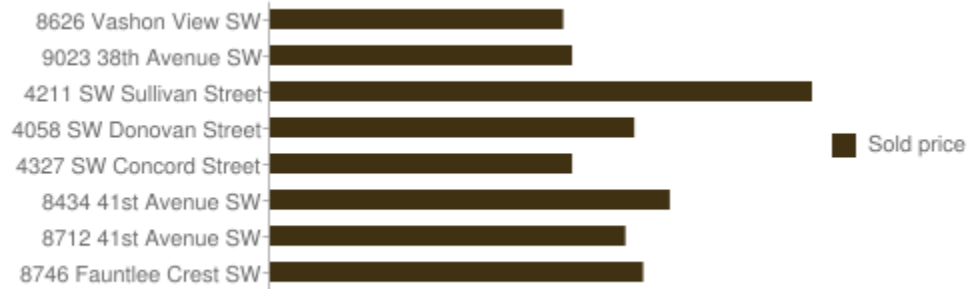
P 3736 SW Donovan Street, Seattle

\$1,150,000



### Sold Listings

Number of listings	8
Lowest price	\$675,000
Average price	\$842,500
Highest price	\$1,250,000
Avg price per sqft	\$314
Avg DOM	9



### Pending Listings

Number of listings	2
Lowest price	\$579,000
Average price	\$864,500
Highest price	\$1,150,000
Avg price per sqft	\$399
Avg DOM	6





## Sold Listings

Address	Sold Date	Sold Price	Zestimate	Difference
8626 Vashon View SW	12/7/16	\$675,000	\$740,100	9.6%
9023 38th Avenue SW	1/23/17	\$700,000	\$713,642	1.9%
4211 SW Sullivan Street	3/15/17	\$1,250,000	\$1,115,026	-10.8%
4058 SW Donovan Street	3/24/17	\$840,000	\$868,839	3.4%
4327 SW Concord Street	4/12/17	\$699,000	\$725,064	3.7%
8434 41st Avenue SW	4/28/17	\$915,000	\$941,746	2.9%
8712 41st Avenue SW	4/19/17	\$811,000	\$777,224	-4.2%
8746 Fauntlee Crest SW	4/18/17	\$850,000	\$857,169	0.8%

## Pending Listings

Address	Price	Zestimate	Difference
8812 42nd Avenue SW	\$579,000	\$608,026	5.0%
3736 SW Donovan Street	\$1,150,000	\$1,153,333	0.3%

Source: NWMLS



# SOLD PROPERTY ANALYSIS

## ANALYSIS

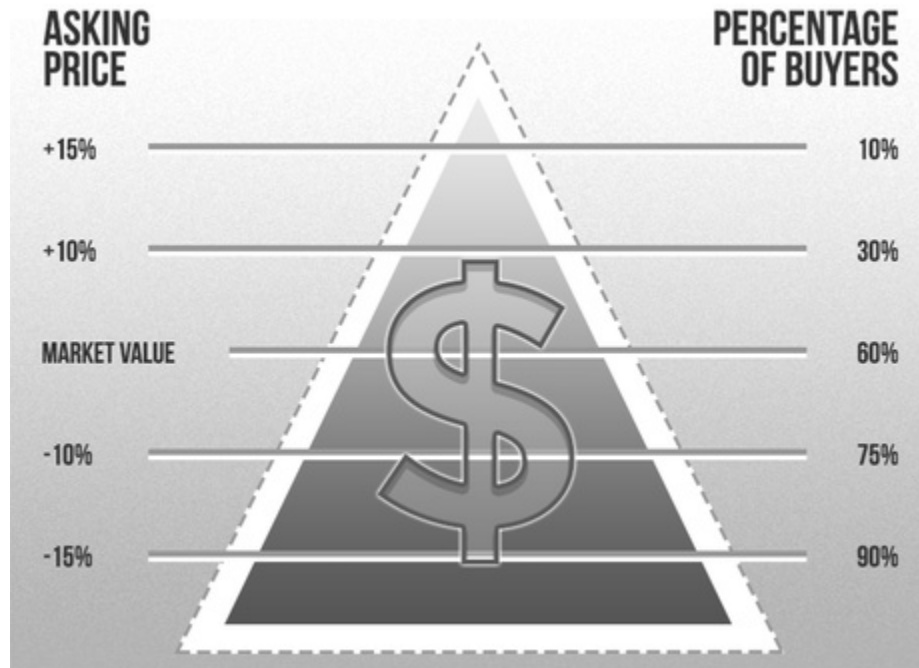


Address	List Price	Sold Price	% of List Price	DOM	\$ per Sqft
8626 Vashon View SW	\$695,000	\$675,000	97.1%	8	\$281
9023 38th Avenue SW	\$699,000	\$700,000	100.1%	12	\$302
4211 SW Sullivan Street	\$1,199,950	\$1,250,000	104.2%	1	\$371
4058 SW Donovan Street	\$840,000	\$840,000	100.0%	9	\$292
4327 SW Concord Street	\$699,000	\$699,000	100.0%	5	\$313
8434 41st Avenue SW	\$899,900	\$915,000	101.7%	27	\$326
8712 41st Avenue SW	\$750,000	\$811,000	108.1%	6	\$310
8746 Fauntlee Crest SW	\$850,000	\$850,000	100.0%	6	\$314
Sold Averages	\$829,106	\$842,500	101.6%	9	\$314



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

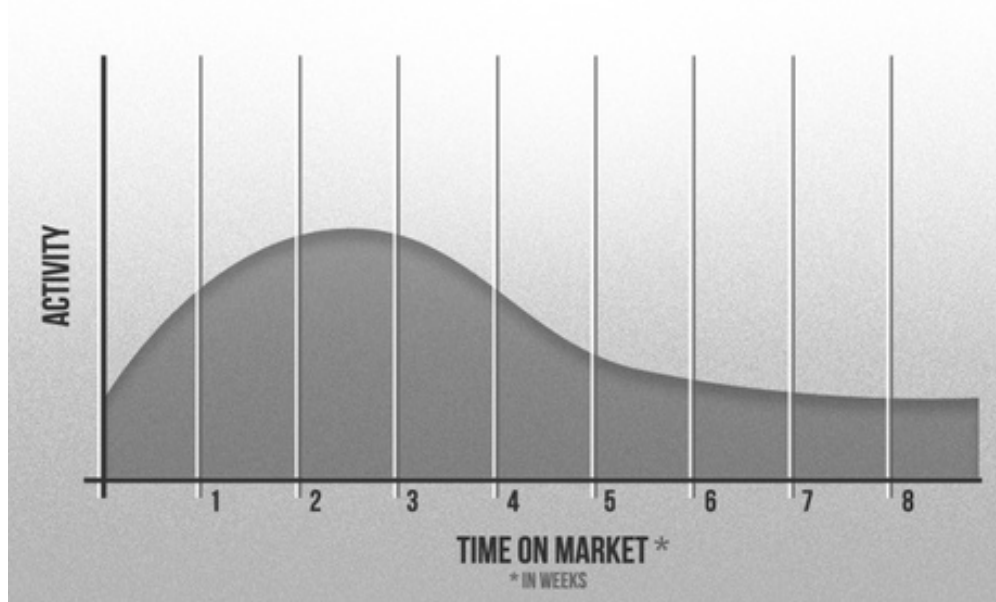
- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.



Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons but the two largest are location and condition. Generally, fair market value can be determined by comparables – other similar homes that have sold or are currently for sale in the same area.

Sellers often view their homes as special which tempts them to put a higher price on the home, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range, and look for the best value in that range.



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, a description in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home – it's about getting your home sold quickly at fair market value.



Below are a few of the services we can provide as part of the marketing of your home. Before we can get started, the first important step is to:

## Sign and complete Listing Agreement

### First Week

- Enter listing into the MLS system.
- Put up "For Sale" yard sign.
- Install lock box. (optional)
- Schedule time to shoot property photos.
- Review showing procedure.
- Prepare property flyer.
- Syndicate listing to real estate websites.

### Second Week

- Invite brokers and agents to tour home.
- Begin agent to agent marketing efforts.
- Review and update status.

### Third Week

- Hold Open House.

### Ongoing activities

- Show property to potential buyers.
- Follow-up on Internet leads.
- Monitor market conditions.
- Monitor comparable properties for sale.
- Monitor foreclosures and short sales in market.

### Real Estate Agents

Nearly nine out of 10 real estate agents work on commission, and are paid only when the transaction closes. Except for the legal profession, real estate agents are the only fiduciaries and agents who work this way.

To simplify how commissions are routed, the real estate industry customarily allows all sales commissions to be paid out of the seller's proceeds, according to the terms of the listing agreement.

### Brokers

According to licensing law, only licensed brokers can serve as fiduciaries. They have “agents” or licensed salespeople who work for them, but they have the legal responsibilities of operating the brokerage. The salesperson license allows salespeople to serve as agents of the broker. They can negotiate contracts, but the seller is actually negotiating with the broker, by proxy. It's the broker's company name and signature on the listing contract.

### Distribution

Once the home is listed in the Multiple Listing Service (MLS), the listing broker discloses the terms of the commissions to other competing brokers, so they will bring their buyers to the listing. When the buyer's broker presents a contract to the seller, it will include a provision to collect their share of the sales commission, as offered by the listing agent in the MLS.

That means a commission can be split as many as four ways:

- Listing broker or agent
- Listing salesperson
- Buyer's broker or agent
- Buyer's salesperson

At closing, the listing agent is paid by the escrow agent out of the seller's proceeds, or a day or two later when the buyer's loan is funded by the lender. The listing agent, in turn, pays the buyer's agent his or her share of the sales commission.

All commissions are negotiable, but sellers should keep in mind that commissions are incentives.



*Commissions are paid according to the terms of two contracts - the listing agreement, and the sales contract.*



If you're planning to sell your home, it's probably crossed your mind to try to sell it yourself and save the sales commission. But, there are some very good reasons why that would be a mistake.

According to housing industry experts at HomeGain.com and Realtor.org, more homes listed by real estate agents are sold than homes marketed by owners, and they sell more quickly and for more money.

*Homes listed by real estate professionals get more exposure and their sellers get more support. Real estate professionals offer many advantages:*

- They're trained and licensed professionals.
- They have experience in your neighborhood and your market.
- They have oversight from brokers and state licensing officials.
- Their job is to advise you the best way to reach your goals.
- Their continuing education keeps them up-to-date on housing issues.
- They know how to present your home and deal with buyers.
- They know how and where to market properties.
- They know how to overcome typical snags that occur in all real estate transactions and closings.
- They understand state-required disclosures and look out for your best interests.
- They understand personal safety and security for your belongings during showings.
- They know the best resources to make transactions go more smoothly, from bankers to home-stagers to contractors.
- They have the most accurate data sources – the MLS, the only data repository that has the most up-to-date listing and sales information.
- They know how to negotiate.
- Their job is making real estate transactions successful.

When you market your own home, you have to make the time to do all the jobs a real estate professional would do, and you'll be competing against other sellers who have real estate professionals by their sides.

If you can't leave work to show your home, or you feel it requires more knowledge and experience than you have, you can't go wrong by hiring a well-respected real estate professional.

## First Impressions

Most buyers form their first impression of your home before they even get out of their cars. This is “curb appeal,” or the view from the curb that tells the buyer how attractive and well-maintained your home is compared to other homes. In a competitive market, it takes more than trimming the hedges and planting a few flowers to create curb appeal.

**The exterior of your home must be in pristine condition** – freshly painted, cleared of clutter, with no visible repairs needed. A broken step, overgrown bush, or abandoned toys in the yard can spoil the appearance and your buyer’s first impression.

## Curb Appeal

Curb appeal is important because it sets the tone for what the buyer is going to see inside. If the buyer likes the exterior, he or she will be predisposed to also like the interior and you’re that much closer to selling your home. To see what needs to be done to sell your home faster and for a higher price, go outside, stand on the curb and try to look at your home the way the buyer will.

**Walkways/driveways** – Make sure walkways are clear of snow, weeds, or debris. Repair or replace cracked steps or pavers. Driveways should also be clear of vehicles, toys and debris. Park cars in the garage.

**Landscaping** – Keep your lawn mowed, edged and watered. Prune dead branches and plants. Weed flower beds and replace leggy, thin landscaping with fresh plants and flowers.

**Exterior** – Replace loose or damaged roof shingles, clean the gutters, and paint and caulk window trim and doors. Repaint the front door an eye-catching color that complements the rest of the exterior. Replace broken windows.

**Entry** – Power wash siding, brick, windows, and porches. Paint or replace furniture such as rocking chairs or porch swings. Replace mailboxes, light fixtures, door knobs or any other fixture that looks less than fresh. Put out a welcoming new floormat.

Some parts of your home may require more work than others, but it’s well worth it to get buyers eager to see what’s inside.



Moving to a new home can be an exciting journey. Whether you're changing cities or neighborhoods, a move is not only a change in scenery, it's the start of a new chapter in life. Yet, moving can also be very stressful, often seeming like one thing after another has to be done. By finding the right moving service and having a good, though flexible, moving plan, most of the common moving headaches can be easily avoided.

### Start planning your move

Finding the best mover for your particular needs and at the right price involves a simple evaluation of your needs. Like many service-oriented industries, the moving companies of today have expanded to offer a wide range of services in order to be competitive. From planning your move, to storing your things, to packing and unpacking, to decorating and organizing your belongings in your new home, you can choose the extent of services you require and have them tailored to suit your moving budget.

Deciding what to pack isn't as simple as it sounds, particularly if you're downsizing, but the amount of goods as well as the type of goods you're moving can make a big difference in which mover you choose and how much you'll spend.

A good rule of thumb is to group items into no more than three categories - Keep, Donate, Throw Away. Label your things according to the rooms where they'll be moved - bedroom #2, first floor powder bath by stairs, etc. Provide your movers with copies of the floorplan of your new home, so they can move more efficiently without having to stop and ask you where things go. Lastly, remember that the movers, though they are professionals, will get tired. On the Chicago-based Bernard Movers website, the movers advise keeping boxes under 50 pounds whenever possible. They also strongly recommend putting heavier items in smaller boxes to reduce bulkiness, and lighter items in larger boxes with proper labeling like "topload."

### Get referrals

According to Mayflower.com, one of the nation's most recognized movers, finding a good moving service begins with asking someone you know - a family member, coworker or a friend about their moving experiences, good or bad. Who do you know who works with people who frequently move? Your real estate professional can also be an excellent source of information. And if you're being transferred, ask your relocation agent which moving companies their company recommends. Other employees of your company who have preceded your relocation may also be able to suggest a reputable mover.

Large industry organizations such as American Moving and Storage Association have associate members listed on their Web sites. These associate moving company members must agree to abide by the terms of the organization's published tariffs and to participate in the Arbitration Program sponsored by the organization, which may be positive for consumers. Although the AMSA doesn't recommend movers, a list of members is posted on the site, along with helpful hints. The AMSA does suggest getting several estimates in order to compare cost and range of services.

Consumer organizations such as the Better Business Bureau can give you additional insights. If the company is registered through BBB, then you can find all relevant information from their corporate address, BBB rating, if there are any complaints against the company, the names of any and all management, and any specific licensing that your state may require. Of course one of the many places to start looking for your mover is the Internet. Online you can find and compare many moving companies' services on their websites.

## Comparing movers

When you compare price and service estimates from several moving companies, you will find that estimates are based on the weight of your household items, the distance they will be moved, and the amount of packing and other services you will require. Be sure to show the estimator every single item that will be moved. Find out if your mover accepts credit cards, third-party payments from your company, or whether the mover operates by cash only. Negotiations with your mover should include a clear understanding of rates and charges that will apply, the mover's liability for your belongings, pick-up and delivery schedules, and claims protection. For example, if you decide to pack some of your own things, your mover will not be liable. If your estimate is binding, it will not cover non-itemized items. Non-binding estimates are not guaranteed rates, and only cover the weight of your shipment, and the cost of the moving services. An estimate still has to be performed before a mover will provide you with a binding contract.

If you are moving interstate, you should read and understand all of the information you will receive. In addition to brochures explaining their various services, moving companies should give you a copy of a consumer booklet entitled "Your Rights and Responsibilities When You Move" and information regarding the mover's participation in a Dispute Settlement Program. Distribution of the consumer booklet and the requirement that movers must offer shippers neutral arbitration as a means of settling disputes that may arise concerning loss or damage on household goods shipments are requirements of the Federal Highway Administration (FHWA).

## Be prepared

Even in the most well-planned moves, something can happen. Insurance is crucial. Check with your homeowner's insurance carrier about coverage for your belongings while moving. Your mover will provide either released value insurance (about \$0.60 per pound of goods lost or damaged, according to NAVL.com) or full replacement value, which you must sign for on your bill of lading. If you are not sure how to estimate the value of your belongings for insurance purposes, your insurance carrier may provide suggestions, such as \$10,000 per room or half the value of the new home. Items of special value such as heirlooms, paintings, or collectibles can be insured under separate riders. In the event of damage to an item, file a claim immediately. Be sure to save the packing materials to show to the adjuster, should there be any problems.