



**Comparable Listings**

**Similar Homes Currently For Sale  
This tells us what we are competing against. Buyers will compare your home with these homes**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Address | Erf Size | Living Room | Bedrooms | Bathrooms | Garage | Pool | Flat | Domestic Quarters | Other Details | Days on the market | List Price |
| test2.1 | 333 | 4 | 2 | 2 | 1 | No | No | No | yeenen | 2 | R 11111,00 |
| test102 | 222 | 2 | 2 | 2 | 2 | No | Yes | Yes | test102 | 4 | R 3333,00 |
| 4 | 444 | 2 | 2 | 6 | 2 | No | No | No | 4 | 6 | R 5,00 |
| 961 vaalwater street, faerie glen, pretoria | 111 | 2 | 3 | 4 | 1 | Yes | Yes | Yes | cojncojnecojenojecneojn | 2 | R 22222,00 |

**Similar Homes Recently Sold  
This tells us what people are willing to pay for a similar house in this area, at this time**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Address | Erf Size | Living Room | Bedrooms | Bathrooms | Garage | Pool | Flat | Domestic Quarters | Other Details | Days on the market | List Price | Sold Price |
| Test1 | 22 | 1 | 0 | 1 | 2 | No | No | No | test1 | 2 | R 3333,00 | R 3333,00 |
| test2 | 333 | 2 | 1 | 1 | 2 | No | No | No | ffdfd | 1 | R 333,00 | R 333,00 |
| Test2 | 222 | 1 | 1 | 1 | 1 | No | No | No | testtest | 1 | R 5555,00 | R 5555,00 |
| test3 | 333 | 1 | 2 | 2 | 2 | No | No | No | yeenen | 2 | R 11111,00 | R 22222,00 |

**Expired Listings  
Similar homes that were not sold in 90 days or more. This illustrates the problem with over-pricing**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Address | Erf Size | Living Room | Bedrooms | Bathrooms | Garage | Pool | Flat | Domestic Quarters | Other Details | Days on the market | List Price |
| 6565r | 6666 | 3 | 3 | 3 | 1 | No | No | No | trtdrfdf | 4 | R 64343,00 |

**Your Property  
Your property details**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Address | Erf Size | Living Room | Bedrooms | Bathrooms | Garage | Pool | Flat | Domestic Quarters | Other Details | Days on the market | List Price |
| test | 222 | 2 | 3 | 3 | 4 | No | Yes | No | test | 5 | R 2222,00 |
| 6574 | 34 | 2 | 1 | 1 | 2 | No | Yes | No | gfvthgfgf | 5 | R 7779,00 |

**Average List Price: R13970,89**

**Maximum List Price: R76765.0**

**Maximum List Price: R5.0**

**Recommended List Price: R**

**Challenges with Overpricing:**

- It becomes difficult to get real estate agents to actively market the property.- Potential buyers are hesitant to make offers.- Attracting quality buyers becomes a challenge.- Securing financing for the sale is more difficult.- Ultimately, the property may not sell.

**Selling guidelines to determine pricing:**

- Consider the location of the property.- Understand the reasons for selling.- Highlight any unique or exciting features of the property.- Take into account the urgency of the sale.- Explore any special financing options available.