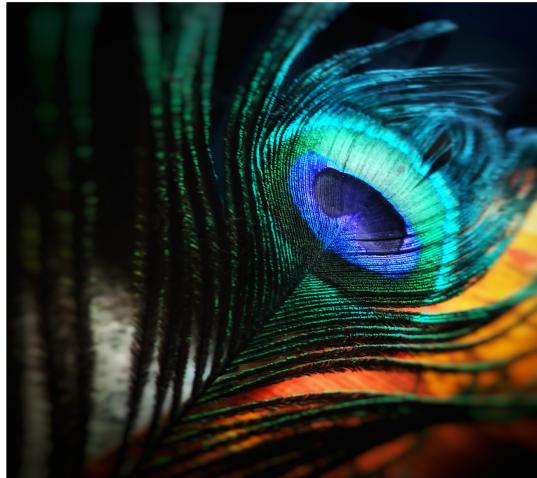


PROPERTY DETAILS



2850 Red Kit Franktown, CO 80116

Levels	2300000
Sold Price	72745.2
Lot Size Square Feet	2022
Year Built	
Bedrooms	4
Bathrooms	5
Heating/Cooling	Central Air
Fire Places	3
Garage Spaces	6
Above Grade Square Feet	2450
Basement Square Feet	583
Finished Square Feet	1603
Total Square Feet	4636



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COMPARABLE PROPERTY DETAILS



7718 Rafter-
Franktown, CO
80116

765000
Closed-
05/02/2022
12:00:00 AM

2,765(\$553.55/-
sqft) Year Built 1976

Details

Bedrooms	3
Bathrooms	2
Heating/Cooling	Central Air
Fire Places	3
Garage Spaces	

Above Grade Square Feet	1382
Basement Square Feet	1382
Finished Square Feet	1
Total Square Feet	2765



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COMPARABLE PROPERTY PHOTOS

7718 Rafter Franktown, CO 80116

MLS 9342382

\$765000

Closed

05/02/2022 12:00:00 AM

3Beds 2Baths

Year Built 1976

2,765 (\$553.55/sqft)



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WHAT IS A CMA

CMA Stands for Comparative Market Analysis. CMA is a tool that real estate agents use to estimate the value of a specific property by evaluating similar ones that have recently sold in the same area. It can be extremely challenging to reliably estimate the fair market value of a home because there are a significant number of factors that go into determining how much a specific property is worth

How Is A Comparative Market Analysis Prepared?

In order to conduct the analysis, agents search for recently sold homes in the same area that are as similar to the subject property as possible

These homes, which are known as comps, or comparable sales, are used to conduct a sales comparison approach to pricing. This approach relies on the premise that you can figure out how much a home is worth by identifying how much it would cost to purchase a similar home of equal desirability

The Rule Of Three

The first step for an agent preparing a CMA is to find three homes that have sold recently (within the past 6 months at most, but preferably 3 months). These three homes should be as similar and located as closely together as possible.

Once at least three comps are selected, each one is thoroughly examined to pinpoint how it differs from the home in question. After the differences are itemized and priced out, the sales price of each comp is adjusted to determine how much it would cost if it were nearly identical to the subject property and sold in the current market.

Understanding How Real Estate CMAs Differ From Appraisals

Although a comparative market analysis uses similar housing market indicators to compare and identify regional home values, it's not considered an official home appraisal. Whereas home appraisals are conducted by appraisers to create home valuations, CMAs are completed by licensed real estate professionals to estimate the fair market value.

It is important to know that even though a CMA is based upon the fundamental principals of an appraisal, it is simply an estimate of fair market value.



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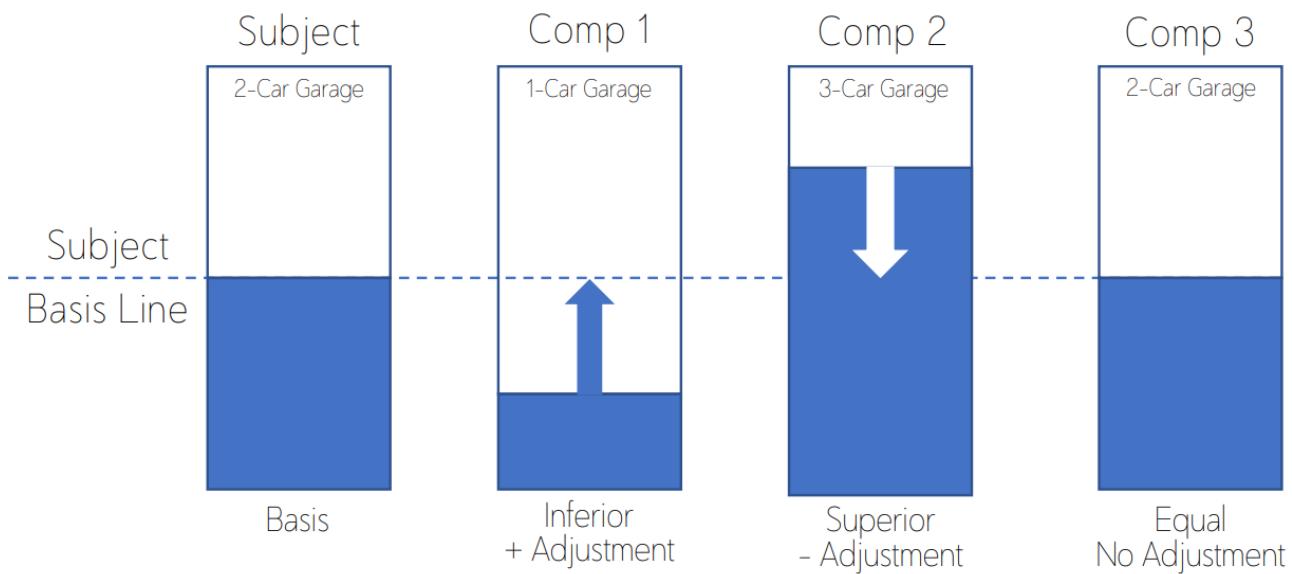
CMA ADJUSTMENT

How Is A Comparative Market Analysis Prepared?

The sales price of each comp is then adjusted to see how much it would have sold for had it been nearly identical to the subject property. When making the adjustments, if the comparable is inferior to the subject, the adjustment will be positive. If the comparable is superior to the subject, the adjustment will be negative.

Adjustment Example

The following is a visual example of how a CMA adjustment is prepared. The goal is to adjust the comparable either negative or positive to match the basis line of the subject property.



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PRICING YOUR HOME CORRECT

PRICING STRATEGY

The pricing strategy plays a key role in the home selling process and can mean the difference between selling right away or sitting on the market for months

It is important to understand that the amount you want for your home may not be a realistic price for the market, and the amount of money you have spent on it does not determine the market value.

INTELLIGENT PRICING

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

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



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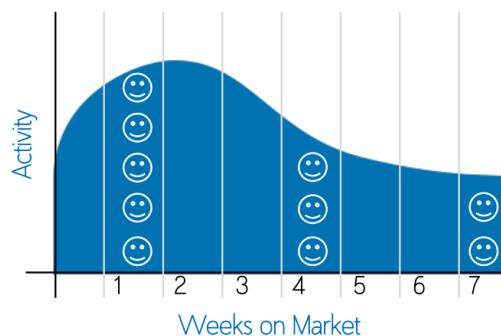
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INTELLIGENT TIMING

TIMING IS KEY

The 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, full description and photos in the local Multiple Listing Service, distribution across the internet, open houses, broker's caravan, 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.



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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.



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7 EASY CURB APPEAL TIPS

To Make Buyers Fall in Love

- Fresh Coat of Paint on the Front Door

Make a great first impression of your home with a freshly painted front door. Evaluate the condition of your home's exterior paint as well as the front steps, patio and railings. A fresh coat of paint can make all the difference!

- Add flowers to the front porch

Sometimes the simplest things can make the biggest difference. New planters on the front porch filled with beautiful, vibrant flowers will make your home appear more inviting, warm and welcoming.

- Pressure wash the driveway

While a dirty, oil stained driveway gives the impression of a home that may need some work, a pressure washed driveway and walkway presents a clean, well maintained home

- Update the exterior light fixtures

Replace faded, builder grade exterior lighting with new, up to date fixtures. Shiny new fixtures will brighten up your home at night, and look clean and polished during the day. Evaluate the front door handle and lockset as well.

- Keep the lawn & garden tidy

An abandoned looking yard makes buyers think the home might be neglected, but a freshly cut lawn and well manicured gardens shows a well cared for home. Be ready for showings by staying on top of lawn mowin

- Add or replace the house numbers

Clear, crisp numbers that can be seen from the street make your home easier to find as well as giving the overall appearance a little boost. You may also want to evaluate the condition of your mailbox.

- Add a Welcome Mat

Add a brand new welcome mat to greet buyers as they walk through the front door. Even the smallest details like these can make a home feel more inviting



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SHOWING & PHOTO PREP

THINGS YOU CAN DO AHEAD OF TIME

Having your home photographed is an important first stop in getting ready to sell. Photos are buyers first impression of your home, and they need to be able to envision it as their own. This checklist gives you recommendations to get your home photo-ready, as well as preparing it to be showing to future buyers.

INSIDE

- Clear off all flat surfaces – less is more. Put away papers and misc. items.
- Depersonalize: take down family photos and put away personal items.
- Clear off the refrigerator: remove all magnets, photos and papers.
- Replace burnt out light bulbs and dust all light fixtures..
- Deep clean the entire house.
- Touch up paint on walls, trim & doors.

OUTSIDE

- Increase curb appeal: remove all yard clutter and plant colorful flowers.
- Trim bushes and clean up flower beds
- Pressure wash walkways and driveway
- Add a welcome mat to the front door

PRO TIP

Don't be tempted to shove things inside closets! Curious buyers look in there too

DAY OF PHOTOGRAPHY OR SHOWINGS

KITCHEN

- Clear off countertops, removing as many items as possible
- Put away dishes, place sponges and cleaning items underneath the sink.
- Hang dish towels neatly and remove rugs, potholders, trivets, etc.

BATHROOMS

- Remove personal items from counters, showers and tub areas..
- Move cleaning items, plungers and trash cans out of site.
- Close toilet lids, remove rugs and hang towels neatly

IN GENERAL

- House should be very clean and looking it's best
- Lawn should be freshly mowed and edged
- Move pet dishes, toys and kennels out of site
- Make beds, put away clothing, toys and valuables
- Turn on all lights and turn off ceiling fans

PRO TIP

Remove personal items from counters, showers and tub areas..



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