

Comparative Market Analysis

To establish top market value of:

123 Outer Banks Drive, Corolla NC

Prepared for the Corolla Residence



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Prepared for the Whalehead Residence

By *Tim Lancsek*



Date: October 01, 2015

To: Corolla Residence

From: **Tim Lancsek**

Re: *Comparative Market Analysis*

We know that your Outer Banks property is probably one of the more valuable possession you own.

In fact, many of the people we serve have only the equity in their property to see them through their retirement years. With this in mind, I wish to thank you for trusting me to help you through the process of selling your home.

My first objective is to help you set a listing price that represents your property's top market value -- an objective that requires a thorough understanding of the Outer Banks market. To help you in this regard, I've included a detailed market analysis that provides information about similar properties in your area that are currently for sale, recently sold, under contract, or expired. It has been prepared to ensure that you make the most informed decision you can when pricing your property.

Additionally, this presentation also includes a description of my RE/MAX Surfside's exclusive marketing strategy, as well as tips for making your home as attractive as possible to prospective buyers. You'll also find extensive information that will help you feel you have chosen a competent agent with the tools, advice, and experience you are looking for .

I welcome the opportunity to serve you, and encourage you to contact us whenever you have questions about the marketing and sales process.

Sincerely,

A handwritten signature in blue ink that reads "Tim Lancsek".

Tim Lancsek



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RED = "QUICK HIGHLIGHTS"

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Our Marketing Action Plan

My strategy for getting your property sold for top market value is a simple but effective one: I'll maximize its market exposure so you attract as many qualified, motivated buyers as possible. I'll also keep you fully informed of all my activities, as well as all developments related to the listing; and the Outer Banks market.

Specifically, I will use my EXCLUSIVE 20 POINT LISTING PLAN:

1. Detailed CMA report indicating your property's value
2. Premium exposure provided by RE/MAX's world network
3. Professional photos from high resolution 20MP camera - no cell pictures!
4. Provide private sales data on properties sold "off the MLS"
5. Complimentary access to Market Snapshot
6. Enter your property into the Multiple Listing Service (MLS)
7. Syndicate to all the major real estate search engines (see attached)
8. Featured listing placement on Surfside's company website
9. Post your property on Craigslist, FB, Twitter & YouTube
10. QR code on property sign to direct people to your specific property website
11. Create an unbranded website for cooperating agent's buyers
12. Virtual tours: Panorama and 360 degree photography
13. Aerial drone videography for water-view properties
14. Showing Suite: provides feedback from buyer's agent showings; with reports
15. Email flyer to all local Board members - includes campaign reports
16. Mail property postcards to the top 50 agents on the Outer Banks
17. Detailed "as-it happens" updates of active comparable listings
18. Property "highlight sheets" to all agents in my company's local offices
19. Calendar of tasks for bringing you property to market
20. Communication guarantee (you will hear from me every other week at minimum)



In addition, I will:

- Offer proven advice on how to prepare your property for showings
- Call you regularly and also provide you with a Customer Service Web Page so you stay fully informed of everything I do to sell your home
- Update you on money market changes that could affect your property's sale.
- Pre-qualify motivated, potential buyers
- Present and discuss each offer with you and provide a "Seller's Net" statement based on sales price
- Negotiate the highest possible price and best terms for you
- Manage all contractual paperwork, and get you in touch with a local attorney to manage title and transaction details, and keep you informed on the closing process



Preparing Your Home to Sell

When presenting your home to prospective buyers, first impressions are crucial. Buyers begin judging your home the moment they see it, and generally they prefer homes that are well-maintained, clean and clutter-free homes they can picture themselves living in. That is why home improvements particularly if they address the anticipated needs of buyers, can boost your home's saleability and sale price.

Here are a few proven, cost-effective tips that will help your home look its best:

Exterior

- Mow and rake the lawn, trim hedges, weed and edge gardens
- Sweep sidewalks and driveway, pick up any litter
- Repair gutters and eaves, touch up exterior paint
- Plant extra flowers for color, or place potted plants beside the front door
- Clean or paint front door, polish front door hardware, ensure doorbell works

Interior

- Clean and tidy the entrance, clear stairs and halls, store all excess furniture
- Brighten interiors with fresh, light-toned paint
- Brighten rooms by installing high wattage light bulbs and turning them on
- Shampoo carpets, clean and wax floors
- Organize kitchen countertops -- removing appliances if necessary -- to make them look spacious
- Clean kitchen countertops, cabinets, appliances, washer and dryer
- Organize and clean out closets to make them look larger
- Clean and freshen bathrooms, put out clean towels, minimize clutter
- Clean mirrors and windows so they sparkle
- Organize and clean garage and storage areas.
- Perform necessary minor repairs and touch-ups to walls, windows, fixtures, etc.

These are just a few ideas to get you started. I know what today's buyers are looking for and can provide more ideas that will maximize your home's appeal. Remember, a few easy and inexpensive improvements can produce big returns on your investment.



Market Analysis Explanation

The following pages provide a comprehensive analysis of properties similar to yours that are currently for sale, or were recently for sale, in your area.

By carefully reviewing the locations and features of these "comparables" you'll be better able to approximate your property's ultimate selling price, which can be defined as the highest price that the market will recognize and pay. Approximating your property's selling price will then help you to strategically determine a listing price that enables you to successfully sell your property for its top market value.

This analysis is divided into four categories:

1. Comparable properties that are currently for sale.
2. Comparable properties that have recently sold.
3. Comparable properties with sales pending.
4. Comparable properties that failed to sell.

Looking at the properties currently for sale will enable you to assess the alternatives that a serious buyer has to choose from. It will also help to insure that you do not underprice your property.

Looking at properties that have recently sold will enable you to see what home sellers in your area have actually received over the last few months. It is also important to note that these selling prices are used by lending institutions to determine how much they will lend buyers for a home like yours.

Looking at properties that failed to sell will help you to avoid listing your property at a price that does not attract qualified, motivated buyers. As you will see in the pages ahead, overpricing a property often results in sellers actually getting less money than they would if they had priced it realistically in the first place.

The bottom line is that studying what has recently worked -- and what hasn't -- in your area will help you to develop a clear picture of the potential market for your property. This will in turn enable you to strategically price, position and stage your property such that you sell it for top dollar in a reasonable time frame, with the least inconvenience for you.



Subject Property



Style	Coastal
List \$/Sqft	TBD
Square Ft	3898
Bedrooms	6
Baths	5
Parking	Carport
Taxes	Currituck County
List Date	TBD
DOM	NA
Age	20 years
Lot Size	Pine Island
Levels	3
View	Semi
County	Currituck



Recent Sales

Subject Property

Address	SqFt	Age	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
									0

Recent Sales

Address	SqFt	Age	Style	Bed	Bath	Parking	Sold Price	\$/Sqft	DOM
Average							\$966,500	\$259	333
410 Great Gap Point	3477	21	Reverse Floor	5	5 / 1	None	\$941,000	\$271	188
452 Pipsi Point	3250	16	Contemporary	7	5 / 1	Carport	\$950,000	\$292	210
273 Whites Point,	3474	20	Reverse Floor	5	4 / 1		\$825,000	\$237	719
453 Cove Road N,	4900	21	Contemporary	8	5 / 1		\$1,150,000	\$235	216



Recent Sales

410 Great Gap Point,



Corolla \$941,000

Style	Reverse Floor
List Price	\$999,000
List \$/Sqft	\$287
Square Ft	3477
Bedrooms	5
Baths	5 / 1
Parking	None
Taxes	\$4,545
Sale Date	5/7/2015
Sale \$/Sqft	\$271
DOM	188
Age	21
Lot Size	
Levels	

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Dryer Connection, Gas

Comments: This semi oceanfront you will be happy to see! Located on quiet cul-de-sac, it adjoins the walkway to the beach. Park-like, mature

452 Pipsi Point Road,



Corolla \$950,000

Style	Contemporar
List Price	\$1,099,000
List \$/Sqft	\$338
Square Ft	3250
Bedrooms	7
Baths	5 / 1
Parking	Carport
Taxes	\$4,745
Sale Date	9/24/2014
Sale \$/Sqft	\$292
DOM	210
Age	16
Lot Size	
Levels	

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Gas Fireplace, Master Bath, Pantry, Floor:

Comments: Enjoy great ocean views from this magnificent, well maintained semi-ocean front home located on an enviable cul-de-sac

273 Whites Point,



Corolla \$825,000

Style	Reverse Floor
List Price	\$925,000
List \$/Sqft	\$266
Square Ft	3474
Bedrooms	5
Baths	4 / 1
Parking	
Taxes	\$5,327
Sale Date	7/12/2014
Sale \$/Sqft	\$237
DOM	719
Age	20
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Gas Fireplace, Ice Maker Connection, Wet Bar, Floor: Carpet,

Comments: Island beach house is a luxurious "home away from home". Tastefully decorated and meticulously maintained, this home is yours to enjoy

453 Cove Road N,



Corolla \$1,150,000

Style	Contemporar
List Price	\$1,245,000
List \$/Sqft	\$254
Square Ft	4900
Bedrooms	8
Baths	5 / 1
Parking	
Taxes	\$5,933
Sale Date	10/26/2014
Sale \$/Sqft	\$235
DOM	216
Age	21
Lot Size	
Levels	

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Cedar Closet(s), Dryer

Comments: Consistently earning nearly \$95,000 in annual rental income, this expansive, beautiful custom home features an estate-like setting on one



Under Contract Listings

Subject Property

Address	SqFt	Age	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
									0

Under Contract Listings

Address	SqFt	Age	Style	Bed	Bath	Parking	U/C Price	\$/Sqft	DOM
Average:							\$783,250		97
835 Whalehead	3091	13	Coastal	6	4 / 1	Attached, 1			99
470 Pipsi Point	3310	22	Reverse Floor	5	4 / 1	1 Car, Carport			165
1108 Franklyn	2600	29	Reverse Floor	5	3 / 1				124
1037 Whalehead	3600	11	Contemporary	6	5 / 1	2 Car, Carport			2



Under Contract Listings

835 Whalehead Drive,



Corolla

470 Pipsi Point Road,



Corolla

1108 Franklyn Street,



Corolla

1037 Whalehead Drive,



Corolla

Style Coastal
List Price \$799,000
List \$/Sqft \$258
Square Ft 3091
Bedrooms 6
Baths 4 / 1
Parking Attached, 1
Taxes \$4,815
Sale Date 8/25/2015
Sale \$/Sqft
DOM 99
Age 13
Lot Size
Levels

Style Reverse Floor
List Price \$1,075,000
List \$/Sqft \$325
Square Ft 3310
Bedrooms 5
Baths 4 / 1
Parking 1 Car, Carport
Taxes \$4,743
Sale Date 6/9/2015
Sale \$/Sqft
DOM 165
Age 22
Lot Size
Levels

Style Reverse Floor
List Price \$560,000
List \$/Sqft \$215
Square Ft 2600
Bedrooms 5
Baths 3 / 1
Parking
Taxes \$3,298
Sale Date 8/16/2015
Sale \$/Sqft
DOM 124
Age 29
Lot Size
Levels

Style Contemporar
List Price \$699,000
List \$/Sqft \$194
Square Ft 3600
Bedrooms 6
Baths 5 / 1
Parking 2 Car, Carport
Taxes \$3,265
Sale Date 9/18/2015
Sale \$/Sqft
DOM 2
Age 11
Lot Size
Levels

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Gas Fireplace, Master Bath, Wet Bar,

Comments: Just reduced \$30,000! Gorgeous ocean views and quick walk to beach from this 2 lots ocean front 6 bedroom 4.5 bath home. High end

Features: Inter: Cathedral Ceiling(s), Dryer Connection, Gas Fireplace, Master Bath,

Comments: Elegant yet comfortable describes this pristine semi-oceanfront in exclusive pine island. The owners have seen to every detail in making this

Features: Inter: Bay/Bow Window, Dryer Connection, Master Bath, Some Windows Treated,

Comments: Agents: call my cell phone to show. Location, location, location! Great semi-oceanfront home, on a corner lot, in the heart of corolla light. Ez

Features: Inter: Gas Fireplace, Floor: Carpet, Tile, Wood Laminate, Heat: Central, Electric,

Comments: Fabulous price for 6 bdrm with elevator, media room, rec. Room, screened porch, private pool. Hardiplank exterior. Vinyl railings,



Expired Listings

Subject Property

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
									0

Expired Listings

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
Average:							\$1,107,000	\$318	829
452 Pipsi Point	3370		Reverse Floor	7	5 / 1	Carport	\$1,145,000	\$340	730
410 Myrtle Pond	3800		Reverse Floor	6	5 / 1		\$1,189,000	\$313	1156
452 Pipsi Point	3370		Reverse Floor	7	5 / 1	Carport	\$1,145,000	\$340	934
443 Kitsys Point	3381		Reverse Floor	5	4 / 1	Carport	\$949,000	\$281	496



Expired Listings

452 Pipsi Point Road,



Corolla \$1,145,000

Style	Reverse Floor
List \$/Sqft	\$340
Square Ft	3370
Bedrooms	7
Baths	5 / 1
Parking	Carport
Taxes	\$5,536
List Date	10/1/2013
DOM	730
Age	15
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Gas Fireplace, Master Bath, Pantry, Some Windows Treated, Wet Bar, Floor: Carpet,

Comments:

410 Myrtle Pond Road,



Corolla \$1,189,000

Style	Reverse Floor
List \$/Sqft	\$313
Square Ft	3800
Bedrooms	6
Baths	5 / 1
Parking	
Taxes	\$4,346
List Date	8/1/2012
DOM	1156
Age	20
Lot Size	
Levels	

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Gas Fireplace, Master Bath, Floor: Carpet, Ceramic Tile, Wood,

Comments: Location, location, location -- closer to the beach than many semi-oceanfronts in corolla, this home has been meticulously maintained and beautifully

452 Pipsi Point Road,



Corolla \$1,145,000

Style	Reverse Floor
List \$/Sqft	\$340
Square Ft	3370
Bedrooms	7
Baths	5 / 1
Parking	Carport
Taxes	\$5,536
List Date	3/11/2013
DOM	934
Age	15
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Gas Fireplace, Master Bath, Pantry, Some Windows Treated, Wet Bar, Floor: Carpet,

Comments: Sea dreams in northern pine island semi-oceanfront sensational 7-bedroom home with direct beach access, shared walkway and dune deck. Enjoy the great ocean

443 Kitsys Point Road,



Corolla \$949,000

Style	Reverse Floor
List \$/Sqft	\$281
Square Ft	3381
Bedrooms	5
Baths	4 / 1
Parking	Carport
Taxes	\$4,578
List Date	5/23/2014
DOM	496
Age	21
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Dryer Connection, Gas Fireplace, Skylight, Washer Connection,

Comments: Style, charm, location, and well maintained. This gorgeous home is unique and has been lovingly maintained by the same owners for over a decade. Stunning



Active Listings

Subject Property

Address	SqFt	Age	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
									0

Active Listings

Address	SqFt	Age	Style	Bed	Bath	Parking	List Price	\$/Sqft	DOM
454 Pipsi Point	3524	21	Contemporar	5	4 / 1		\$1,049,000	\$298	319
474 North Cove	4474	21	Reverse Floor	8	8 / 1	1	\$1,295,000	\$289	168
456 Pipsi Point	4116	18	Reverse Floor	6	5 / 1	Carport	\$1,199,000	\$291	98
298 Longfellow Cove,	2917	20	Reverse Floor	5	4 / 2	Carport	\$1,048,000	\$359	631

Average: \$1,147,750 \$309 304



Active Listings

454 Pipsi Point Road,



Corolla \$1,049,000

Style	Contemporary,
List \$/Sqft	\$298
Square Ft	3524
Bedrooms	5
Baths	4 / 1
Parking	
Taxes	\$4,842
List Date	11/16/2014
DOM	319
Age	21
Lot Size	
Levels	

Features: Inter: All Window Treatments, Cathedral Ceiling(s), Wood Fireplace, Floor: Carpet, Ceramic Tile, Heat:

Comments: This 5 bedroom, 4.5 bath pine island home is located on a quiet cul-de-sac just steps to the ocean and the community amenities, including volleyball and

474 North Cove Road,



Corolla \$1,295,000

Style	Reverse Floor
List \$/Sqft	\$289
Square Ft	4474
Bedrooms	8
Baths	8 / 1
Parking	1 Car, Carport
Taxes	\$4,405
List Date	4/16/2015
DOM	168
Age	21
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Cedar Closet(s), Gas Fireplace, Master Bath, Pantry, Some Windows Treated,

Comments: This 8 bedroom pine island home offers the best of the outer banks life style for it's owners and guests. Two back from the oceanfront this home has ocean

456 Pipsi Point Road,



Corolla \$1,199,000

Style	Reverse Floor
List \$/Sqft	\$291
Square Ft	4116
Bedrooms	6
Baths	5 / 1
Parking	Carport
Taxes	\$4,709
List Date	6/25/2015
DOM	98
Age	18
Lot Size	
Levels	

Features: Inter: Cathedral Ceiling(s), Gas Fireplace, Master Bath, Wet Bar, Floor: Carpet, Tile, Wood, Heat: Central, Heat Pump,

Comments: This beautifully designed semi-oceanfront gem is perfectly positioned along a private cul-de-sac with the majestic corolla beachfront less than a 100 yards

298 Longfellow Cove,



Corolla \$1,048,000

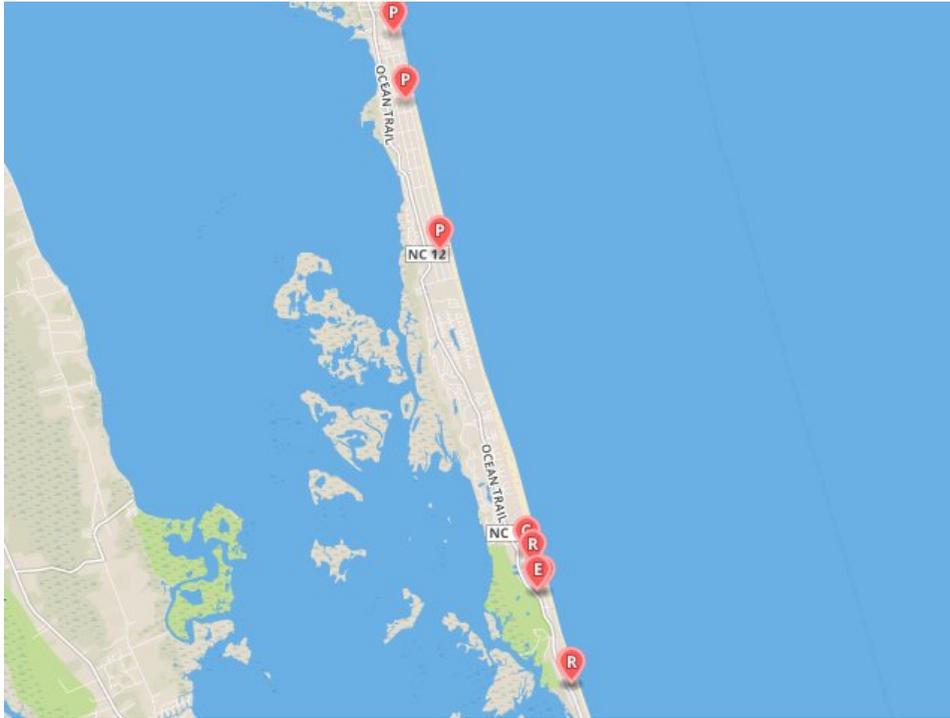
Style	Reverse Floor
List \$/Sqft	\$359
Square Ft	2917
Bedrooms	5
Baths	4 / 2
Parking	Carport
Taxes	\$4,800
List Date	1/8/2014
DOM	631
Age	20
Lot Size	
Levels	

Features: Inter: 9ft Ceilings, Dryer Connection, Gas Fireplace, Master Bath, Washer Connection,

Comments: Gorgeous semi-oceanfront home with stunning ocean and sound views. This home has a private pool, hot tub, kitchenett, gas fireplace, den with tv/vcr/dvd and



Map of All Properties



- Current listing (CL1) - 474 North Cove Road, Corolla, NC - \$1,295,000
- Current listing (CL2) - 298 Longfellow Cove, Corolla, NC - \$1,048,000
- Recent sale (RS1) - 410 Great Gap Point, Corolla, NC - \$941,000
- Recent sale (RS2) - 273 Whites Point, Corolla, NC - \$825,000
- Recent sale (RS3) - 453 Cove Road N, Corolla, NC - \$1,150,000
- Pending sale (PS1) - 835 Whalehead Drive, Corolla, NC - \$0
- Pending sale (PS2) - 1108 Franklyn Street, Corolla, NC - \$0
- Pending sale (PS3) - 1037 Whalehead Drive, Corolla, NC - \$0
- Expired listing (EL1) - 410 Myrtle Pond Road, Corolla, NC - \$1,189,000



Property Adjustments

Address	410 Great Gap Point, Corolla, NC	452 Pipsi Point Road, Corolla, NC	273 Whites Point, Corolla, NC	453 Cove Road N, Corolla, NC
Sq. Feet	3477	3250	3474	4900
Lot Size				
Style	Reverse Floor Plan, Coastal	Contemporary, Reverse Floor Plan	Reverse Floor Plan	Contemporary
Beds	5	7	5	8
Baths	5 / 1	5 / 1	4 / 1	5 / 1
Parking	None	Carport		
Age	This semi oceanfront you will be happy to see! Located on quiet cul-de-sac, it	Enjoy great ocean views from this magnificent, well maintained semi-ocean front home	Island beach house is a luxurious "home away from home". Tastefully	Consistently earning nearly \$95,000 in annual rental income, this expansive,
List Price	\$999,000	\$1,099,000	\$925,000	\$1,245,000
Sale Price	\$941,000	\$950,000	\$825,000	\$1,150,000
Adj.	\$99,470	\$360	\$106,970	(\$139,470)
Adj Sale Price	\$1,040,470	\$950,360	\$931,970	\$1,010,530
Adjustment Details	Bedroom \$30,000	Bedroom (\$30,000)	Bathroom \$7,500	Bedroom (\$30,000)
Avg. Adjusted Sales Price:	Interior Design, Feature, & Upgrades \$40,000	Bedroom (\$30,000)	Bedroom \$30,000	Bedroom (\$30,000)
	Living Area \$29,470	Living Area \$45,360	Interior Design, Feature, & Upgrades \$40,000	Interior Design, Feature, & Upgrades (\$50,000)
		Year Built \$15,000	Living Area \$29,470	Living Area (\$29,470)



Strategic pricing for optimal sales price

Pricing Your Property Is A Balancing Act

On the one hand, you want to set a listing price that maximizes interest among qualified, motivated buyers who will be willing to pay top dollar for your property. Indeed, such buyers will ultimately determine your property's top market value.

On the other hand, you do not want to set a listing price that attracts a lot of buyer prospects, but sets the stage for negotiations that result in your getting less than what your property is really worth.

Your Home's Actual Market Value

In a perfect world, your home's value would be everything you think and need it to be. However, simply put, your home's value is not determined by you, but by what the market is willing to pay for it at a given time. These days, the "market" increasingly refers to home buyers who have researched property values over the Internet for months, have already viewed a number of homes, and are not under any undue pressure to buy.

You can determine a value range for your home by looking at the recent sale prices and current asking prices of homes similar to yours in your area. That is why I've prepared a Comparative Market Analysis (CMA) that includes a variety of "comparable" homes drawn from the local Multiple Listing Service (MLS).

The Bottom Line: REALISTIC IS STRATEGIC!

On average, serious buyers look at about fifteen properties before they make an offer. Doing so gives them a basis for determining how competitively a property is priced, both in terms of the market generally and what they are looking for specifically.

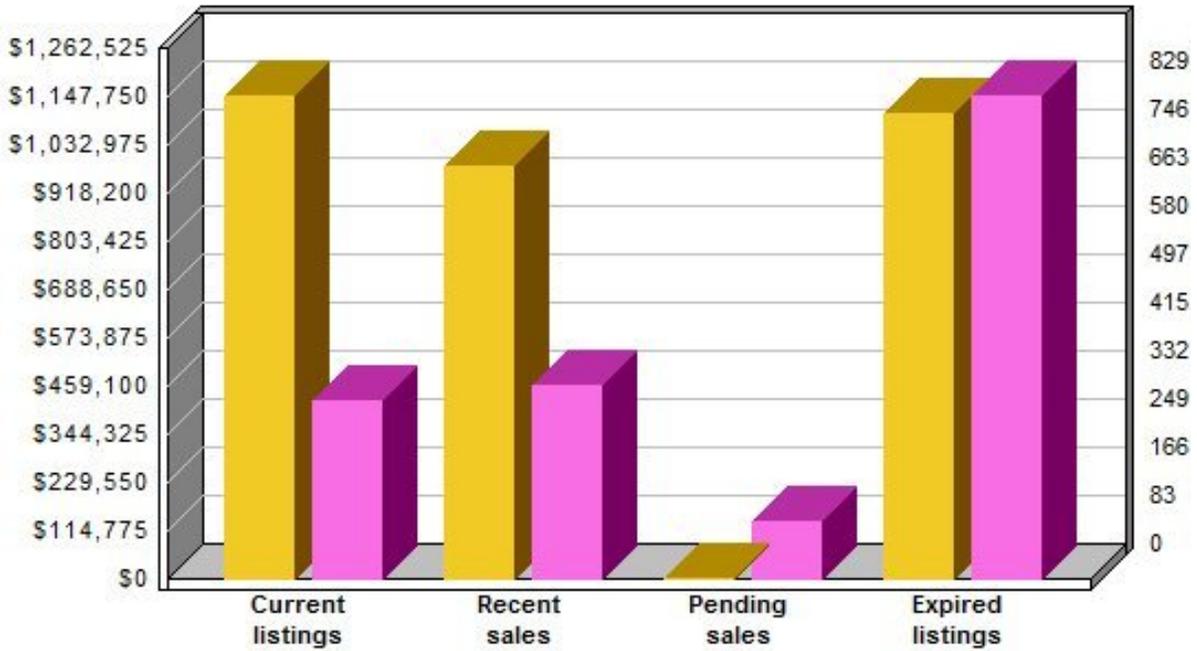




Average Selling Price

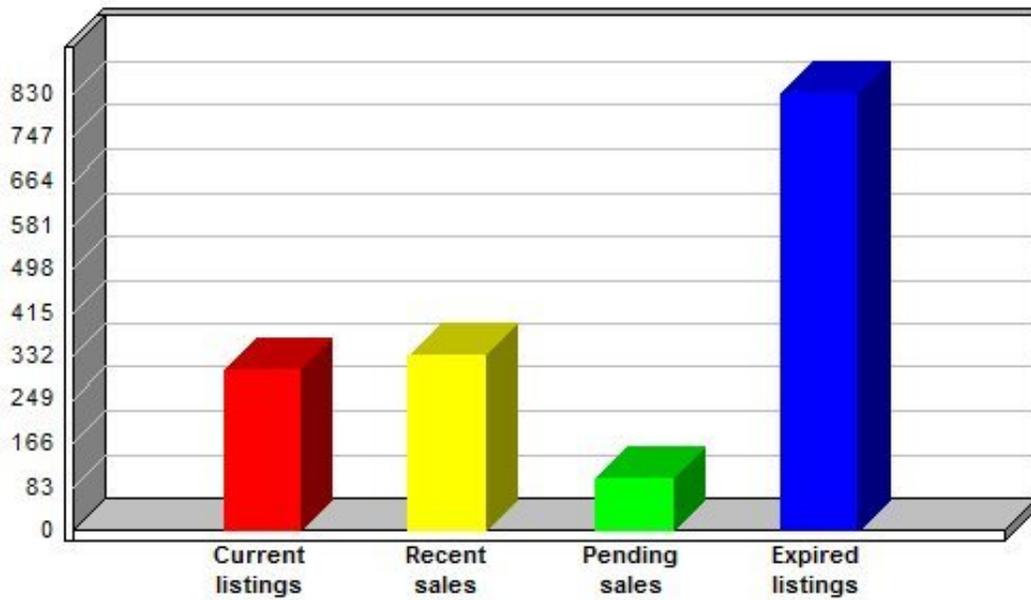
Average Selling Price

Average Days on Market





Average Days on Market





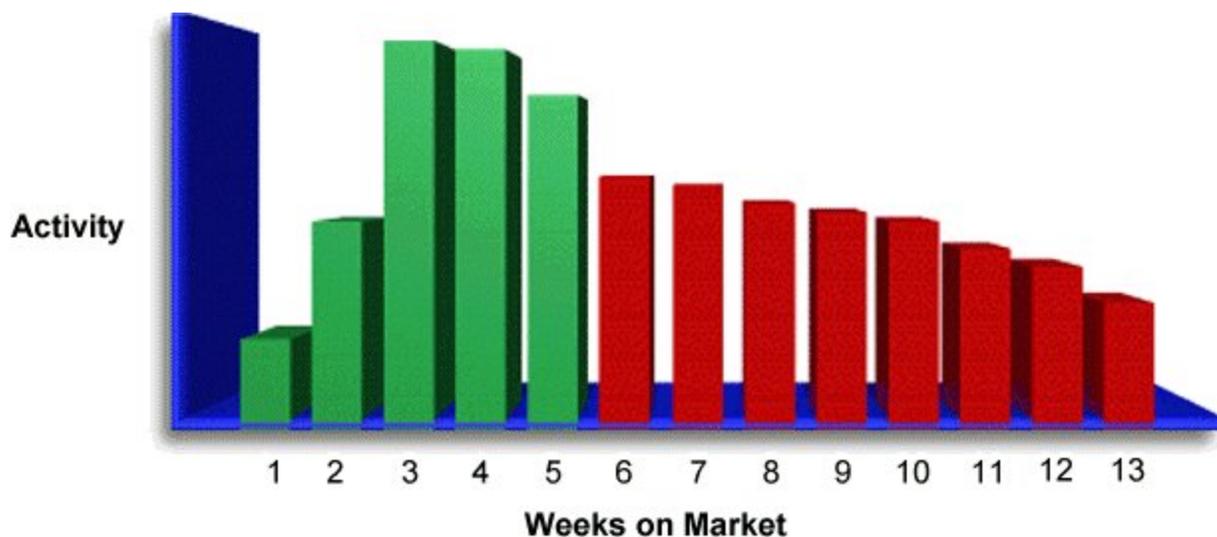
Market Activity

Your Home's Optimum Time-On-Market

General definitions of market value usually say that it is the price a home should sell for when it has been on the market for anywhere from three weeks to two months.

However, if you want top dollar for your home, experience shows that you should try to get and accept a solid offer sometime during *the third to fifth weeks that it's on the market*. It is during this three-week "window" that your home will enjoy maximum market exposure and buyer interest.

Beyond five weeks your home will increasingly be viewed as a "stale" listing -- i.e. as a commodity with a history of being rejected by other buyers. Consequently, there will be less interest, less showings, less offers and less likelihood that you'll get your asking price.



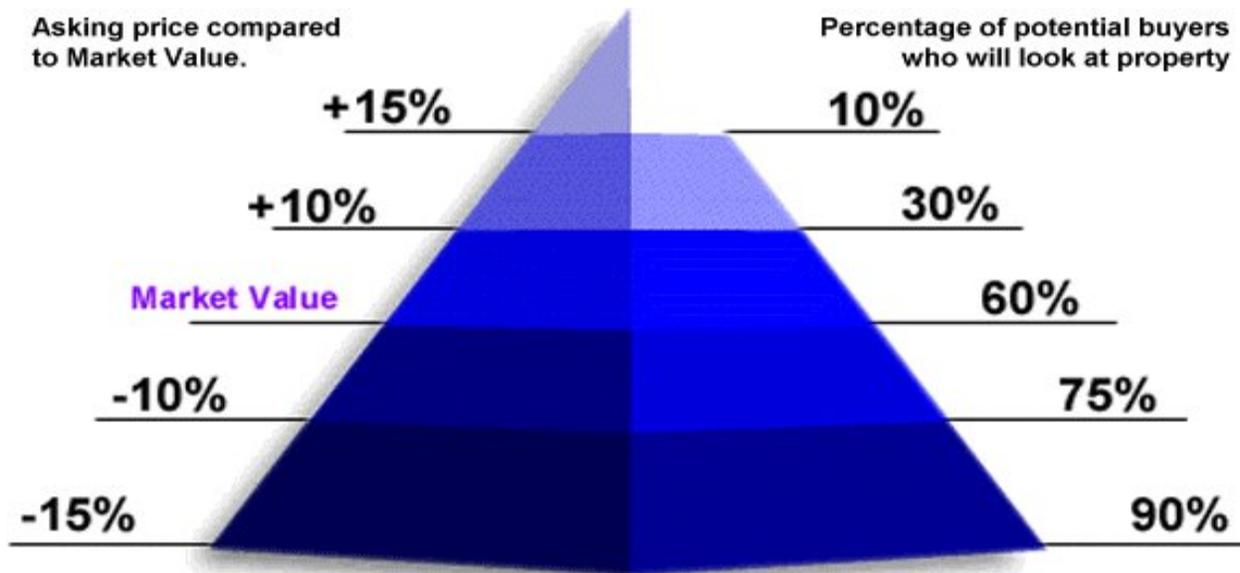


Pricing Pyramid

How you price your home will directly impact upon how many buyers, showings and offers you attract, and ultimately to how easily it sells. At the pyramid's center is the fair market value at which a reasonable percentage of buyers would view and purchase your home. When you underprice your home you'll attract a greater percentage of buyers, and when you overprice it you'll attract a lesser percentage of buyers.

Based on the average of adjusted sales price of sold comparables (page 17), the market value of your home is \$983,334.

10% over market value equals \$1,081,667, and 10% under market value equals \$885,001.





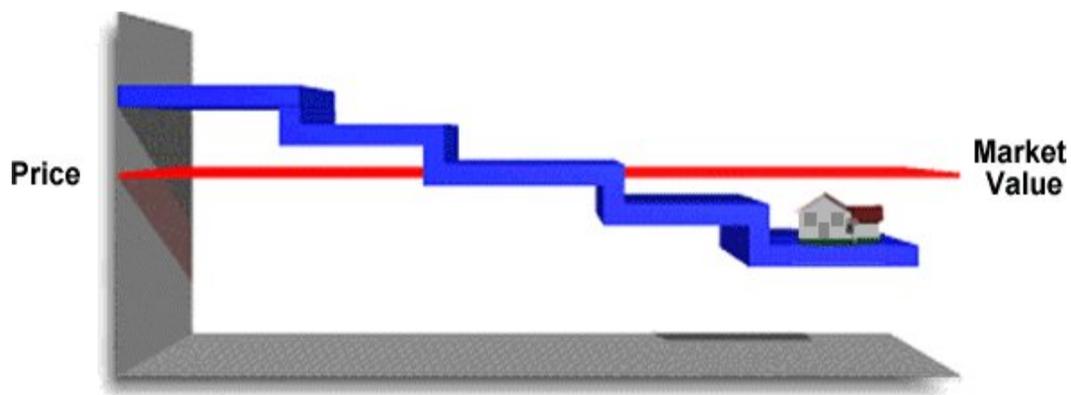
The Consequences of Overpricing

The strategy of overpricing your property -- knowing that you can reduce the price later -- might make sense at first glance. However, it seldom works. In fact, sellers who overprice their properties -- even just 10% above market value -- often end up getting less than they would if they had priced it properly from the start.

Here is why:

- A high price on your property makes other comparable properties more attractive, so you actually help to sell your competition.
- Fewer buyers will respond to ads, fewer agents will show your property to their buyer clients, and you'll get fewer serious offers.
- Inflated prices can lead to mortgage rejections and critical lost time waiting for finance approvals that may not go through.
- Reducing the price after buyers have begun to perceive your home as a "stale" listing will not generate nearly as much interest as if you'd priced it properly from the start.

This is why precisely pricing your property to coincide with its window of maximum market exposure and buyer interest is so important.





Price Recommendation

On the basis of viewing your home, my knowledge of the local market, and the recent sale prices of comparable homes in your area, I would recommend that you list your home in the following price range:

Low of \$999,900 to a High of \$1,099,900.

If you have any questions or would like more information, please do not hesitate to call or email me. Thanks again for this opportunity to be of service to you.



Recent Testimonials

Here are a few testimonials from some of my recent clients. I have many others too.

Tim is exactly the type of agent we needed; knowledgeable, thorough, a gentleman and an advocate on our behalf. We never felt pushed but rather, the sale moved at a comfortable pace. In the end when so much attention is needed, Tim was there for every step. Since we closed electronically, Tim was our physical presence at the closing. I would highly recommend Tim as your agent!

Vick Day

Tim has the knowledge and patience to work through any real estate transaction. We searched the island from N to S and found our home. It was always a pleasant dialogue throughout the process. I highly recommend Tim. He is the ultimate professional!!

Rich Tiberio

For my first purchase in NC, I started with a year long search using the REMAX Surfside website. The best of all I have used. I used this method with occasional calls to Tim for nearly a year before actually looking at a house. There was never any pressure, only patience and answers. When we started to actually "look," Tim was completely on our side. His insights about the area, the process and matters specific to rental properties were invaluable and saved us time and money. In negotiating our purchase, Tim highlights the difference between a sales processor and a Real Estate Sales Advisor. He managed inspections, legal matters and checked off our needs efficiently and completely. He is experienced, and at ease with the entire business model of a rental home business. He continues to help us with contractor and services providers in the area and is a trusted friend for this owner who lives two hours away.

Rob Tulloss



My Commitment to You

As you've seen from this presentation, there are many factors that go into the successful sale of a home for top dollar.

Your home must be priced competitively, receive maximum market exposure, and be presented in a way that highlights its unique character and features. There is also much the home owner can do to improve the home's saleability and to create an appealing atmosphere during showings. Lastly, there's the effective negotiation of the sale price, followed by an organized completion of the transaction.

I know how to handle every aspect of the sales process, from strategically marketing your home to ensuring that everything's signed, sealed and delivered by the closing date -- and I keep you fully informed every step of the way.

When you list your home with me I promise to provide you with first-class real estate service so you get top market value for your home and that the whole experience is as enjoyable and inconvenience-free for you as possible.

That is my commitment to you, and I look forward to being of service!

A handwritten signature in blue ink that reads "Tim Lancsek".

Tim Lancsek, Broker-Realtor
RE/MAX Surfside