

# What's Your Home Worth?

A **Comparative Market Analysis (CMA)** is a report created by a real estate professional that estimates a home's current value compared to similar properties currently for sale (or recently sold) in the same area. It's a great tool for buyers, sellers or just those who are curious how their home stacks up to others in the area.

## For Buyers

- Helps make an informed offer
- Offers guidance on price
- Provides market clarity

## For Sellers

- Determines what home is likely to sell for
- Ensures home is competitively priced
- Provides negotiation leverage

## For Homeowners That Aren't Selling

- Provides a baseline for a future decision to stay or sell
- Tracks home equity and value
- Helps plan for renovations and improvements

## What's In a CMA?

### Data

Size, rooms, age, condition, etc.

### Comparable Sales (Comps)

3-5 homes sold recently

### Current Listings

Other similar homes for sale

### Pending

Nearby homes under contract

### Market Analysis

Days on market, other local trends

### Adjustments

Price changes made to account for differences (e.g., pool, garage, etc.) between home and other homes for sale

### Valuation Range

Suggested price range

Interested in a free, no-obligation CMA? Let me know and I'll be happy to run one for you! And oh, by the way...I'm never too busy for any of your referrals!