



Comparative Market Analysis

This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice .

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Researched and prepared by

Amber Gifford, Realtor®

Prepared exclusively for

Prepared on
October 18, 2023

Subject Property

18551 Half Moon TRL

Humble

77346-4071



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Comparative Market Analysis

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Humble, 77346

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Summary of Comparable Listings

This page summarizes the comparable listings contained in this market analysis.

Sold Listings

Address	Price	Beds	Bth F	Bth H	Ttl SqFt	\$/SqFt	Lot SF	Yr Blt	Sold Date
18551 Half Moon TRL		3	2		2135		7897	2002	
18523 Half Moon Trail	\$250,000	3	2	0	1,934	\$129.27	6,865	2002	08/31/2023
17919 Yukon Pass Drive	\$292,000	3	2	0	1,838	\$158.87	7,110	2005	08/04/2023
12922 Maples Perch Court	\$299,900	3	2	0	1,875	\$159.95	7,080	2003	08/28/2023
18518 Blanca Springs Court	\$302,500	3	2	0	1,885	\$160.48	6,791	2002	06/23/2023
18307 Yellowstone Trail	\$307,500	3	2	0	2,148	\$143.16	10,202	2005	09/01/2023
18310 Otter Creek Trail	\$335,000	4	2	0	2,308	\$145.15	7,200	2002	08/01/2023
Averages:	\$297,817	3.2	2.0	0.0	1,998	\$149.48	7,541		

	Low	Median	Average	High	Count
Comparable Price	\$250,000	\$301,200	\$297,817	\$335,000	6
Adjusted Comparable Price	\$275,075	\$309,200	\$305,667	\$321,250	6

On Average, the 'Sold' status comparable listings sold in 18 days for \$297,817





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CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
18551 Half Moon TRL	18523 Half Moon Trail		17919 Yukon Pass Drive	
MLS #	12047291		74955470	
DOM	11		24	
CDOM	11		24	
List Price	\$260,000		\$292,000	
List Date	07/13/2023		06/01/2023	
Status	Sold		Sold	
Prop Type	Single-Family		Single-Family	
Sub Type				
Subdivision	Eagle Spgs Sec 07	Eagle Springs	Eagle Springs	
Building SqFt	2135	1,934	1,838	22,275
Lot Size	7897	6,865	7,110	
Beds	3	3	3	
Baths - Full	2	2	2	
Baths - Half		0	0	
# of Stories		1	1	
Year Built	2002	2002	2005	
Gar # of Spcs		2	2	
Garage Desc		Attached Garage	Attached Garage	
Pool - Private		No	No	
Fireplace		1	1	
SP/LP %		96.15%	100.00%	
\$/SqFt		\$129.27	\$158.87	
Close Cst Pd		0	0	
Rep/Allow Pd		0	0	
Sold Price	\$250,000		\$292,000	
Sold Date	08/31/2023		08/04/2023	

Price	\$250,000	\$292,000
Total Adjustments	\$25,075	\$22,275
Adjusted Price	\$275,075	\$314,275





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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
18551 Half Moon TRL		18518 Blanca Springs Court		12922 Maples Perch Court	
MLS #		11949458		41011823	
DOM		12		17	
CDOM		12		17	
List Price		\$299,000		\$299,900	
List Date		05/23/2023		07/13/2023	
Status		Sold		Sold	
Prop Type		Single-Family		Single-Family	
Sub Type					
Subdivision	Eagle Spgs Sec 07	Eagle Springs		Eagle Springs	
Building SqFt	2135	1,885	18,750	1,875	19,500
Lot Size	7897	6,791		7,080	
Beds	3	3		3	
Baths - Full	2	2		2	
Baths - Half		0		0	
# of Stories		1		1	
Year Built	2002	2002		2003	
Gar # of Spcs		2		2	
Garage Desc		Attached Garage		Attached Garage	
Pool - Private		No		No	
Fireplace		1			
SP/LP %		101.17%		100.00%	
\$/SqFt		\$160.48		\$159.95	
Close Cst Pd		0		6,000	-6,000.00
Rep/Allow Pd		0		1,525	-1,525
Sold Price		\$302,500		\$299,900	
Sold Date		06/23/2023		08/28/2023	

	Price	\$302,500	\$299,900
	Total Adjustments	\$18,750	\$11,975
	Adjusted Price	\$321,250	\$311,875





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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
18551 Half Moon TRL		18307 Yellowstone Trail		18310 Otter Creek Trail	
MLS #		51798845		41793672	
DOM		28		17	
CDOM		28		39	
List Price		\$315,000		\$345,900	
List Date		06/28/2023		06/09/2023	
Status		Sold		Sold	
Prop Type		Single-Family		Single-Family	
Sub Type					
Subdivision	Eagle Spgs Sec 07	Eagle Springs		Eagle Springs	
Building SqFt	2135	2,148		2,308	-12,975
Lot Size	7897	10,202		7,200	
Beds	3	3		4	-5,000
Baths - Full	2	2		2	
Baths - Half		0		0	
# of Stories		1		1	
Year Built	2002	2005		2002	
Gar # of Spcs		2		2	
Garage Desc		Attached Garage		Attached Garage	
Pool - Private		No		No	
Fireplace		1		1	
SP/LP %		97.62%		96.85%	
\$/SqFt		\$143.16		\$145.15	
Close Cst Pd		0		0	
Rep/Allow Pd		2,500	-2,500	500	-500
Sold Price		\$307,500		\$335,000	
Sold Date		09/01/2023		08/01/2023	

Price	\$307,500	\$335,000
Total Adjustments	\$-2,500	\$-28,475
Adjusted Price	\$305,000	\$306,525

Researched and prepared by **Scotty Gifford**

FYI Realty-Katy





Pricing Recommendation

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

Sell Price Statistics

Average Price: \$305,700
High Price: \$321,300
Median Price: \$309,200
Low Price: \$275,100

Sell Price Per Sq. Ft Statistics

Average Price/Sq Ft: \$154.13
High Price/Sq Ft: \$170.99
Median Price/Sq Ft: \$154.28
Low Price/Sq Ft: \$132.81

Figures are based on selling price after adjustments and rounded to the nearest \$100.

Summary...

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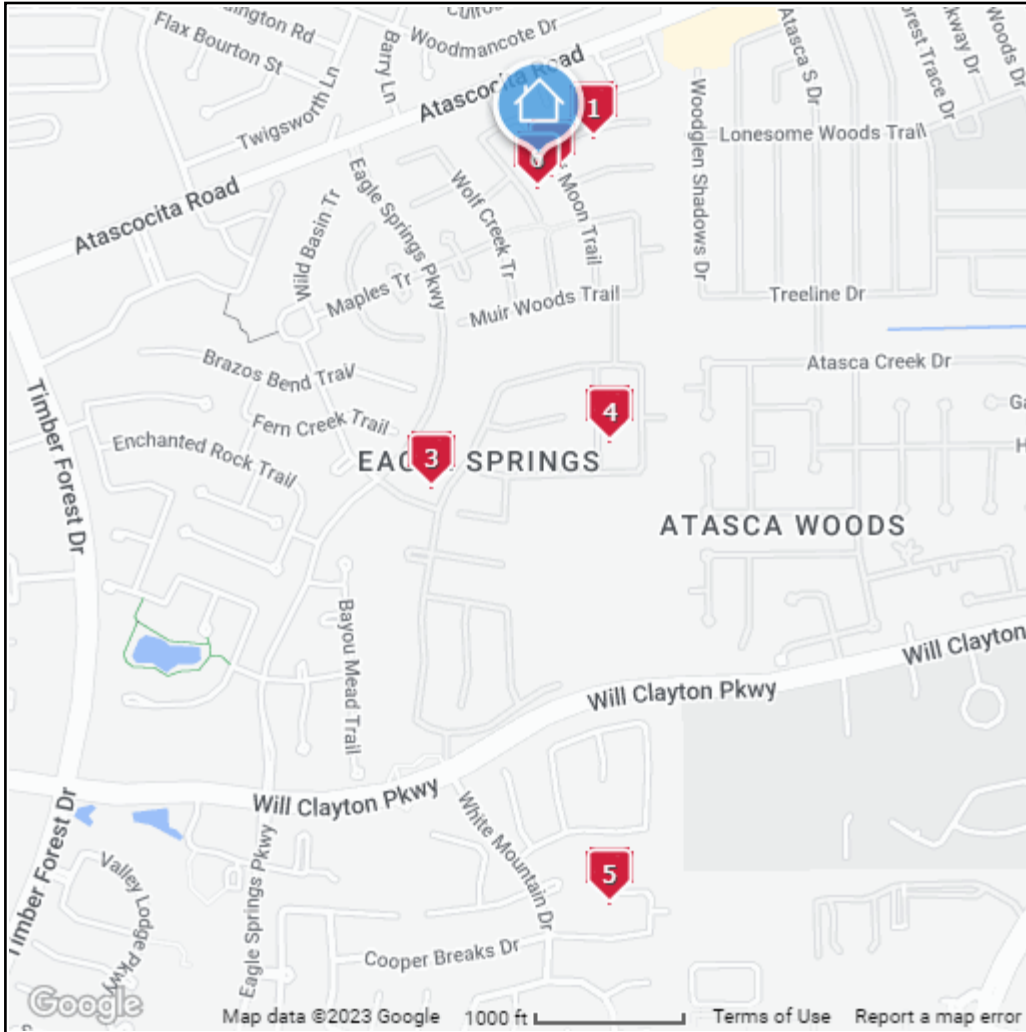
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CMA Map Layout

This page displays the Map for the CMA Subject and your comparables.



- 18551 Half Moon TRL
- 1 12922 Maples Perch CT
- 2 18523 Half Moon TRL
- 3 18307 Yellowstone TRL
- 4 18310 Otter Creek TRL
- 5 17919 Yukon Pass DR
- 6 18518 Blanca Springs CT





Comparative Market Analysis

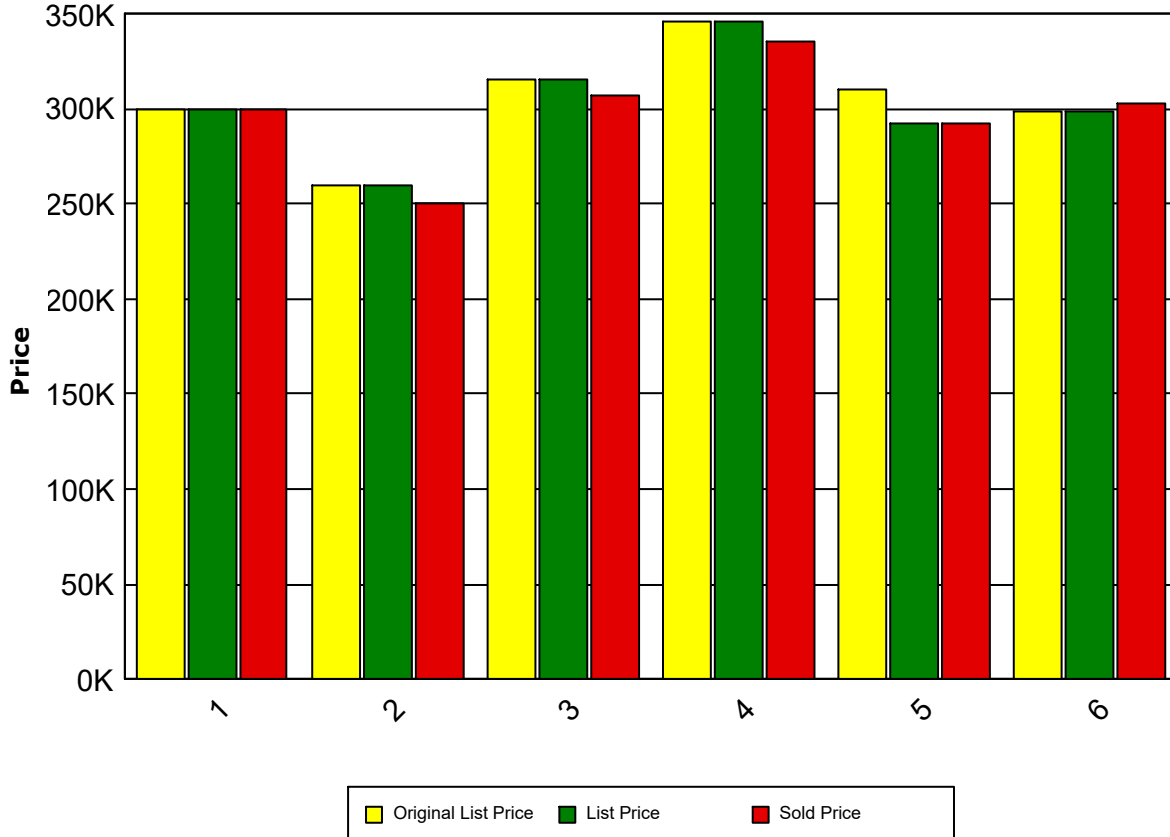
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Price History of All Properties



This graph illustrates the original price and list price, along with the sale price in Sold listings.

Price History Chart



1		12922 Maples Perch Court Cumulative Days on Market (CDOM): 17	List Date: 07/13/2023 List Price: \$299,900	S Price: \$299,900 S Date: 8/28/2023
2		18523 Half Moon Trail Cumulative Days on Market (CDOM): 11	List Date: 07/13/2023 List Price: \$260,000	S Price: \$250,000 S Date: 8/31/2023
3		18307 Yellowstone Trail Cumulative Days on Market (CDOM): 28	List Date: 06/28/2023 List Price: \$315,000	S Price: \$307,500 S Date: 9/1/2023
4		18310 Otter Creek Trail Cumulative Days on Market (CDOM): 39	List Date: 06/09/2023 List Price: \$345,900	S Price: \$335,000 S Date: 8/1/2023



5		17919 Yukon Pass Drive Cumulative Days on Market (CDOM): 24	List Date: 06/01/2023 List Price: \$292,000	S Price: \$292,000 S Date: 8/4/2023
6		18518 Blanca Springs Court Cumulative Days on Market (CDOM): 12	List Date: 05/23/2023 List Price: \$299,000	S Price: \$302,500 S Date: 6/23/2023





Market Analysis Explanation

This is an explanation and overview of this market analysis.

This Comparative Market Analysis will help to determine the correct selling price of your home. Ultimately, the correct selling price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1. Comparable homes that are currently for sale
2. Comparable homes that were recently sold
3. Comparable homes that failed to sell

Looking at similar homes that are currently offered for sale, we can assess the alternatives that a serious buyer has from which to choose. We can also be sure that we are not under pricing your home.

Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

This Comparative Market Analysis has been carefully prepared for you, analyzing homes similar to yours. The aim of this market analysis is to achieve the maximum selling price for your home, while being able to sell your home within a relatively short period of time.





Sources of Buyers

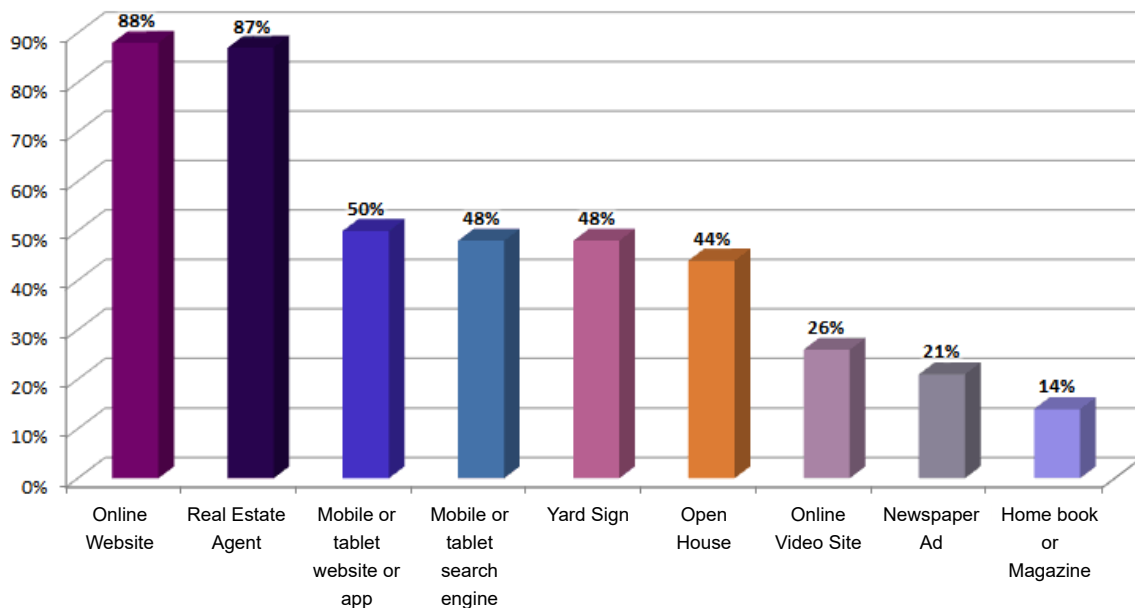
This page illustrates the primary sources of buyers for your property.

When you want a buyer, come to us first

There are several excellent reasons for selecting a professional Real Estate Agent to handle the sale of your property. For starters, our long-standing real estate expertise gives us the ability to network with other firms' agents to promote your property to the widest possible audience, including the Internet. Selling your property depends on a lot more than advertising and signage – it takes referrals, word-of-mouth advertising, and networking.

Sources of Buyers

Source: National Association of REALTORS 2014 Profile of Homebuyers

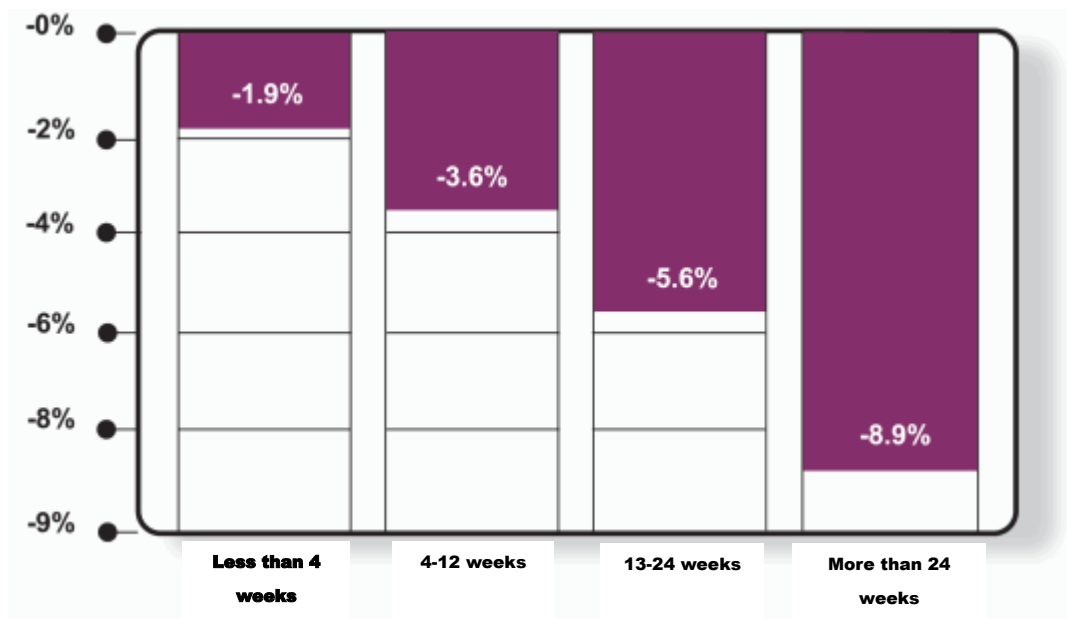




The Effect of Overpricing

This chart highlights the importance of pricing correctly at market value.

This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



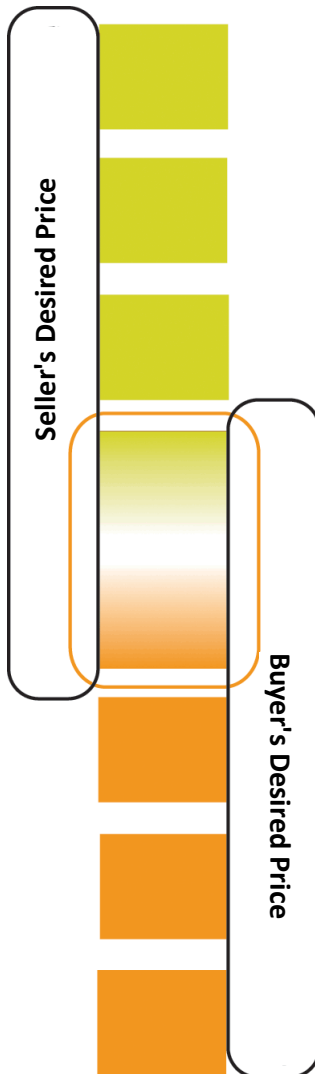
- - Put your best foot forward immediately
- - Establish a competitive asking price
- - Keep your home in top showing condition
- - Offer favorable financing terms





Setting the Price

This chart highlights the importance of pricing correctly at market value.



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

Establishing market value

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

Look at the competition

Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.





The Benefits of Using a Professional REALTOR®

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs or other issues that need to be completed before closing.





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FEAR,
LEARN THE
FACTS



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