



How To Read Today's Market!

3 (not so simple) Steps To Discovering Your Property's Market Value

- Step 1. You must be objective. Take off your seller's hat and put on the hat of an impartial analyst. Look at your property through the eyes of the buyer.
 - Step 2. Look at the following general market data:
 - ✓ The local, state and national economic picture with emphasis on the employment and population growth
 - ✓ Interest rates
 - ✓ Housing supply/demand for the community and for your specific neighborhood
 - ✓ How quickly are properties selling
- Step 3. Compare your property to comparable properties in the following four categories to appraise how yours objectively stacks up:
 - ✓ Current competitive listings
 - ✓ Current competitive properties under contract or waiting to close
 - ✓ Recent competitive "SOLDS" (past 24 months with special emphasis on the last 6 months)
 - ✓ Properties that failed to sell in the past 12 months

OR

I will do the research. I will provide you with a comprehensive comparative market analysis (CMA).

Call me. I am always happy to help and guide you to ensure your selling process goes as smoothly as possible. Karyn Murphy 708.278.6996 Managing Broker and Owner of

KamBri Realty, LLC