



COMPARATIVE MARKET ANALYSIS

San Jose Ave, San Francisco, CA 94110



Stagesite-4 Test

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Agent Resume



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“As your local real estate expert, I look forward to assisting you with everything you need to sell in today's market. I believe that my experience and knowledge can be a very valuable asset to you as you take next steps.

”

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About STAGE SITE4

We value teamwork and collaboration so that our clients can see excellence in our work. Our team of committed professionals actively embraces these core values.

OUR MISSION

Quality: We aim to deliver only excellence and exceed expectations in everything we do.

Agility: We pivot when needed to tackle projects from the right angles.

Courage: We make decisions and act in the best interests of our clients-- even in the face of personal or professional adversity. Respect and

Trust: We treat our clients and each other with dignity and respect at all times.

OUR VISION

We are passionate about always providing value to our clients. We are dedicated to providing a world-class service. We harness experience and integrity to consistently pursue impressive results as the signature of our service.



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THE VALUE OF AN AGENT



Experience

92% of the homes in the US are sold using an agent or a broker.



Trusted

90% of buyers would use their agent again or recommend their agent to others.



Profit

40% more on average when selling with an agent instead of doing for sale by owner (FSBO).



Effective

36% of FSBO sales end up working with an agent instead



Efficient

20% days faster to sell a home with an agent than FSBO



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HOW BUYERS GET THEIR INFO

Understanding where buyers get their information helps you, as a seller, get a better perspective on what a buyer is expecting to pay. The following four areas are the most common sources of their information:



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WHAT FACTORS INFLUENCE PRICING?

A home's sale value is based on what potential buyers will pay. Knowing what they're looking for in a home can help you get top dollar. Here are ten factors potential buyers consider when comparing homes.



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WHAT IS A CMA?

No two homes are identical. This is why putting a price on a home can be a challenging task. This is why a Comparative Market Analysis, or CMA, is extremely useful. The price range provided in your CMA can be used as a guide for setting the ideal listing price for your property.



Building a CMA involves finding homes that are similar to your property, creating a comparison of its age, size, location, and features. Current market data is then used to determine a fair value and provide you with a realistic starting point when it comes to pricing your home.



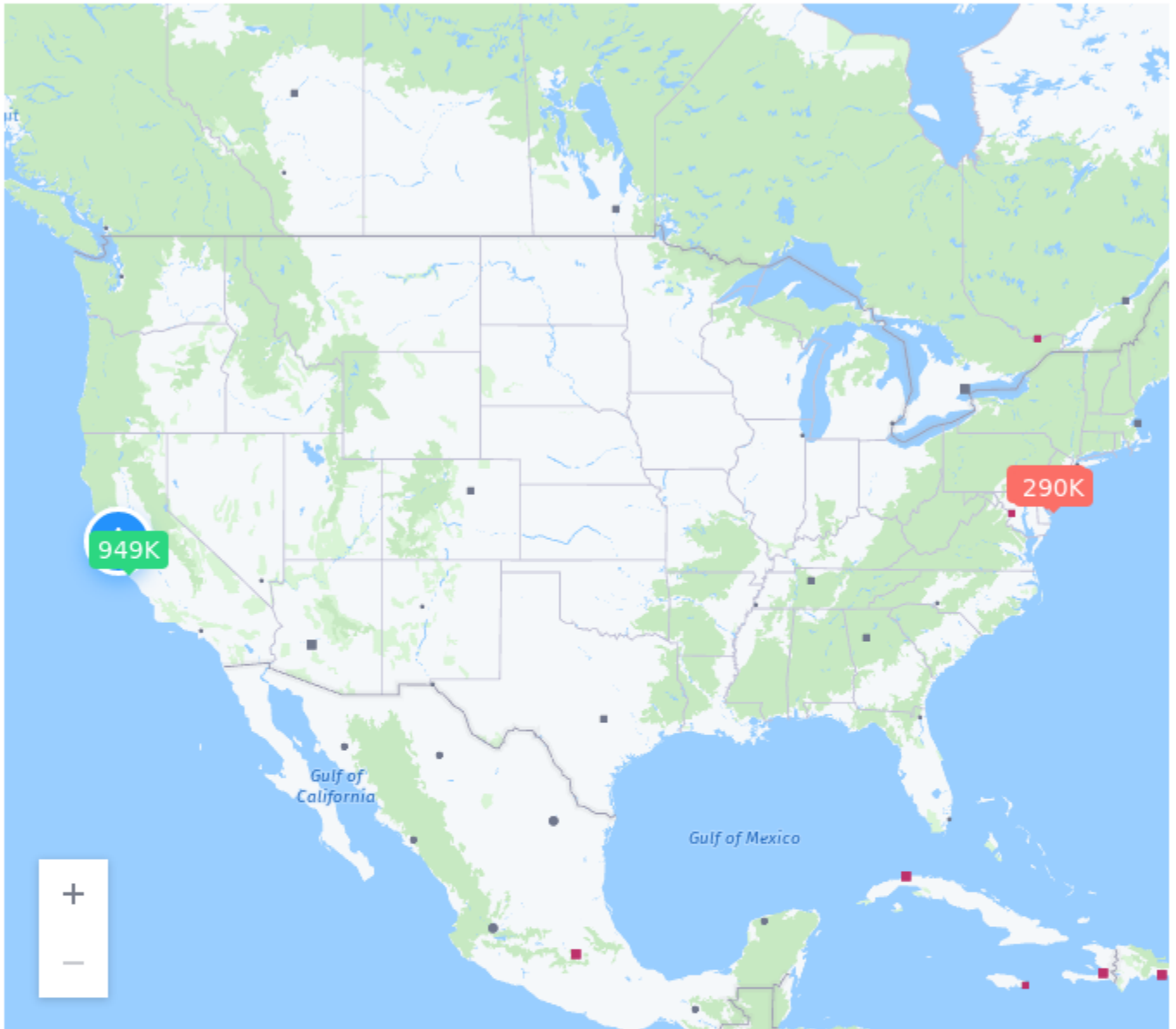
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LISTINGS MAP

San Jose Ave, San Francisco, CA 94110



■ Active ■ Pending ■ Sold



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COMPARABLES

Address & Feature	BD/BA	Sqft	Price	\$/sq. ft.	Lot Size	DOM
47 GOLF CLUB WAY Marlton NJ 08053 Condo Sold	2/2.5	1,463	\$290K	\$198	2,750 Sqft	19
435 S 51ST ST Philadelphia PA 19143 Multi-Family, Townhouse Sold	--/--	3,180	\$450K	\$141	2,000 Sqft	--
3290 Cropley AVE San Jose CA 95132 Townhouse Active	4/3.0	1,452	\$949K	\$653	1,698 Sqft	2



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47 GOLF CLUB WAY

List Price	Sold Price	Sold Date	DOM	Status	MLS #:
\$ 269,000	\$ 290,000	05/16/2022	19	Sold	NJBL2020036

Key Detail

Bed:	2
Lot Size:	2,750 Sqft
Bath:	2.5
Year Built:	1986
Garage Spaces:	1.0
Sqft:	1,463
HOA Fee:	\$ 365/Annually

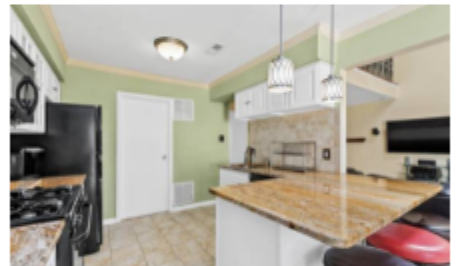
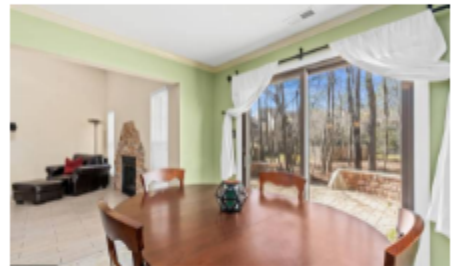
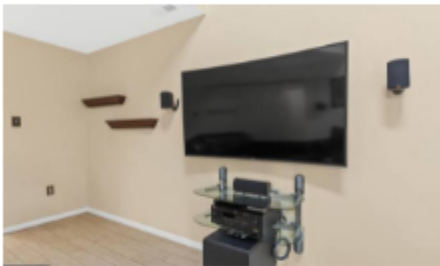
Property Description

This home has been updated and customized with luxury in mind. 47 Golf Club Way is a 2 story town home with a large loft and oversized garage in the private Pine Tree Mews section of Kings Grant. There are many unique features for you to enjoy, including beautiful tile plank flooring through the hall and living room, custom rod iron stair railing up the steps and in the loft, upgraded 2 zone HVAC (replaced in 2014), custom stone fireplace with insert (2014) for those chilly nights, a skylight, a full house sound system and all windows were replaced in 2016. The new modern kitchen has a brand new dishwasher, updated appliances and granite countertop. All bathrooms have fixtures from Restoration Hardware. The back patio is custom EP Henry pavers and the wooded lot provides ideal privacy. The owner prefers furniture and TVs to be negotiated to stay with the home- (Both bedrooms and kitchen furniture Pottery Barn, 65" curved Samsung TV). You will not find another unit like this in Kings Grant. Carpets were just professionally cleaned, furniture was professionally polished and the home has been maintained by a cleaning service for years. Desirable private location yet just a short drive to some of the best restaurants and popular shopping in SJ!

Features

Heating: forced air

47 GOLF CLUB WAY MLS #: NJBL2020036



435 S 51ST ST

List Price	Sold Price	Sold Date	DOM	Status	MLS #:
\$ 497,000	\$ 450,000	04/04/2022	0	Sold	PAPH2057546

Key Detail

Lot Size: 2,000 Sqft

Year Built: 1925

Sqft: 3,180

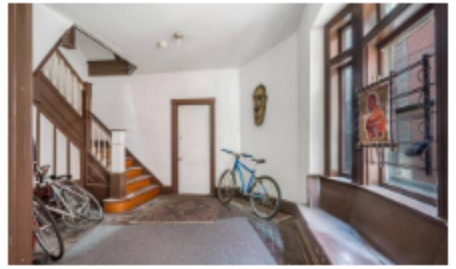
Property Description

Parkview! Amazing 4 unit twin facing the park is the perfect addition to your rental portfolio! The ROI is great as-is, but there is even more upside potential with smart building improvements and as the neighborhood continues to grow. 1st fl front unit is a 1 bedroom bi-level, recently updated, with lower level areas. 1R is also a 1 bedroom unit, recently updated, with direct access to the yard space. Unit 2 is a full floor, railroad style, 2 bedroom unit with great light and park views out of the front windows. Top floor unit is a large 2 bedroom space with a great long term tenant. All utilities are fully separated and separately metered. The building operates at a fantastic cap rate of over 7, even when factoring in all operating expenses. Great location close to Baltimore ave, public transportation options, area Universities. It just makes sense. Buy today, collect rents tomorrow, congratulate yourself on a wise investment every day after.

Features

Heating: radiator

435 S 51ST ST MLS #: PAPH2057546



3290 CROPLEY AVE

List Price	Sold Price	Sold Date	DOM	Status	MLS #:
\$ 949,000	-	-	2	Active	ML81887682

Key Detail

Bed:	4
Lot Size:	1,698 Sqft
Bath:	3.0
Year Built:	1972
Garage Spaces:	2.0
Sqft:	1,452
HOA Fee:	\$ 425/Monthly

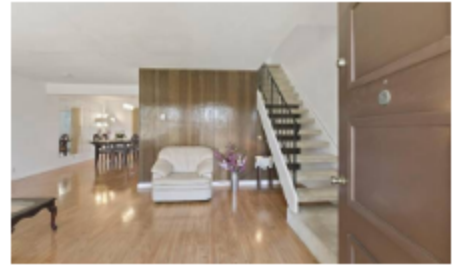
Property Description

Spacious Berryessa Townhome near foothills. Kitchen is equipped with new range/oven, dishwasher, cabinets, counters, exhaust fan and sink. Dining area with new elegant overhead lighting. All bathrooms furnished with new cabinets and sinks. Primary bath also has new shower doors. All bedrooms, upstairs hall and stairs are carpeted. Dining and living areas have laminated flooring. Linoleum floors in kitchen and bathrooms. New window blinds at sliding glass door to private patio/yard and in primary bedroom. Park Row Community has pool/spa and greenbelts. Near Berryessa Creek Park, groceries, and restaurants. Convenient access to 680, 880, and Milpitas BART.

Features

Heating: wall furnace

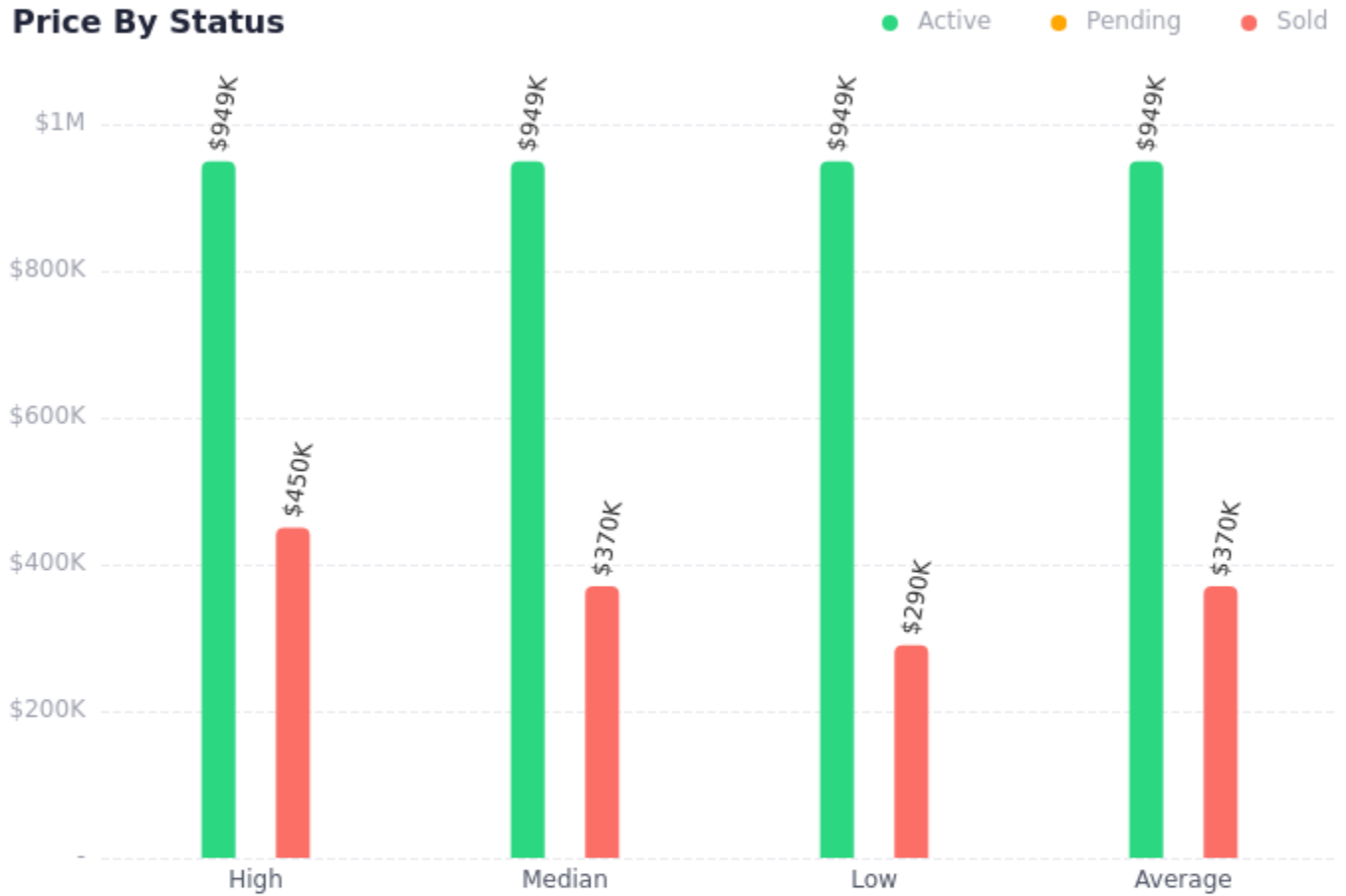
3290 CROPLEY AVE MLS #: ML81887682



PROPERTY AVERAGES

Sqft	Price	\$/sq. ft.	Lot Size	Days on Market
2,032	\$563K	\$331	2,149	10

Price By Status



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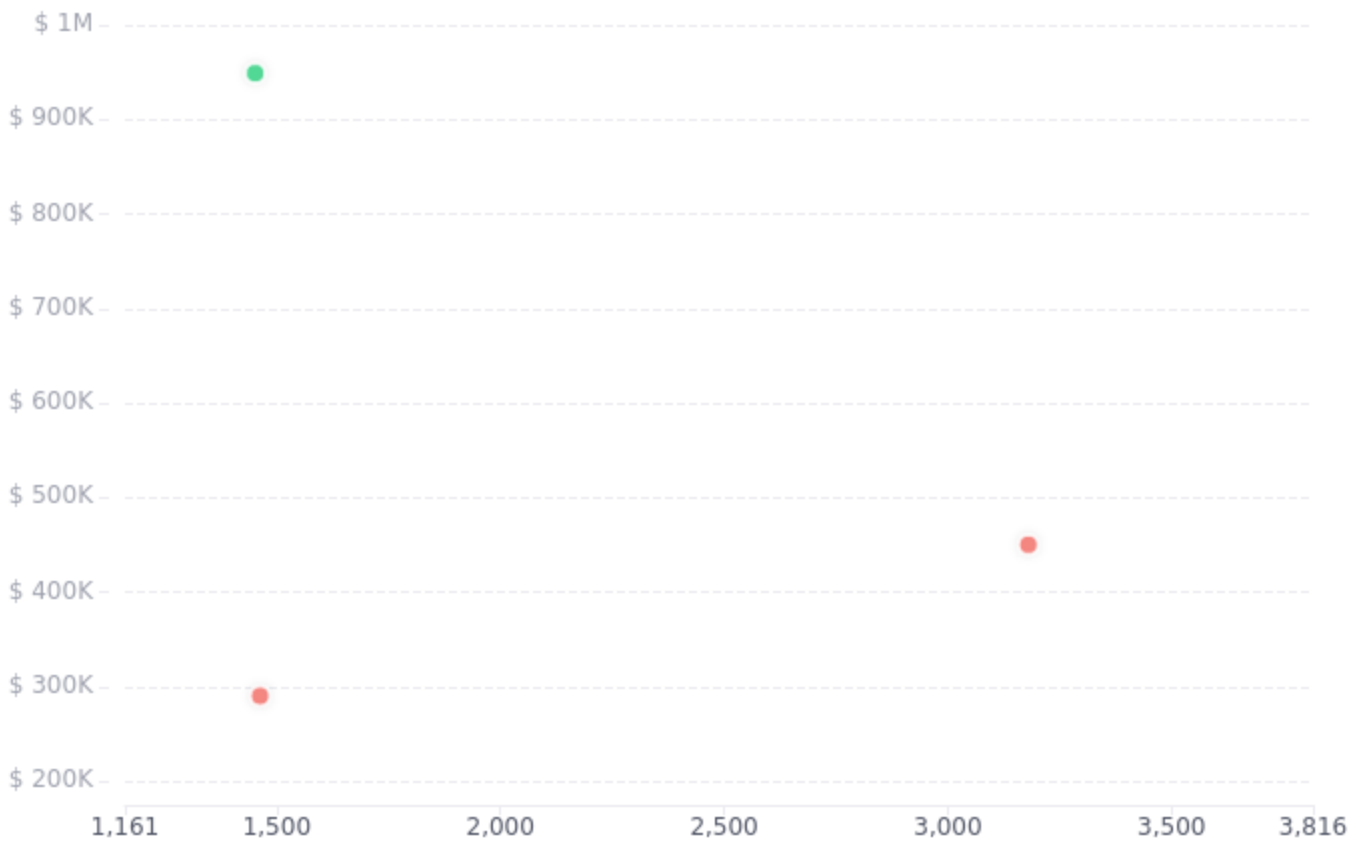


AVERAGE PRICE PER SQUARE FOOT

COMPARABLE PROPERTIES SOLD FOR AN AVERAGE OF **\$170** \$/SQ. FT.

Price & Size

● Active ● Pending ● Sold



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AVERAGE SELLING TIME

Days on Market

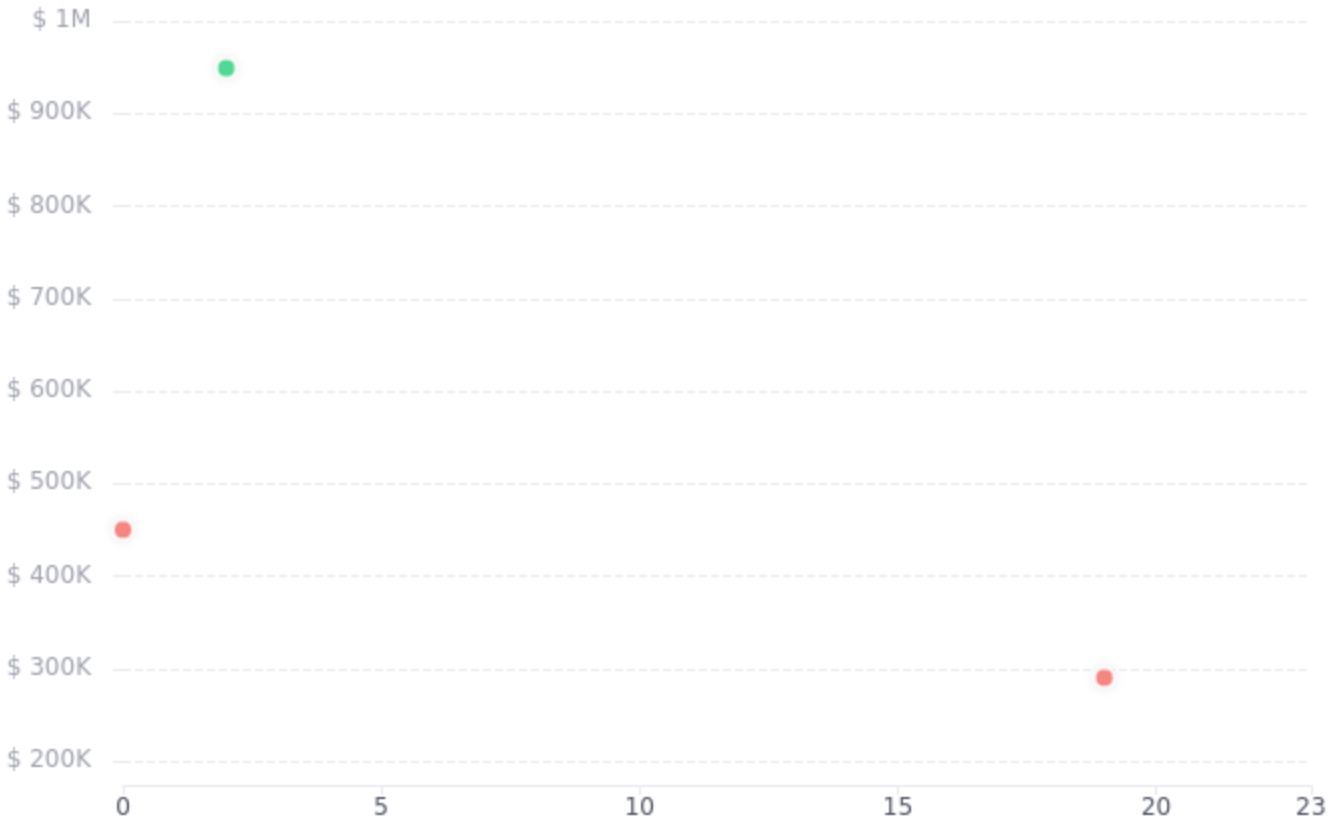
10

% of List Price

99.2

Price & Days on Market

● Active ● Pending ● Sold



Sold homes were on the market for an average of **10** days before they accepted an offer. These homes sold for an average of **99.2%** of list price.



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ESTIMATED MARKET VALUE

📍 San Jose Ave, San Francisco, CA 94110



Approximate Market Value

\$792,000

Estimated Price Range

\$713,000-\$872,000

Compare Pricing with Selected Comps

Average Price

\$563K ↑29% above

Average \$/sq. ft.

\$331

The Estimated Market Value is 29% above the average price.

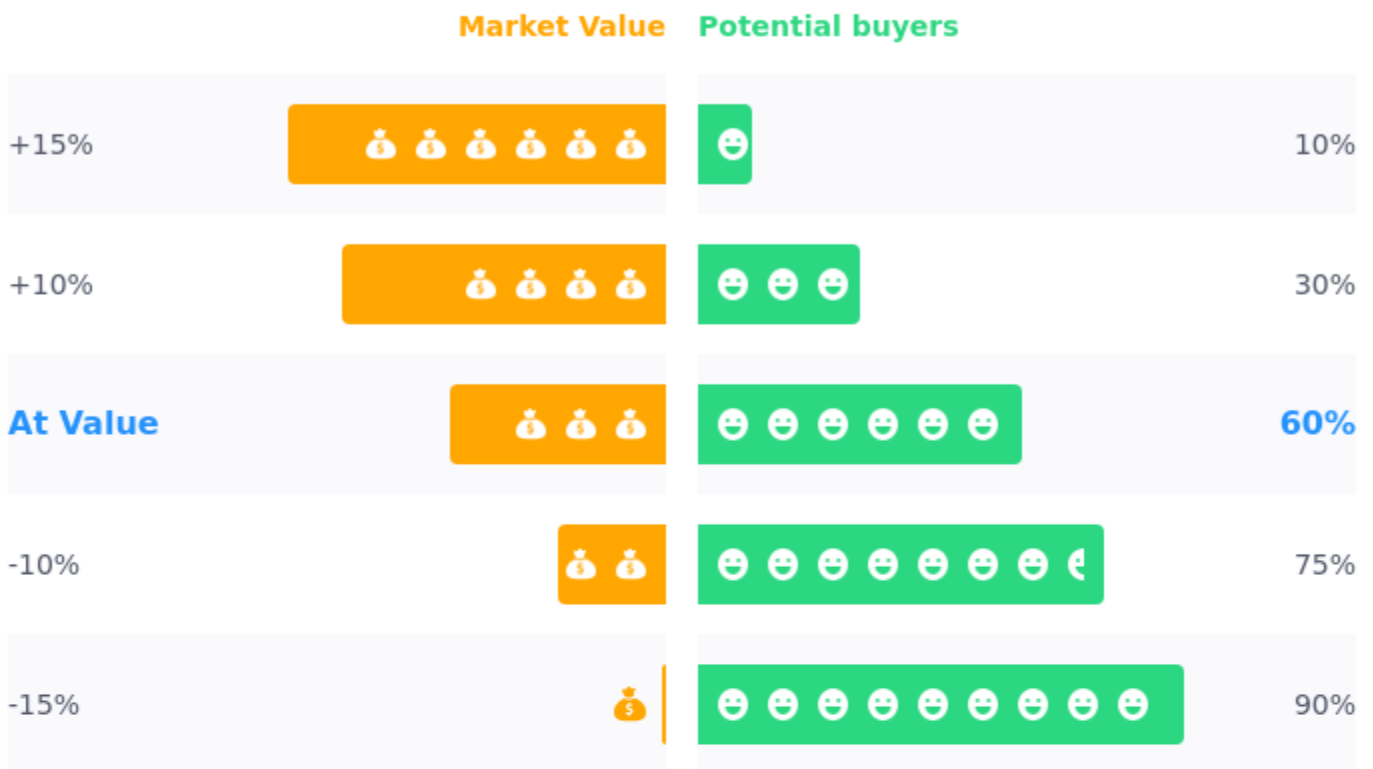


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INTELLIGENT PRICING



- Buyers purchase more properties AT market value than they do ABOVE market value. The percentage of potential buyers only increases as prices go below market value.
- By pricing your property at market value, it will be exposed to a larger percentage of prospective buyers.



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POTENTIAL STAGE SITE4 BUYERS



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MARKETING ACTION PLAN

01

Week One

- Enter listing into the MLS® system.
- Schedule time to shoot property photos. Review showing procedure.
- Prepare property flyer.
- Syndicate listing to my IDX websites.

02

Week Two

- Invite brokers and agents to tour home.
- Begin agent to agent marketing efforts.
- Review and update status.

03

Week Three

- Hold Open House.
- Show property to potential buyers.
- Follow-up on Internet leads.

04

On-going

- Handle incoming calls and schedule showing appointments.
- Present all offers and recommend counter-offer strategies.
- Review price based on market conditions.



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Thank you for giving me the opportunity to be of assistance. Let's take a look at next steps!
test1

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Leave a Message



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