



Getting the most from our research!

The market continues to change... and using a professional real estate agent to help gauge the change is a must!!!

potential seller, a CMA is free for you.

How is a CMA prepared? First, an agent will walk through your home. Don't worry too much about the condition of your home at this stage. Later on when your home is for sale... the condition is a huge factor. Let the agent know of improvement items and other changes you have made to the house.

"For most, a CMA is the single biggest factor in determining if they will sell their house or not."

Next, the agent will research information about comparable properties in the area using the MLS (Real Estate industry resource call the Multiple Listing Service). The agent will review and compare homes previously sold, active listings, pending sales, and expired or

cancelled listings to your home. By taking all these homes and the stages of being sold into account, along with changes made to your home - the agent will come up a report to present to you. Often, you will find a "price range" rather than a set price in the CMA. Also, the agent may write up a brief explaining differences in homes.

The ultimate goal of the CMA is to provide you research to better help you make an educated guess in pricing your home. The agent will help with this (given their expertise in the local real estate market) but ultimately - it's your money, it's your decision!

Thinking about selling your home possibly? Call me at 208-288-2976!

LETS TALK CMA!

A CMA, or Competitive Market Analysis is your best method to determine your home's current value. Your home maybe similar to others in your neighborhood, but over the course of time your home became unique. You may have added to it, updated it, and increased its value as compared to others in your neighborhood.

If you're starting to think about selling your home... you'll want to start with a CMA. For most, a CMA is the single biggest factor in determining if they will sell their house or not. As a

Where are the RATES TODAY?

- 30 Yr Conventional down to... 4.875%!!!
- Jumbo Rates down to... 5.625%
- Conv 30 Yr (owner occ)... 4.875%
- Conv 30 Yr (non-owner)... 5.250%
- FHA and VA at... 4.875%
- Conv 5/1 LIBOR ARM... 3.75%!!!

Need to find out more, call Steve or Toni at Wells Fargo: 208-941-9382 or 208-850-5421

How is your neighborhood holding up... and how is your home's value holding up compared to others in your neighborhood? Email me your address and I'll send you an update that will answer these questions.

Email - Paul@IdahoRealtyInfo.com



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the product, the opportunity is knocking!
Question is, **will you answer?**