

# 4 Factors for GOOD COMPARABLE SALES



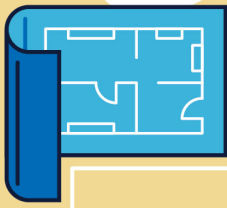
Knowing how much homes similar to yours, called comparable sales (or in real estate lingo, comps), sold for gives you the best idea of the current

estimated value of your home. The trick is finding sales that closely match yours. Here are four factors that count when it comes to comps:



## 1. LOCATION:

A good comparable sale is a house in your neighborhood, your subdivision, on the same type of street as your house, and in your school district.



## 2. HOME TYPE:

Try to find comparable sales that are like your home in style, construction material, square footage, number of bedrooms and baths, basement (having one and whether it's finished), finishes, and yard size.



## 3. AMENITIES & UPGRADES:

Is the kitchen new? Does the comparable sale house have full A/C? Is there crown molding, a deck, or a pool? Does your community have the same amenities (pool, walking trails, etc.) and homeowners association fees?



## 4. DATE OF SALE:

Most buyers use government-guaranteed mortgages, and those lending programs say comparable sales can be no older than 90 days.

***DON'T TRY TO ESTIMATE  
YOUR SALES PRICE ALONE!  
CALL YOUR REALTOR®***

to discuss comps in your area, as well as other factors that should be considered when determining your home's list price.

Source: HouseLogic.com 2021

