



West Bloomfield, Michigan

Prepared for: Mr. & Mrs. Smith
September 15, 2006



Ellen Neighbors, REALTOR®
My Realty Company
123 Main Street
Any Town, US 55555
Office: 800-555-1234
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Ellen Neighbors

Affiliation

My Realty Company
123 Main Street
Any Town, US 55555
Office: 800-555-1234
Fax: 214-555-4321



Experience

1981 - PRESENT Independent real estate professional
Multi-million dollar producer
Top Listing Agent 1983, 1984, 1986, 1991, 1993
Top Producing Agent 1985, 1986, 1991, 1993, 1994

Education

1971 - 1975 Bachelor of Arts, University of AnyWhere
1967 - 1971 Graduate of AnyTown High School

Professional Associations

GRI, CRS
Member of AnyCounty Board of Realtors
Member of AnyState Association of Realtors
Member of National Association of Realtors

Personal Information

Resident of the community for 25 years
Enjoy tennis, golf, sailing
Two children



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Our Company

We have been conducting business in the local area for many years. We have and continue to work hard to gain the respect of these many distinguished communities. This recognition is built upon a respect for our clients and neighbors. We hope your experience with us will further this reputation of personalized service and client satisfaction.

Our company is comprised of people who live and work in the surrounding communities. We have personal knowledge of each neighborhood's nature, and growth possibilities. Based on this we hope to find the perfect fit for you and your family. Every community is different. Whether your focus is schools, shopping, transportation, or recreational facilities our associates will draw upon their knowledge of the local areas to find the ideal property to meet your needs.

We supplement this high-touch philosophy, with a high tech edge. We have quick access to local MLS computers and software to help us analyze local market conditions.

If you are one of the growing number of real estate investors, our commercial division is more than capable to provide our clients with commercial and income property opportunities.

Our best asset is our people. Our dedicated and talented staff of professionals will make every effort to make sure your transaction goes as smoothly as possible.

We understand that we need to earn your business. We hope the level of detail found within this Comparative Market Analysis helps you with your decision making process. We want to do as much as possible to give you the information you need to price and market your most valuable asset - your home.

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Understanding the Buying Process

Do you really need to hire a real estate professional to help you buy a property? It depends if you have the time. A real estate professional brings the **Experience, Contacts, and sources of information**, to get the job done right. Without a real estate professional would it go as smooth as it could? Would it give you more time with your family? Would you be able to negotiate a better price? The buyer's professional agent does a lot more than find a property to earn their commission:

Pre-qualification

You need to determine your buying power. Buyer power is defined by your financial reserves plus your borrowing capacity. This keeps your search goals realistic. Given information about your available savings, income and current debt, a real estate professional can refer you to the best-qualified lenders to help you.

Selecting The Right Property

- © Target your Searching. There are thousands of properties for sale. A real estate agent can help you focus on the ones that meet your budget and requirements.
- © Knowing where to look. Sometimes the home you are seeking is available but not publicly advertised. Real estate professionals have many resources to assist you.
- © Being objective. Only you can make the final decision of the right property. A real estate professional can provide objective information about each home (neighborhood data, utilities, schools, zoning, etc.) so your decision is well informed, considering today and a future resale.

Negotiating

Negotiating concerns much more than just agreeing to a fair price. Some of these other issues might be:

- © Terms and Financing.
- © Date of Possession.
- © The inclusion/exclusion of repairs or furnishings and distribution of incidental costs.
- © Time for inspections before you are bound to complete the purchase. A real estate professional can advise you to which inspections are required or recommended.

Monitoring

- © Managing the daunting amount of steps. The process of appraisals, inspections, and financing involves a lot of possible challenges. Many required legal forms and processes need to be completed and the process managed correctly.

Renegotiating and Closing/Settling

- © Experience reading and following complicated escrow instructions. Your real estate professional is the best person to objectively help you understand these issues and move the transaction to closing/settlement.
- © Organizing inspectors and other professionals involved in the transaction. Your agent can meet and negotiate regarding repairs needed to complete your contract. Industry contracts provide great resources for other professionals in many areas with knowledge as to their past skill and reliability.

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Tour Analysis

Number of Listings	4
Lowest List Price	\$318,000
Average List Price	\$410,750
Highest List Price	\$510,000
Average Price/SqFt	\$151
Average DOM	N/A



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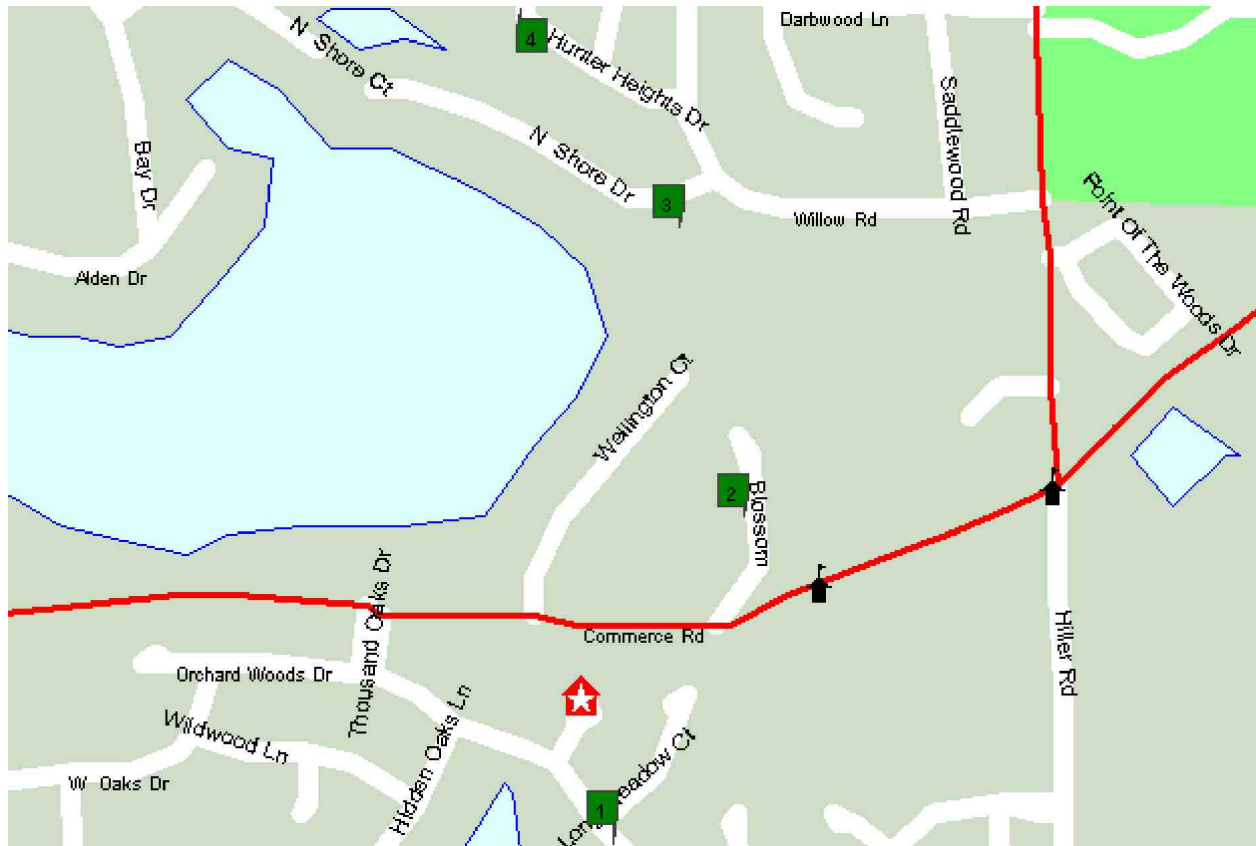
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Map of Tour Properties

WEST BLOOMFIELD, MI



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Tour Properties

Map Listing Index

<u>Order #</u>	<u>Address</u>	<u>Date Listed</u>	<u>Listing Price</u>
1	6210 ORCHARD WOODS DR	11/10/2004	\$510,000
2	3150 BLOSSOM	11/1/2004	\$365,000
3	6148 N SHORE DR	11/2/2004	\$318,000
4	2744 HUNTER HEIGHTS DR	11/4/2004	\$450,000

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Tour Property Currently for Sale



6210 ORCHARD WOODS DR

1

City/Area:	W BLOOMFIELD, MI 48324	List Price:	\$510,000	List Date:	11/10/2004
MLS#:	2335687	Baths:	2.5	Sq. Ft.:	3,715
Beds:	4	\$/Sq. Ft.:	\$137		
Year/Age:	1999				

Interior Features: Floors: CARPET, MARBLE; Cool: CENTRAL; Heat: CENTRAL; Full Baths: 4; Half Baths: 0; Equipment: WASHER, DRYER, REFRIGERATOR, RANGE, DISHWASHER, ELEC WTR HTR, DISPOSAL, ICEMAKER, MICROWAVE, SMOKE DETECT, FREEZER, WATER PURIFIER; Security: BURG ALARM, ENTRY PHONE; Furnished: FURN-NEG; VOL CEIL, SPLIT BEDRMS, ROMAN TUB; WALK-IN CLOS, COOK ISLAND, PANTRY, FOYER, FIREPLACE, W/D HOOKUP, LAUNDRY TUB, FIRE SPRINK.

Remarks: GORGEOUS HOME IN QUIET COMMUNITY. OPEN FLOOR PLAN, NEUTRAL, ELEGANT UPGRADES, GOURMET KITCHEN. EXCELLENT SCHOOL AND SHOPPING.

School Information:

District: WEST BLOOMFIELD SCHOOL DISTRICT

Grade Range:	PK - 12
Schools:	11
Student Enrollment:	7,268
Student Teacher Ratio:	18.7 to 1
Expenditures per Student:	\$13,053
Private School Enrollment:	19.5%
Students to 4 Year College:	76.0%
Students to 2 Year College:	15.0%
Avg SAT Score:	1147
Avg ACT Score:	23

Neighborhood Information:

Median Income:	\$84,995
Avg. Income w/Children:	\$105,360
Household w/Children:	43.1%
Married Households:	72.0%
Avg. Age:	36
Adult HS Grads:	95.5%
Adult College Grads:	54.1%
Avg. Age of Housing:	25
Owner Occupied Housing:	95.4%

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Tour Property Currently for Sale



3150 BLOSSOM

2

City/Area:	W BLOOMFIELD, MI 48324			List Date:	11/1/2004
MLS#:	2489900	List Price:	\$365,000	Sq. Ft.:	2,759
Beds:	3	Baths:	3		
Year/Age:	1996	\$/Sq. Ft.:	\$132		

Interior Features: Floors: CARPET, MARBLE; Cool: CENTRAL; Heat: CENTRAL; Full Baths: 3; Half Baths: 0; Equipment: WASHER, DRYER, REFRIGERATOR, RANGE, DISHWASHER, ELEC WTR HTR, DISPOSAL, ICEMAKER, MICROWAVE, SMOKE DETECT, INTERCOM, WATER PURIFIER; Security: BURG ALARM, ENTRY PHONE; Furnished: UNFURNISHED; VOL CEIL, SPLIT BEDRMS, ROMAN TUB; WALK-IN CLOS, BUILT-IN SHEL, FOYER, W/D HOOKUP, LAUNDRY TUB, FIRE SPRINK.

Remarks: SPECTACULAR...LIKE BRAND NEW. ABSOLUTE HIGHEST QUALITY FINISHES!

School Information:

District: WEST BLOOMFIELD SCHOOL DISTRICT

Grade Range:	PK - 12
Schools:	11
Student Enrollment:	7,268
Student Teacher Ratio:	18.7 to 1
Expenditures per Student:	\$13,053
Private School Enrollment:	19.5%
Students to 4 Year College:	76.0%
Students to 2 Year College:	15.0%
Avg SAT Score:	1147
Avg ACT Score:	23

Neighborhood Information:

Median Income:	\$99,700
Avg. Income w/Children:	\$122,976
Household w/Children:	53.0%
Married Households:	83.6%
Avg. Age:	36
Adult HS Grads:	95.3%
Adult College Grads:	62.3%
Avg. Age of Housing:	13
Owner Occupied Housing:	98.8%

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Tour Property Currently for Sale



6148 N SHORE DR

3

City/Area:	W BLOOMFIELD, MI 48324			List Date:	11/2/2004
MLS#:	2567783	List Price:	\$318,000	Sq. Ft.:	2,901
Beds:	4	Baths:	2.5		
Year/Age:	1981	\$/Sq. Ft.:	\$110		
Lot Size:	0.28 Acres				

Interior Features: Floors: CARPET, TERRA COTTA TILE; Cool: CENTRAL, ELECTRIC; Heat: CENTRAL, ELECTRIC; Full Baths: 2; Half Baths: 1; Equipment: WASHER, DRYER, REFRIGERATOR, RANGE, DISHWASHER, ELEC WTR HTR, DISPOSAL, ICEMAKER, MICROWAVE, SMOKE DETECT, WALL OVEN, WATER PURIFIER; Security: BURG ALARM, ENTRY PHONE; Furnished: UNFURN; SPLIT BEDRMS, JACUZZI TUB; WALK-IN CLOS, FOYER, FIREPLACE, W/D HOOKUP, LAUNDRY TUB, FIRE SPRINK.

Remarks: THIS UNIQUE HOME OFFERS YOU 4 BEDROOMS PLUS DEN AND OFFICE AREA. WOOD DECKING IN BACKYARD. JACUZZI SPA AND GAZEBO AREA.

School Information:

District: WEST BLOOMFIELD SCHOOL DISTRICT

Grade Range:	PK - 12
Schools:	11
Student Enrollment:	7,268
Student Teacher Ratio:	18.7 to 1
Expenditures per Student:	\$13,053
Private School Enrollment:	19.5%
Students to 4 Year College:	76.0%
Students to 2 Year College:	15.0%
Avg SAT Score:	1147
Avg ACT Score:	23

Neighborhood Information:

Median Income:	\$99,700
Avg. Income w/Children:	\$122,976
Household w/Children:	53.0%
Married Households:	83.6%
Avg. Age:	36
Adult HS Grads:	95.3%
Adult College Grads:	62.3%
Avg. Age of Housing:	13
Owner Occupied Housing:	98.8%

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Buyer Comment Sheet



6148 N SHORE DR

City/Area: W BLOOMFIELD, MI 48324

List Price: \$318,000

Beds: 4

Baths: 2.5

Sq. Ft.: 2901

Lot Size: 0.28 Acres

Poor (1)

Average (2)

Good (3)

Excellent (4)

Showing Appeal:

Overall Condition::

Comments:

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Tour Property Currently for Sale



2744 HUNTER HEIGHTS DR

4

City/Area:	W BLOOMFIELD, MI 48324			List Date:	11/4/2004
MLS#:	2457781	List Price:	\$450,000	Sq. Ft.:	2,975
Beds:	4	Baths:	2.5		
Year/Age:	1988	\$/Sq. Ft.:	\$151		
Lot Size:	0.51 Acres				

Interior Features: Floors: CARPET, MARBLE; Cool: CENTRAL; Heat: CENTRAL; Full Baths: 2; Half Baths: 1; Equipment: WASHER, DRYER, REFRIGERATOR, RANGE, DISHWASHER, ELEC WTR HTR, DISPOSAL, ICEMAKER, MICROWAVE, SMOKE DETECT, AUTO GARAGE, WATER PURIFIER; Security: BURG ALARM, ENTRY PHONE; Furnished: FURN-NEG; VOL CEIL, SPLIT BEDRMS, ROMAN TUB; WALK-IN CLOS, COOK ISLAND, PANTRY, FOYER, FIREPLACE, W/D HOOKUP, LAUNDRY TUB, FIRE SPRINK.

Remarks: LUXURY ESTATE. MASTER DOWNSTAIRS. MARBLE FIRPLACE, CUSTOM WOOD CABINETS. BUILT-IN POOL IN YARD

School Information:

District: WEST BLOOMFIELD SCHOOL DISTRICT

Grade Range:	PK - 12
Schools:	11
Student Enrollment:	7,268
Student Teacher Ratio:	18.7 to 1
Expenditures per Student:	\$13,053
Private School Enrollment:	19.5%
Students to 4 Year College:	76.0%
Students to 2 Year College:	15.0%
Avg SAT Score:	1147
Avg ACT Score:	23

Neighborhood Information:

Median Income:	\$99,700
Avg. Income w/Children:	\$122,976
Household w/Children:	53.0%
Married Households:	83.6%
Avg. Age:	36
Adult HS Grads:	95.3%
Adult College Grads:	62.3%
Avg. Age of Housing:	13
Owner Occupied Housing:	98.8%

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Buyer Comment Sheet



2744 HUNTER HEIGHTS DR

City/Area: W BLOOMFIELD, MI 48324

List Price: \$450,000

Beds: 4

Baths: 2.5

Sq. Ft.: 2975

Lot Size: 0.51 Acres

Poor (1)

Average (2)

Good (3)

Excellent (4)

Showing Appeal:

Overall Condition::

Comments:

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Loan Analysis

Sample Monthly payment based on Principal, Interest, Taxes, and Insurance

#	Address	Price	Loan 1 7.00%	Loan 2 6.50%	Loan 3 6.00%
1	6210 ORCHARD WOODS DR	\$510,000	\$3,712	\$3,238	\$3,411
	Down Payment:		\$51,000	\$102,000	\$51,000
2	3150 BLOSSOM	\$365,000	\$2,657	\$2,317	\$2,441
	Down Payment:		\$36,500	\$73,000	\$36,500
3	6148 N SHORE DR	\$318,000	\$2,315	\$2,019	\$2,127
	Down Payment:		\$31,800	\$63,600	\$31,800
4	2744 HUNTER HEIGHTS DR	\$450,000	\$3,276	\$2,857	\$3,009
	Down Payment:		\$45,000	\$90,000	\$45,000

Loan Scenarios					
	<u>Term</u>	<u>Rate</u>	<u>Down</u>	<u>Tax</u>	<u>Insurance Rate</u>
Loan 1:	30 Years	7.00%	10.00% down	1.25% tax	0.30%
Loan 2:	30 Years	6.50%	20.00% down	1.25% tax	0.30%
Loan 3:	30 Years	6.00%	10.00% down	1.25% tax	0.30%

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Estimate of Funds Required From Buyer

Price	\$318,000	\$450,000	\$510,000
Down Payment	\$63,600	\$90,000	\$102,000
Loan Fee	\$2,544	\$3,600	\$4,080
Document Fee	\$150	\$150	\$150
Pro-rated	\$331	\$469	\$531
Appraisal	\$350	\$350	\$350
Escrow Fee	\$732	\$962	\$1,068
ALTA Title	\$100	\$100	\$100
Recording Fees	\$50	\$50	\$50
Misc. Charges	\$250	\$250	\$250
Total	\$68,107	\$95,931	\$108,579

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