

Comparative Market Analysis



Wainwright Drive Southeast, Atlanta,
Georgia 30316

Camille's Seller CMA

NOVEMBER 29, 2020



Camille McGhee

NextHome Realty Marketing



Camille McGhee

Realtor
678-789-1466
Nexthomegeorgia.info



November 29, 2020

Dear Camille's Seller CMA,

I appreciate the opportunity to share my market analysis of your property .

Please review the attached report regarding my suggested offer pricing and market plan.



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.



Contact Me



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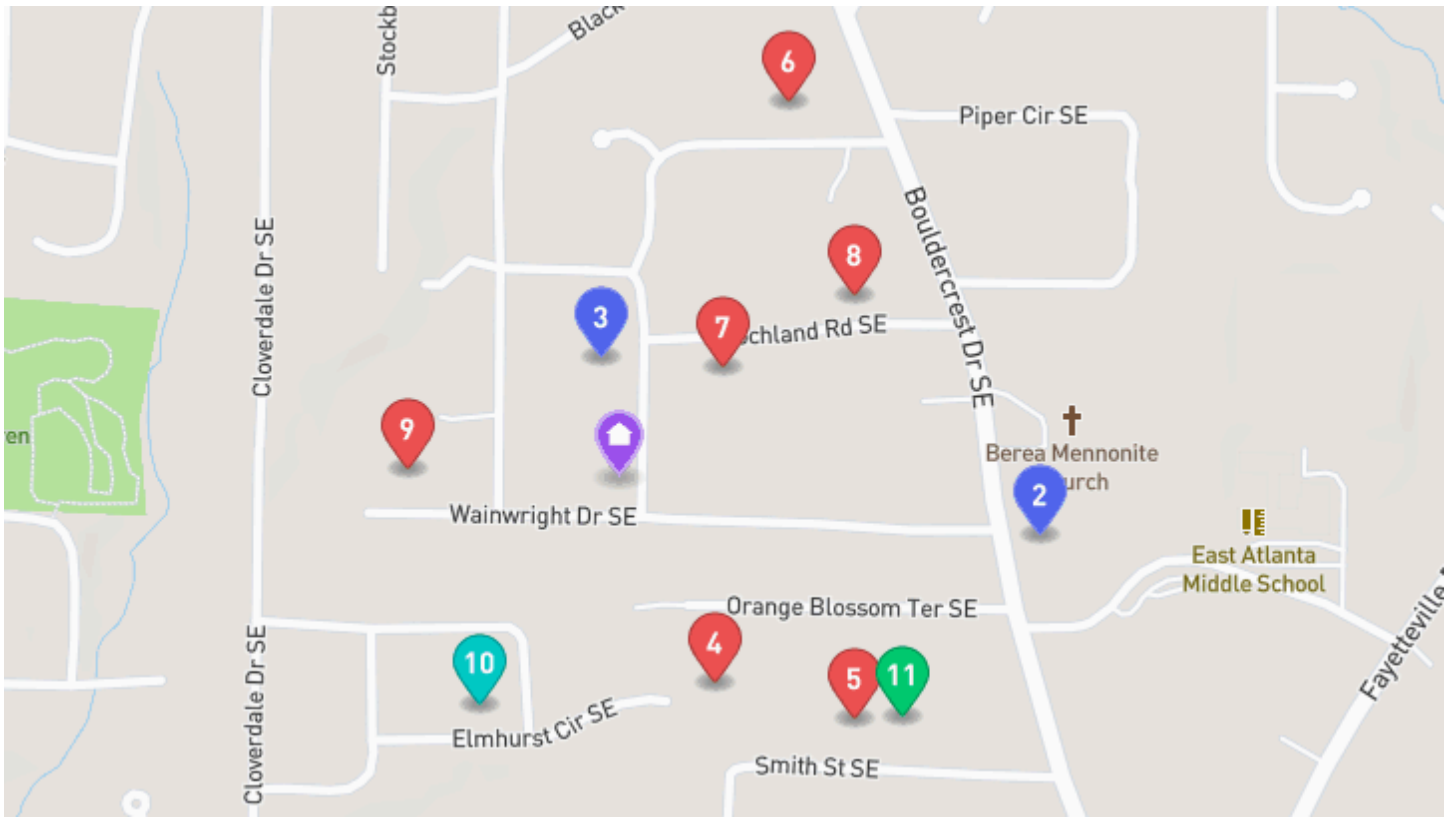


678-789-1466



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Map of Comparable Listings



STATUS: X = EXPIRED S = CLOSED B = ACTIVE UNDER CONTRACT A = ACTIVE

| MLS # | STATUS | ADDRESS | BEDS | BATHS | SQFT | PRICE |
|----------|--------------------------------------|---|----------|-------------|--------------|-----------|
| 1 | Subject | Wainwright Drive Southeast, Atlanta, Georgia 30316 | 4 | 4.00 | 4,000 | - |
| 2 | X | 1138 Bouldercrest Drive SE | 2 | 2.00 | 1,350 | \$424,900 |
| 3 | X | 2233 Bradley Avenue SE | 4 | 2.00 | 1,800 | \$379,000 |
| 4 | S | 1346 Elmhurst Circle SE | 3 | 3.00 | 1,631 | \$370,000 |
| 5 | S | 1388 Smith Street SE | 3 | 3.00 | 1,880 | \$432,500 |
| 6 | S | 1370 Willow Place SE | 4 | 3.00 | 2,470 | \$484,000 |
| 7 | S | 1357 Lochland Road SE | 3 | 4.00 | 2,553 | \$447,000 |
| 8 | S | 1390 Lochland Road SE | 3 | 2.00 | 1,780 | \$395,000 |
| 9 | S | 1506 Wainwright Drive SE | 4 | 4.00 | 3,000 | \$385,000 |
| 10 | B | 1292 Elmhurst Circle SE | 3 | 3.00 | 1,494 | \$379,900 |
| 11 | A | 1400 Smith Street | 3 | 2.00 | - | \$414,900 |



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Summary of Comparable Properties

X EXPIRED LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|----------------------------|-----------|------|-------|--------------|------------------|--------------|
| 1138 Bouldercrest Drive SE | - | 2 | 2.00 | 1,350 | \$424,900 | \$315 |
| 2233 Bradley Avenue SE | - | 4 | 2.00 | 1,800 | \$379,000 | \$211 |
| Averages | | | | 1,575 | \$401,950 | \$263 |

S SOLD LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|--------------------------|-----------|------|-------|--------------|------------------|--------------|
| 1346 Elmhurst Circle SE | 8/26/20 | 3 | 3.00 | 1,631 | \$370,000 | \$227 |
| 1388 Smith Street SE | 6/2/20 | 3 | 3.00 | 1,880 | \$432,500 | \$230 |
| 1370 Willow Place SE | 9/29/20 | 4 | 3.00 | 2,470 | \$484,000 | \$196 |
| 1357 Lochland Road SE | 10/14/20 | 3 | 4.00 | 2,553 | \$447,000 | \$175 |
| 1390 Lochland Road SE | 10/15/20 | 3 | 2.00 | 1,780 | \$395,000 | \$222 |
| 1506 Wainwright Drive SE | 9/9/20 | 4 | 4.00 | 3,000 | \$385,000 | \$128 |
| Averages | | | | 2,219 | \$418,917 | \$196 |

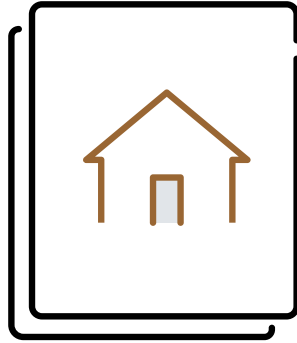
B BACKUP OFFER LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|-------------------------|-----------|------|-------|--------------|------------------|--------------|
| 1292 Elmhurst Circle SE | - | 3 | 3.00 | 1,494 | \$379,900 | \$254 |
| Averages | | | | 1,494 | \$379,900 | \$254 |

A ACTIVE LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|-------------------|-----------|------|-------|----------|------------------|----------|
| 1400 Smith Street | - | 3 | 2.00 | - | \$414,900 | - |
| Averages | | | | 0 | \$414,900 | |





Listings



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1138 Bouldercrest Drive SE Atlanta, GA 30316

MLS #6771867

\$424,900

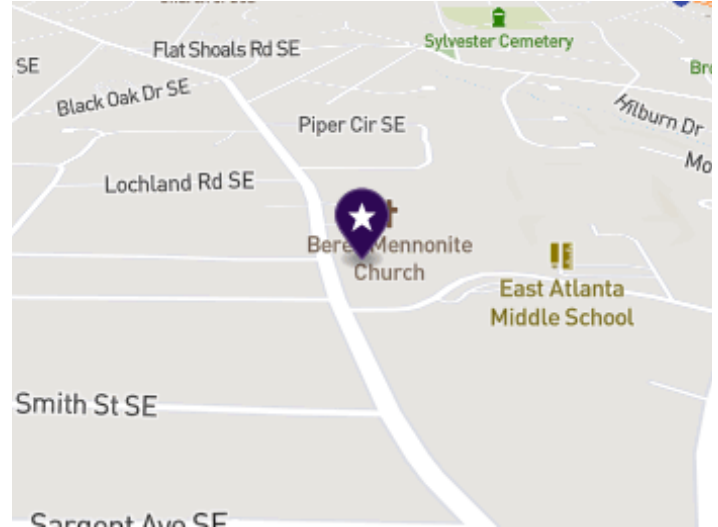
EXPIRED 8/25/20

2 Beds 2.00 Baths

1,350 Sq. Ft. (\$315 / sqft)

Year Built 1950

Days on market: 84



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 24 - Atlanta North
Subdivision: East Atlanta
Style: Bungalow

Full baths: 2.0
Acres: 0.4
Lot Dim: 92x200x86x186
List date: 8/25/20
Off-market date: 11/25/20

Updated: Nov 27, 2020 10:15 AM
List Price: \$424,900
Orig list price: \$437,500
Taxes: \$2,500

High: Maynard H. Jackson, Jr.
Middle: King
Elementary: Burgess-Peterson

Features

Accessibility Features: None
Appliances: Dishwasher, Dryer, Disposal, Refrigerator, Gas Water Heater, Gas Oven, Washer
Association Yn: false
Basement: Exterior Entry, Unfinished
Building Area Source: Appraiser
Carport Spaces: 2

Common Walls: No Common Walls
Community Features: Near Beltline, Lake, Near Trails/Greenway, Park, Playground, Sidewalks, Near Marta, Near Schools, Near Shopping
Construction Materials: Brick 4 Sides
Cooling: Ceiling Fan(s), Heat Pump

Exterior Features: Private Yard, Storage
Fencing: Back Yard, Chain Link
Fireplace Features: None
Flooring: Hardwood
Green Energy Efficient: None
Heating: Forced Air, Natural Gas

Interior Features: Disappearing Attic Stairs, Low-Flow Fixtures, Other, Walk-In Closet(s)
Laundry Features: In Kitchen
Levels: One
Lot Features: Back Yard, Level, Landscaped, Front Yard
Lot Size Source: Appraiser
Main Level Bathrooms: 2
Main Level Bedrooms: 2



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Other Equipment: None**Other Structures:**
Outbuilding**Parking Features:** Covered,
Carport, Driveway, Parking
Pad**Patio And Porch Features:**Covered, Deck, Front
Porch, Patio, Rear Porch**Pool Features:** None**Property Condition:**
Updated/Remodeled**Road Frontage Type:** None**Road Surface Type:** None**Roof:** Composition**Security Features:** Security
System Owned**Sewer:** Public Sewer**Tax Block:** 5**Tax Lot:** 1**Tax Parcel Letter:**
15-143-20-040**Tax Year:** 2019**Utilities:** None**View:** City**Water Body Name:** None**Water Source:** Public**Waterfront Features:** None

Remarks

Gorgeous mid century home in City of Atlanta on HUGE fenced lot with absolute must see backyard covered party deck and fabulous interior finishes! Unlike anything else out there! Currently a 2 bedroom/2 bath with separate den but can easily be converted back to a 3 bedroom home. Beautifully redesigned and renovated owners suite with marble floors and tile, champagne bronze fixtures, midcentury cabinet, large soaking tub, custom closets with vintage handles, grass cloth textured wallpaper and custom lighting.

**Camille McGhee**NextHome Realty Marketing
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1138 Bouldercrest Drive SE

Atlanta, GA 30316

MLS #6771867

\$424,900

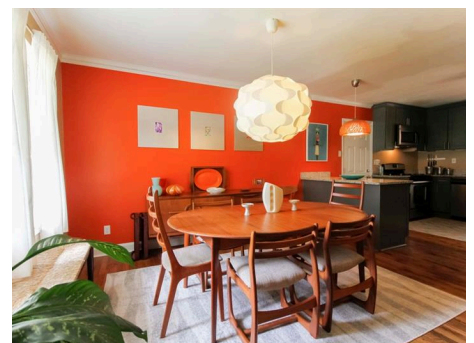
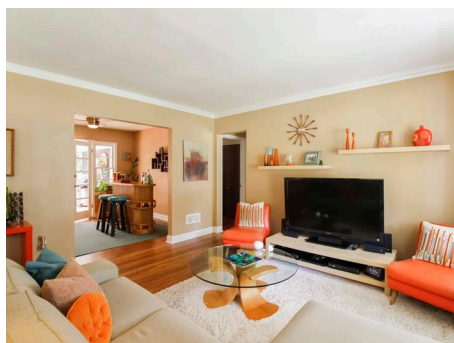
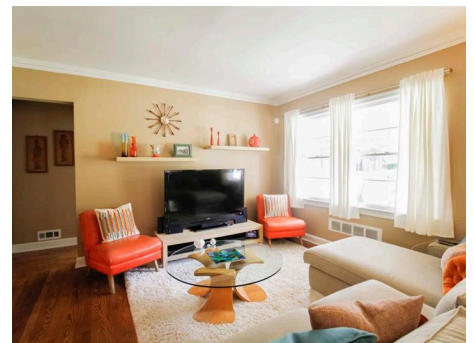
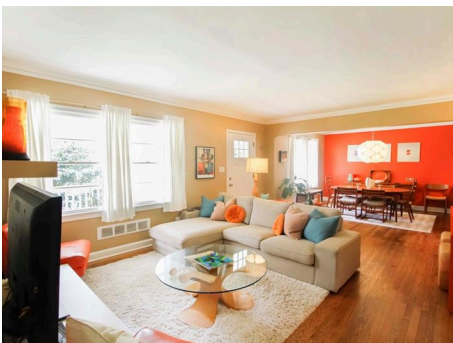
2 Beds 2.00 Baths

1,350 Sq. Ft. (\$315 / sqft)

EXPIRED 8/25/20

Year Built 1950

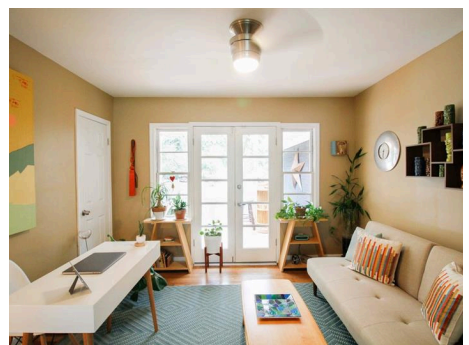
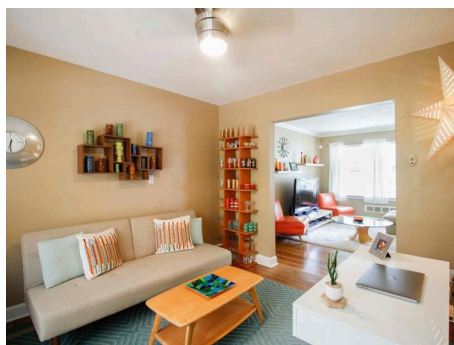
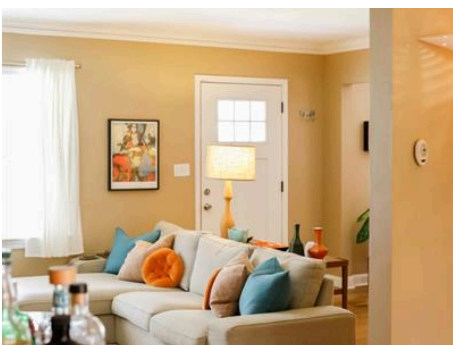
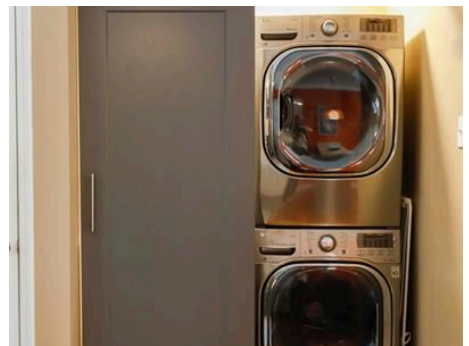
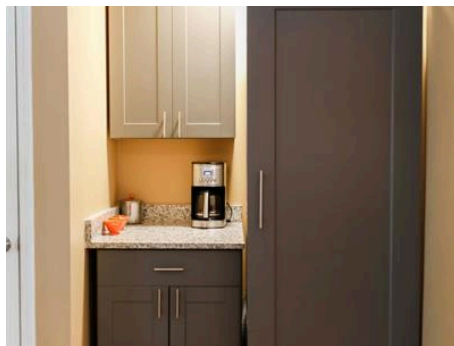
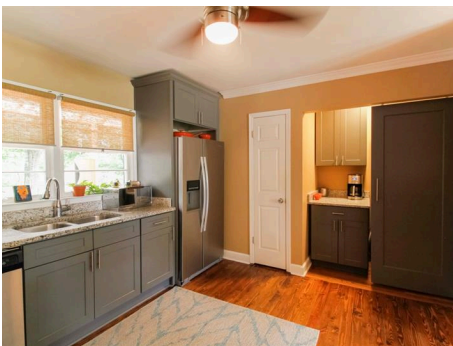
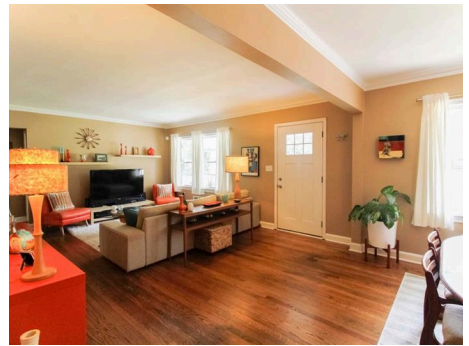
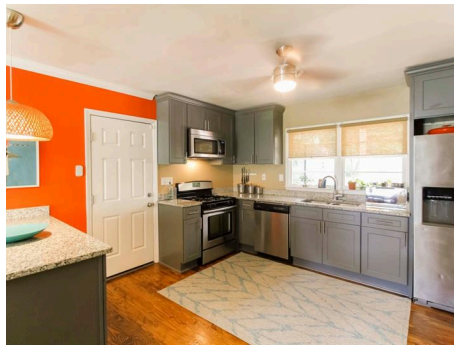
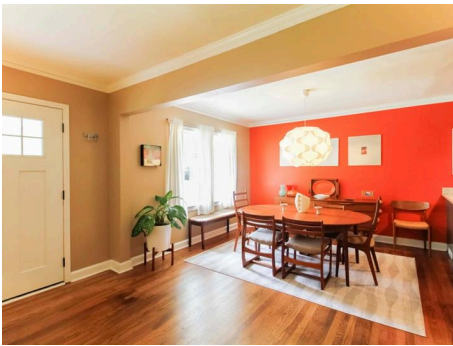
Days on market: 84



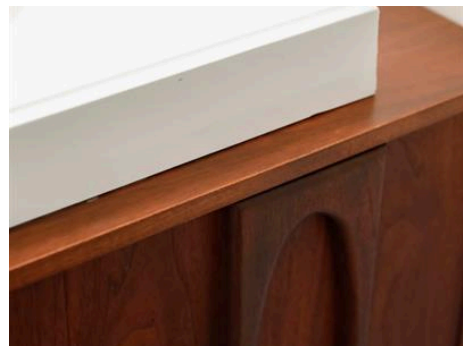
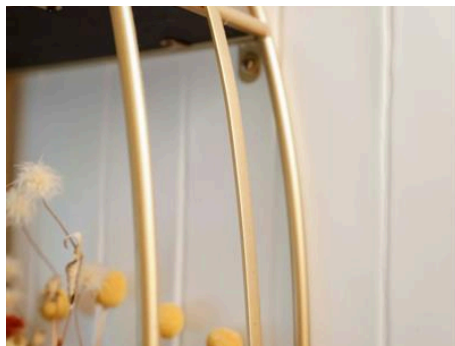
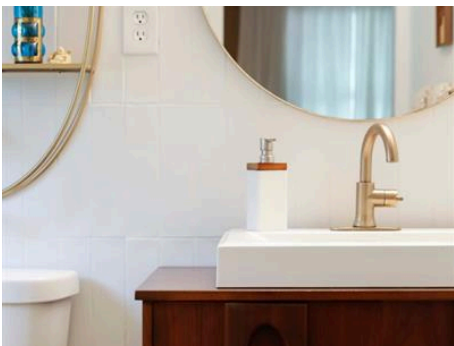
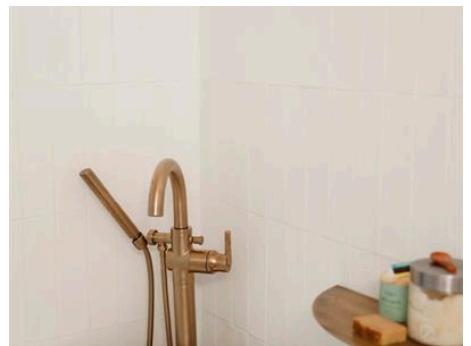
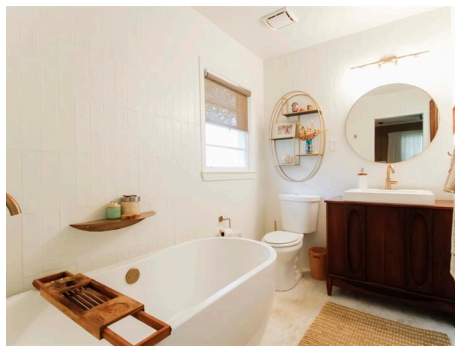
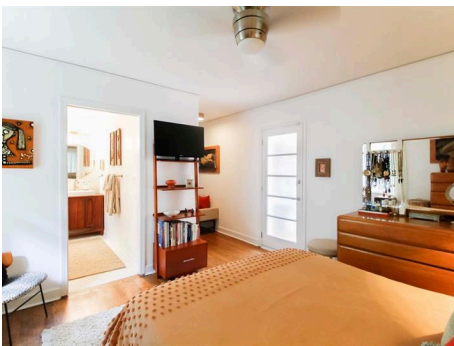
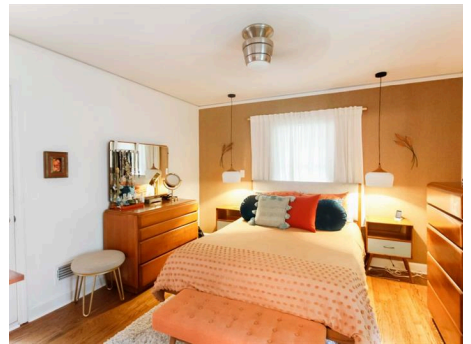
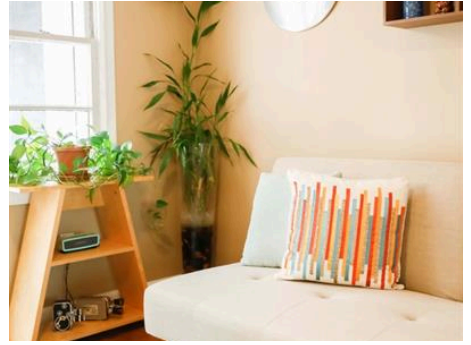
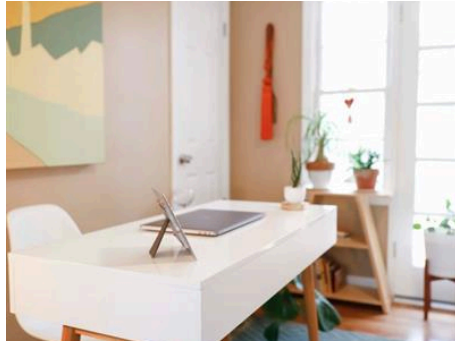
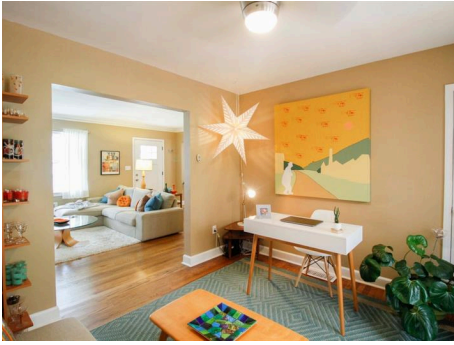
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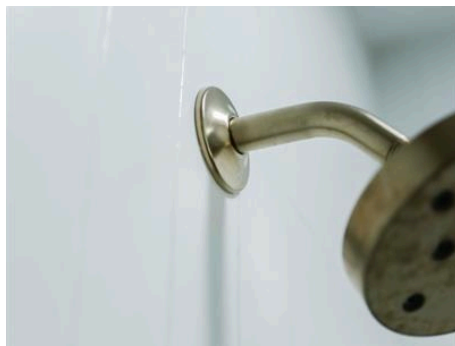
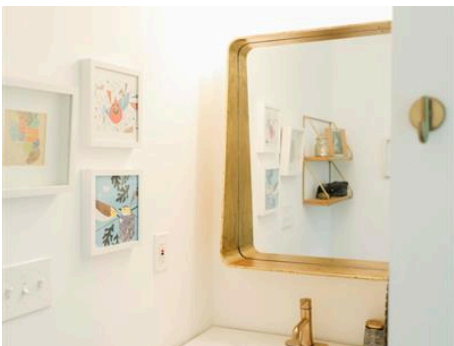
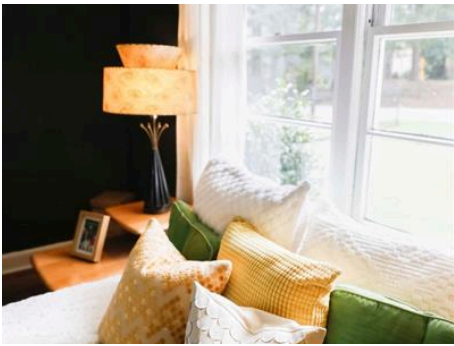
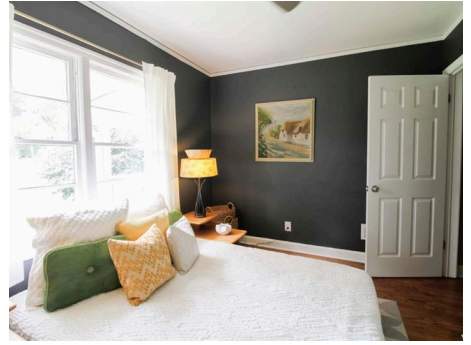
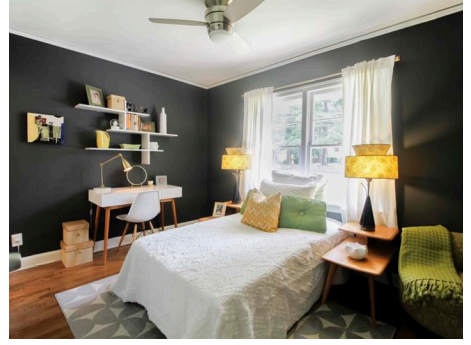
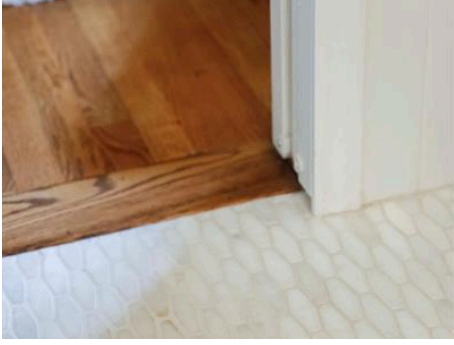
1138 Bouldercrest Drive SE Atlanta, GA 30316

MLS #6771867

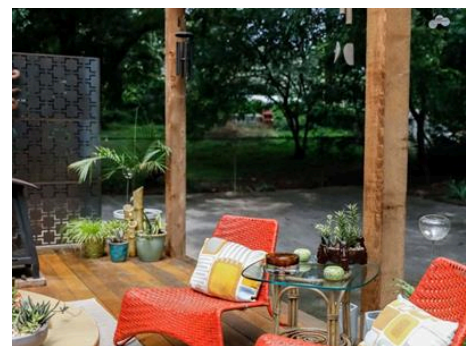
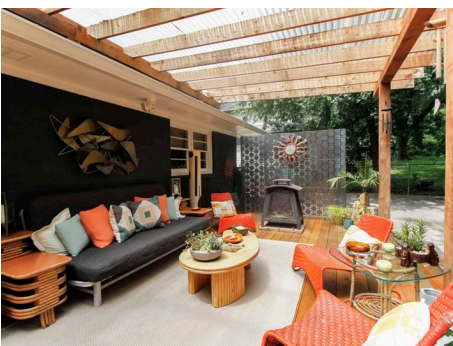
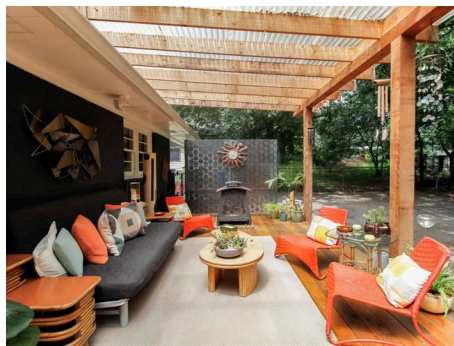
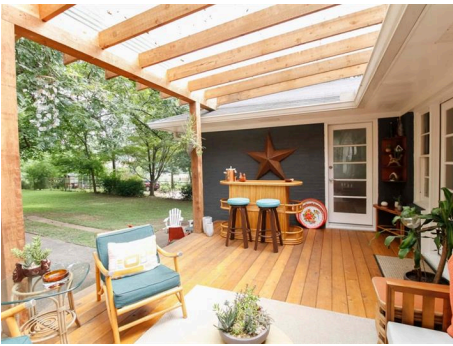


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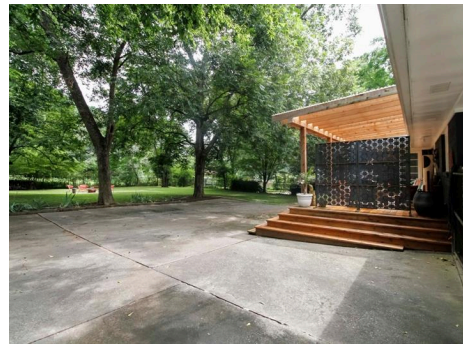




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2233 Bradley Avenue SE Atlanta, GA 30316

MLS #6759547

\$379,000

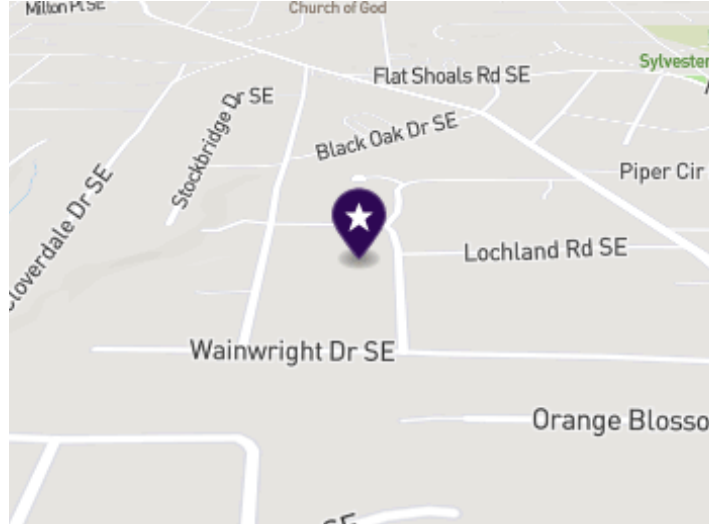
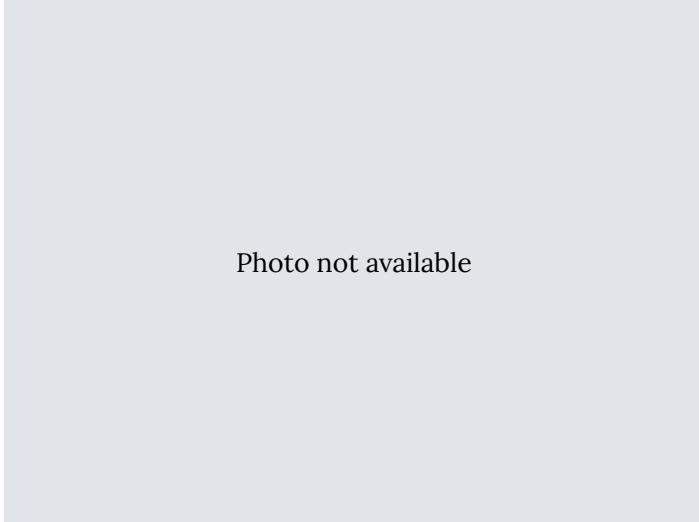
EXPIRED 7/30/20

4 Beds 2.00 Baths

Year Built 1962

1,800 Sq. Ft. (\$211 / sqft)

Days on market: 47



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 53 - Dekalb-West
Subdivision: East Atlanta
Style: Traditional

Full baths: 2.0
Acres: 0.5
Lot Dim: 195 x 100
Garages: 1
List date: 7/30/20

Off-market date: 9/15/20
Updated: Sep 15, 2020 9:50 PM
List Price: \$379,000
Orig list price: \$389,000
Taxes: \$929

High: McNair
Middle: McNair - Dekalb
Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None
Appliances: Dishwasher, Gas Oven, Gas Range, Gas Water Heater
Association Yn: false
Basement: Daylight, Exterior Entry, Finished, Finished Bath
Building Area Source: Public Records
Common Walls: No Common Walls

Community Features: Near Marta, Near Schools, Near Shopping, Public Transportation
Construction Materials: Brick 4 Sides
Cooling: Central Air
Exterior Features: Private Rear Entry, Private Yard
Fencing: Back Yard
Fireplace Features: None
Flooring: Hardwood

Green Energy Efficient: None
Heating: Central
Interior Features: Walk-In Closet(s)
Laundry Features: In Garage
Levels: One and One Half
Lot Features: Back Yard, Front Yard, Level, Wooded
Lot Size Source: Public Records
Other Equipment: None

Other Structures: None
Parking Features: Garage
Patio And Porch Features: Patio
Pool Features: None
Property Condition: Updated/Remodeled
Road Frontage Type: None
Road Surface Type: Paved
Roof: Composition
Security Features: None
Sewer: Septic Tank



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Tax Block: 0

Tax Year: 2019

Utilities: Cable Available,
Electricity Available,
Natural Gas Available,
Phone Available, Water
Available, Other

View: Other

Tax Lot: 0

Water Body Name: None

Tax Parcel Letter:
15-146-02-014

Water Source: Public

Remarks

No Description for this property.



1346 Elmhurst Circle SE Atlanta, GA 30316

MLS #6752930

\$370,000

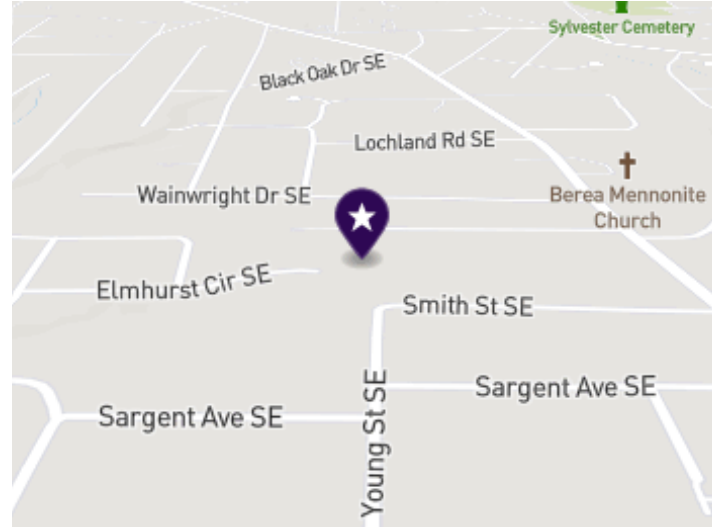
CLOSED 8/26/20

3 Beds 3.00 Baths

Year Built 1956

1,631 Sq. Ft. (\$227 / sqft)

Days on market: 20



Details

Prop Type: Single Family Residence

County: Dekalb

Area: 24 - Atlanta North

Subdivision: Eastwood Manor

Style: Ranch

Full baths: 2.0

Half baths: 1.0

Acres: 0.6

Lot Dim: 203 x 65

List date: 7/16/20

Sold date: 8/26/20

Off-market date: 8/5/20

Updated: Sep 3, 2020 9:50 PM

List Price: \$379,900

Orig list price: \$414,900

Taxes: \$3,010

High: McNair

Middle: McNair - Dekalb

Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None

Appliances: Dishwasher, Gas Oven, Gas Range, Microwave

Association Yn: false

Basement: Crawl Space

Building Area Source: Owner

Carport Spaces: 2

Common Walls: No Common Walls

Community Features: None

Construction Materials: Brick 4 Sides

Cooling: Ceiling Fan(s), Central Air

Exterior Features: None

Fencing: None

Fireplace Features: None

Flooring: Hardwood

Green Energy Efficient: None

Heating: Forced Air

Interior Features: Walk-In Closet(s)

Laundry Features: Other

Levels: One

Lot Features: Cul-De-Sac

Lot Size Source: Owner

Main Level Bathrooms: 2

Main Level Bedrooms: 3

Other Equipment: None

Other Structures: None

Parking Features: Carport

Patio And Porch Features: Covered, Deck, Side Porch

Pool Features: None

Property Condition: Updated/Remodeled

Road Frontage Type: None

Road Surface Type: None

Roof: Shingle

Security Features: None

Sewer: Public Sewer



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Tax Block: D**Tax Lot:** 20**Tax Parcel Letter:**

15-143-01-079

Tax Year: 2019**Utilities:** None**View:** Other**Water Body Name:** None**Water Source:** Public

Remarks

MUST SELL AMAZING RENOVATION IN EAST ATLANTA! Minutes away from the village. Massive Master Bedroom with HUGE walk-in Closet. Must see the open floor plan designed to meet modern living needs. BEAUTIFUL Tiled master bath. NEW Kitchen cabinets, with glass backsplash and granite countertops. ALL hardwood flooring throughout the home. Large Family room. Long driveway and big carport for parking. Backyard is very peaceful and flat. There is a covered porch and a deck perfect for cookouts and morning relaxation. Home is located at the end of the street cul de sac.

**Camille McGhee**

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1346 Elmhurst Circle SE Atlanta, GA 30316

MLS #6752930

\$370,000

3 Beds 3.00 Baths

1,631 Sq. Ft. (\$227 / sqft)

CLOSED 8/26/20

Year Built 1956

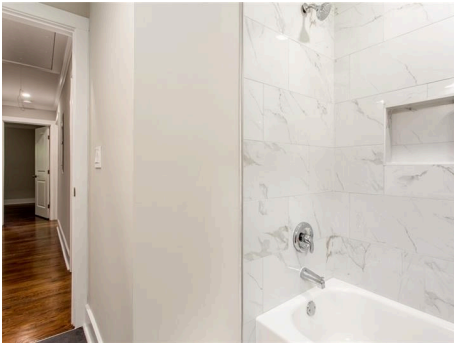
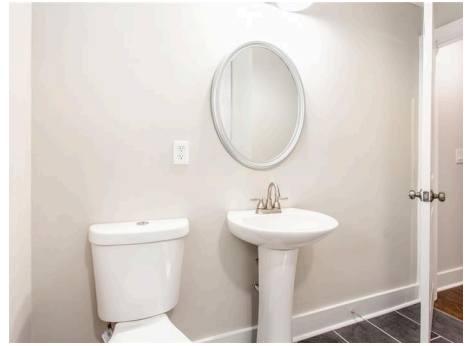
Days on market: 20



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1346 Elmhurst Circle SE Atlanta, GA 30316

MLS #6752930



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1388 Smith Street SE Atlanta, GA 30316

MLS #6708540

\$432,500

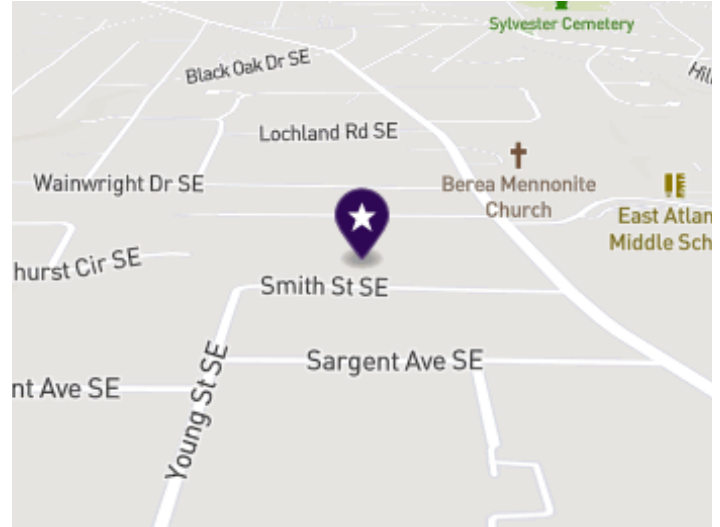
CLOSED 6/2/20

3 Beds 3.00 Baths

1,880 Sq. Ft. (\$230 / sqft)

Year Built 1950

Days on market: 15



Details

Prop Type: Single Family Residence

County: Dekalb

Area: 24 - Atlanta North

Subdivision: East Atlanta

Style: Bungalow,Ranch

Full baths: 3.0

Acres: 0.4

Lot Dim: 251 x 65

List date: 4/10/20

Sold date: 6/2/20

Off-market date: 5/22/20

Updated: Jul 20, 2020 10:02 PM

List Price: \$435,000

Orig list price: \$435,000

Taxes: \$2,827

High: McNair

Middle: McNair - Dekalb

Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None

Appliances: Dishwasher, Disposal, Double Oven, Gas Cooktop, Microwave, Tankless Water Heater

Association Fee2

Frequency: Annually

Association Yn: false

Basement: Crawl Space

Building Area Source: Owner

Common Walls: No Common Walls

Community Features: Dog Park, Near Beltline, Near Marta, Near Shopping, Near Trails/Greenway, Park, Playground, Public Transportation, Street Lights

Construction Materials: Cement Siding

Cooling: Central Air

Exterior Features: Private Front Entry, Private Rear Entry

Fencing: None

Fireplace Features: None

Flooring: Hardwood

Green Energy Efficient: Thermostat, Water Heater, Windows

Heating: Central, Natural Gas

Interior Features: Beamed Ceilings, Cathedral Ceiling(s), Double Vanity, High Ceilings 9 ft Lower, Low-Flow Fixtures, Walk-In Closet(s)

Laundry Features: Main Level

Levels: One

Lot Features: Back Yard, Front Yard, Level

Lot Size Source: Public Records



Camille McGhee

NextHome Realty Marketing
Cell: 678-789-1466

Main Level Bathrooms: 3**Main Level Bedrooms:** 3**Other Equipment:** None**Other Structures:** None**Parking Features:**Driveway, Kitchen Level,
Level Driveway**Parking Total:** 2**Patio And Porch Features:**
Covered, Deck, Front Porch**Pool Features:** None**Property Condition:**
Updated/Remodeled**Road Frontage Type:** Other**Road Surface Type:** Paved**Roof:** Composition**Security Features:** Carbon
Monoxide Detector(s),
Smoke Detector(s)**Sewer:** Public Sewer**Tax Block:** 0**Tax Lot:** 0**Tax Parcel Letter:**
15-143-01-127**Tax Year:** 2019**Utilities:** Cable Available,
Electricity Available,
Natural Gas Available,
Phone Available, Sewer
Available, Water Available**View:** Other**Water Body Name:** None**Water Source:** Public**Waterfront Features:** None

Remarks

Get ready to fall in love! Renovated & expanded 3BR, 3 Full BA East Atlanta bungalow that oozes its original 1950 charm yet offers all of the modern conveniences that today's homeowner requires: tons of natural light through the new windows....open concept w/ high, beamed ceilings...separate sunroom/home office/bonus room so working from home is always an option. ..refinished hardwood floors...new roof & tankless h2o heater system...white kitchen w/ high-end stainless steel appliances including double ovens & a big island! A separate bar area makes for easy overflow

**Camille McGhee**NextHome Realty Marketing
Cell: 678-789-1466

1388 Smith Street SE Atlanta, GA 30316

MLS #6708540

\$432,500

3 Beds 3.00 Baths

1,880 Sq. Ft. (\$230 / sqft)

CLOSED 6/2/20

Year Built 1950

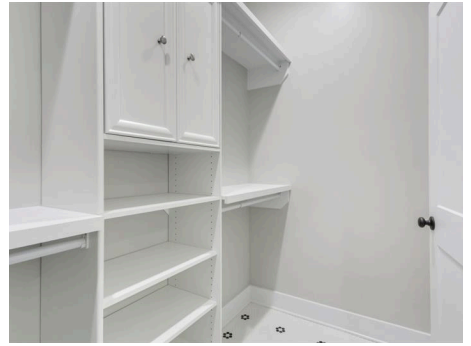
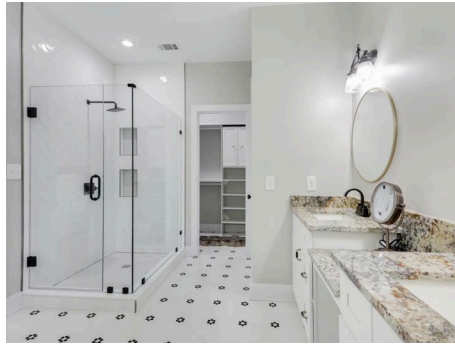
Days on market: 15



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1388 Smith Street SE Atlanta, GA 30316

MLS #6708540



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1370 Willow Place SE Atlanta, GA 30316

MLS #6770483

\$484,000

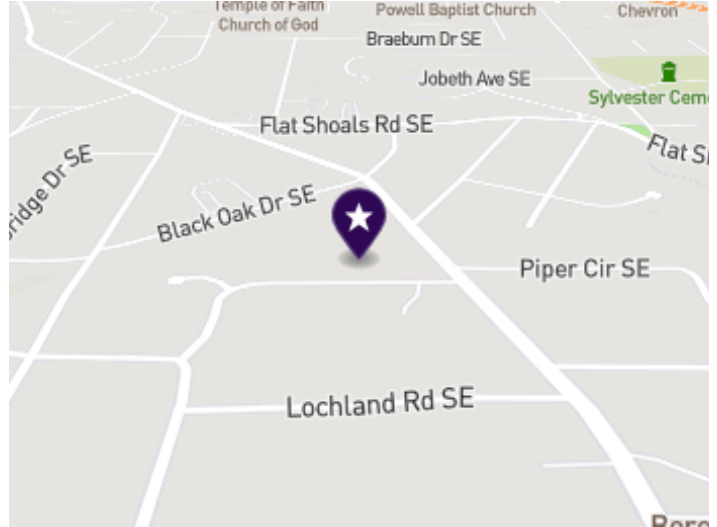
CLOSED 9/29/20

4 Beds 3.00 Baths

2,470 Sq. Ft. (\$196 / sqft)

Year Built 1959

Days on market: 6



Details

Prop Type: Single Family Residence

County: Dekalb

Area: 41 - Dekalb-East

Subdivision: East Atlanta Village

Style: Ranch

Full baths: 3.0

Acres: 0.3

Lot Dim: 0

List date: 8/21/20

Sold date: 9/29/20

Off-market date: 8/30/20

Updated: Sep 30, 2020 9:50 PM

List Price: \$489,900

Orig list price: \$489,900

Taxes: \$3,606

High: McNair

Middle: McNair - Dekalb

Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None

Appliances: Dishwasher, Electric Cooktop, Electric Oven, Tankless Water Heater

Association Yn: false

Basement: None

Building Area Source: Builder

Common Walls: No Common Walls

Community Features: None

Construction Materials: Brick 4 Sides

Cooling: Central Air

Exterior Features: Other

Fencing: None

Fireplace Features: None

Flooring: None

Green Energy Efficient: None

Heating: Electric, Forced Air

Interior Features: Double Vanity, Low-Flow Fixtures, Walk-In Closet(s)

Laundry Features: None

Levels: Two

Lot Features: Back Yard, Level, Landscaped

Lot Size Source: Public Records

Main Level Bathrooms: 2

Main Level Bedrooms: 2

Other Equipment: None

Other Structures: None

Parking Features: None

Patio And Porch Features: None

Pool Features: None

Property Condition: New Construction

Road Frontage Type: None

Road Surface Type: None



Camille McGhee

NextHome Realty Marketing
Cell: 678-789-1466

| | | | |
|--------------------------------|--|------------------------|----------------------------------|
| Roof: Composition | Tax Block: 0 | Tax Year: 2019 | Water Body Name: None |
| Security Features: None | Tax Lot: 0 | Utilities: None | Water Source: Public |
| Sewer: Public Sewer | Tax Parcel Letter: 15 146 04 038 | View: City | Waterfront Features: None |

Remarks

COMING SOON! All NEW 4 sided brick ranch with Master on MAIN, incredible back yard, and modern finishes throughout. Affordable luxury less than a mile from EAV... Last home on the street sold for \$660k!



1370 Willow Place SE Atlanta, GA 30316

MLS #6770483

\$484,000

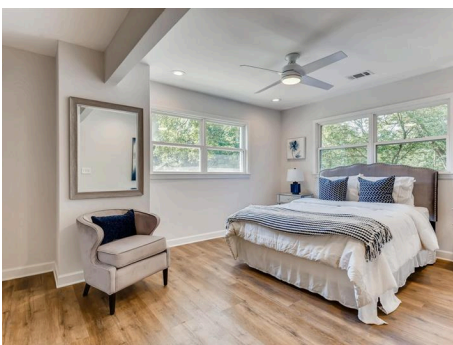
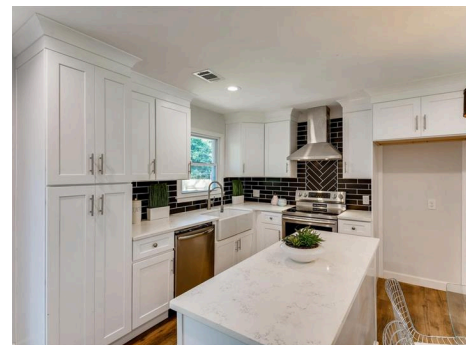
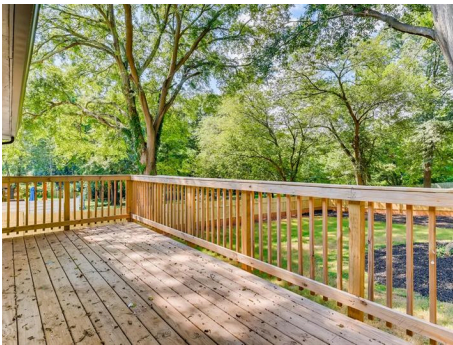
4 Beds 3.00 Baths

2,470 Sq. Ft. (\$196 / sqft)

CLOSED 9/29/20

Year Built 1959

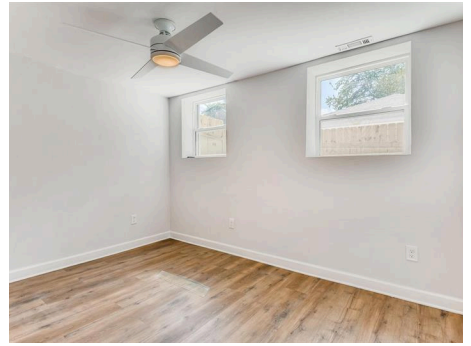
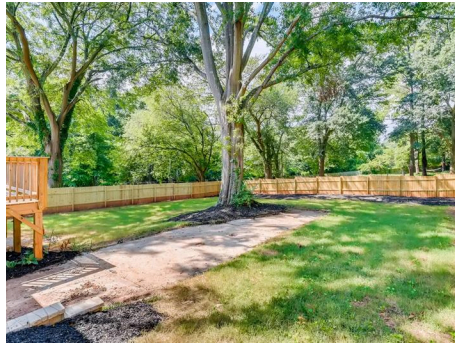
Days on market: 6



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1370 Willow Place SE Atlanta, GA 30316

MLS #6770483



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1357 Lochland Road SE Atlanta, GA 30316

MLS #6760496

\$447,000

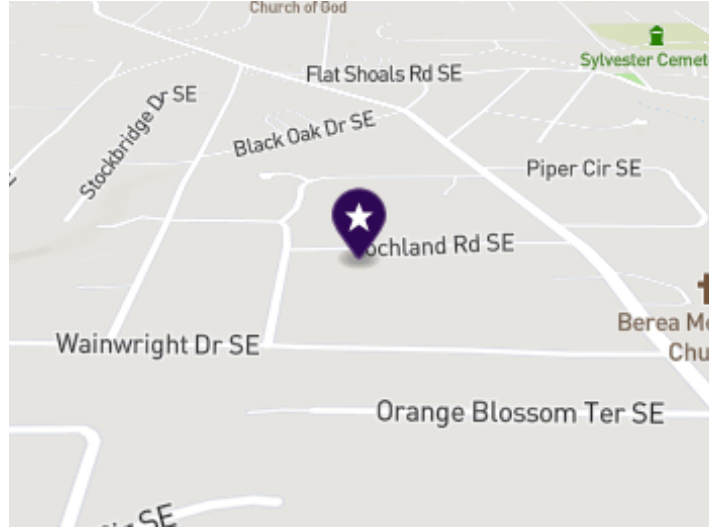
CLOSED 10/14/20

3 Beds 4.00 Baths

2,553 Sq. Ft. (\$175 / sqft)

Year Built 1950

Days on market: 31



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 53 - Dekalb-West
Subdivision: None
Style: Bungalow, Cottage, Traditional

Full baths: 3.0
Half baths: 1.0
Acres: 0.2
Lot Dim: 0
List date: 7/31/20
Sold date: 10/14/20

Off-market date: 9/7/20
Updated: Oct 15, 2020 9:50 PM
List Price: \$439,000
Orig list price: \$439,000
Taxes: \$3,852

High: McNair
Middle: McNair - Dekalb
Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None
Appliances: Dishwasher, Electric Water Heater, Microwave, Refrigerator
Association Yn: false
Basement: Partial
Building Area Source: Owner
Common Walls: No Common Walls

Community Features: Street Lights
Construction Materials: Cement Siding
Cooling: Attic Fan, Central Air
Exterior Features: Private Yard
Fencing: None
Fireplace Features: None
Flooring: Carpet, Hardwood

Green Energy Efficient: Thermostat, Windows
Heating: Electric, Forced Air
Interior Features: Double Vanity, High Ceilings 9 ft Lower, High Ceilings 9 ft Main, High Ceilings 9 ft Upper, Walk-In Closet(s)
Laundry Features: Laundry Room, Other
Levels: One and One Half

Lot Features: Level, Private
Lot Size Source: Other
Main Level Bathrooms: 2
Main Level Bedrooms: 2
Other Equipment: None
Other Structures: Outbuilding
Parking Features: Garage Faces Rear, Garage Faces Side, Parking Pad
Patio And Porch Features: Deck, Patio



Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466

Pool Features: None**Roof:** Composition**Tax Lot:** 16**View:** Other**Property Condition:**
Updated/Remodeled**Security Features:** Carbon
Monoxide Detector(s), Fire
Alarm, Smoke Detector(s)**Tax Parcel Letter:**
15-146-03-022**Water Body Name:** None**Road Frontage Type:** State
Road**Sewer:** Public Sewer**Tax Year:** 2019**Water Source:** Public**Road Surface Type:** Asphalt**Tax Block:** 3**Utilities:** Electricity
Available, Water Available**Waterfront Features:** None

Remarks

You'd be hard-pressed to find better value a stone's throw from EAV: this spacious charmer offers distinctive finishes and rooms that can be assigned roles to suit any lifestyle. Owner suite w/sitting area, enormous bath and walk-in closet. Open plan for easy entertaining, w/sep media room overlooking large deck. Outbuilding could be apt/studio with a little TLC. Parking behind house, beautiful back yard that will be some lucky owner's private getaway. Exceptional!

**Camille McGhee**NextHome Realty Marketing
Cell: 678-789-1466

1357 Lochland Road SE

Atlanta, GA 30316

MLS #6760496

\$447,000

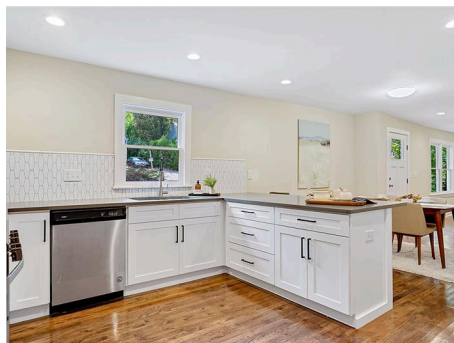
3 Beds 4.00 Baths

2,553 Sq. Ft. (\$175 / sqft)

CLOSED 10/14/20

Year Built 1950

Days on market: 31

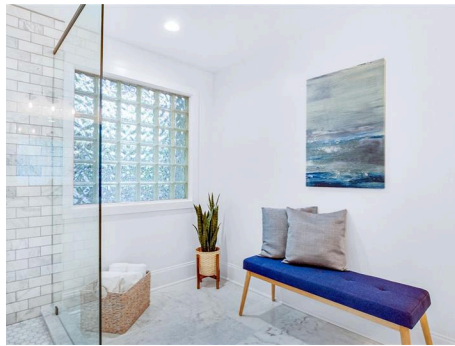
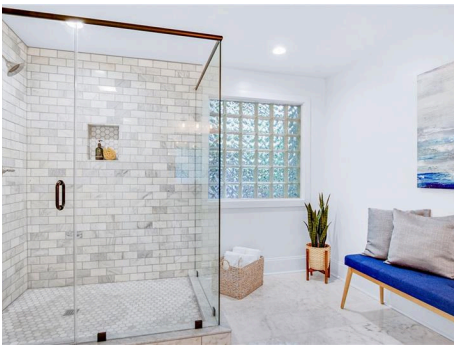
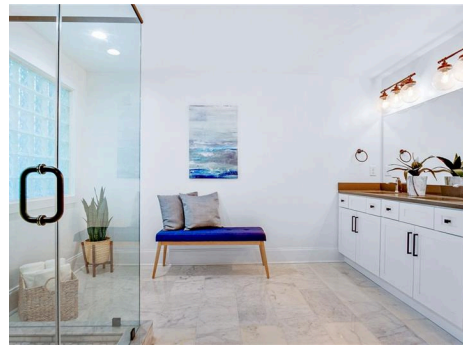
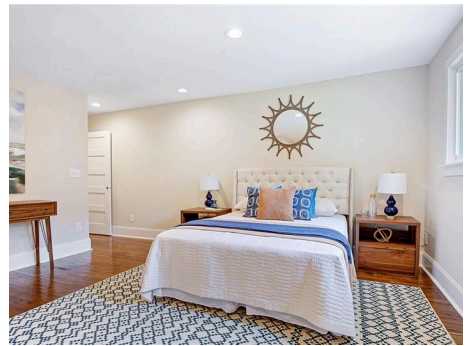


Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

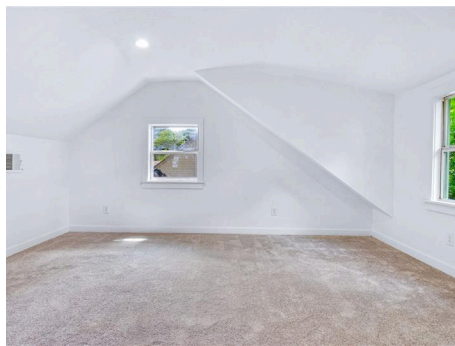
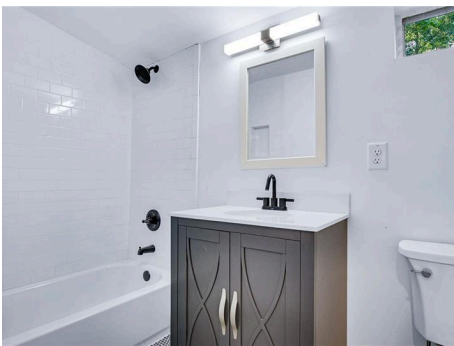
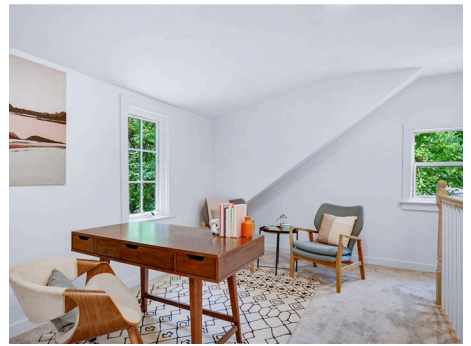
1357 Lochland Road SE

Atlanta, GA 30316

MLS #6760496



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1390 Lochland Road SE Atlanta, GA 30316

MLS #6779782

\$395,000

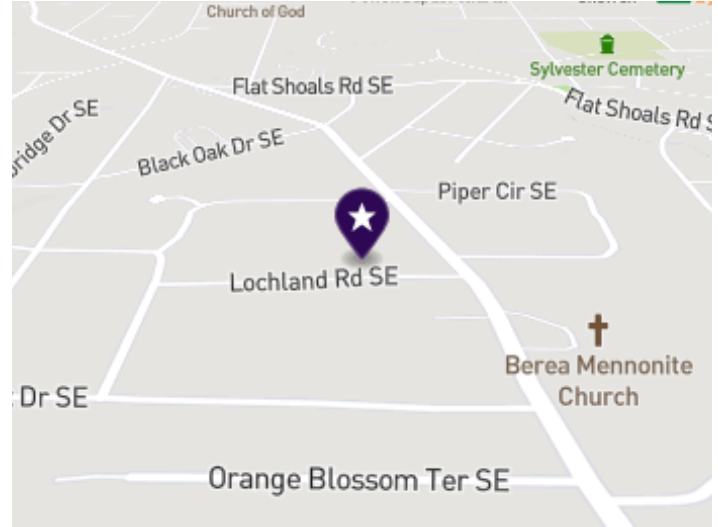
CLOSED 10/15/20

3 Beds 2.00 Baths

1,780 Sq. Ft. (\$222 / sqft)

Year Built 1949

Days on market: 8



Details

Prop Type: Single Family Residence

County: Dekalb

Area: 53 - Dekalb-West

Subdivision: None

Style: Bungalow,Cottage

Full baths: 2.0

Acres: 0.2

Lot Dim: 8712

List date: 9/9/20

Sold date: 10/15/20

Off-market date: 9/17/20

Updated: Oct 22, 2020 9:51 PM

List Price: \$395,000

Orig list price: \$395,000

Taxes: \$3,929

High: McNair

Middle: McNair - Dekalb

Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None

Appliances: Dishwasher, Electric Water Heater, Refrigerator, Gas Range, Microwave, Range Hood, Self Cleaning Oven

Association Yn: false

Basement: Crawl Space

Building Area Source: Owner

Common Walls: No Common Walls

Community Features: Near Beltline, Near Trails/Greenway, Near Marta, Near Schools, Near Shopping

Construction Materials: Frame

Cooling: Ceiling Fan(s), Central Air

Exterior Features: Private Yard, Private Front Entry, Private Rear Entry

Fencing: Back Yard, Fenced, Privacy, Wood

Fireplace Features: None

Flooring: Carpet, Ceramic Tile, Hardwood

Green Energy Efficient: None

Heating: Central, Natural Gas

Interior Features: Double Vanity, High Speed Internet, Other, Smart Home, Walk-In Closet(s)

Laundry Features: In Kitchen, Laundry Room, Main Level

Levels: One and One Half

Lot Features: Back Yard, Level, Front Yard

Lot Size Source: Public Records

Main Level Bathrooms: 2

Main Level Bedrooms: 2

Other Equipment: None

Other Structures: Outbuilding



Camille McGhee

NextHome Realty Marketing
Cell: 678-789-1466

Parking Features:Driveway, Level Driveway,
Parking Pad**Patio And Porch Features:**

Front Porch, Rear Porch

Pool Features: None**Property Condition:** Resale**Road Frontage Type:** Other**Road Surface Type:** Paved**Roof:** Composition**Security Features:** Security
System Owned**Sewer:** Public Sewer**Tax Block:** 4**Tax Lot:** 7**Tax Parcel Letter:**

15-146-04-015

Tax Year: 2019**Utilities:** Cable Available,
Electricity Available,
Natural Gas Available,
Phone Available, Sewer
Available, Water Available**View:** City**Water Body Name:** None**Water Source:** Public**Waterfront Features:** None

Remarks

A MUST SEE minutes from East Atlanta Village!!! Beautifully renovated ranch. Home features a open floor plan that offers a gourmet kitchen w/SS appliances, granite countertops, island, and white cabinets. All new light fixtures and refinished hardwood floors. Master suite added on as well as a spa bath w/walk in shower and double vanity. Secondary bdrm w/updated bath on the main level. Upstairs features an additional room that can be used as a bdrm, office or bonus room. Large fenced in backyard w/storage building for all your yard tools. Home located on quiet street!

**Camille McGhee**NextHome Realty Marketing
Cell: 678-789-1466

1390 Lochland Road SE Atlanta, GA 30316

MLS #6779782

\$395,000

CLOSED 10/15/20

3 Beds 2.00 Baths

Year Built 1949

1,780 Sq. Ft. (\$222 / sqft)

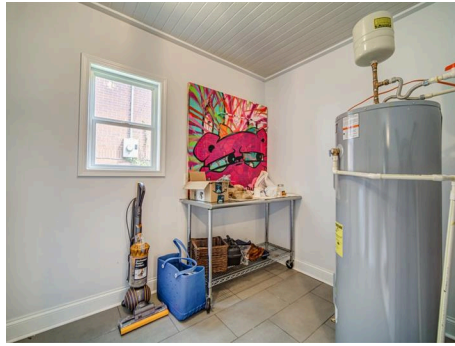
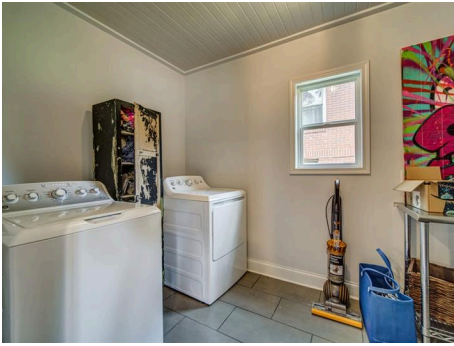
Days on market: 8



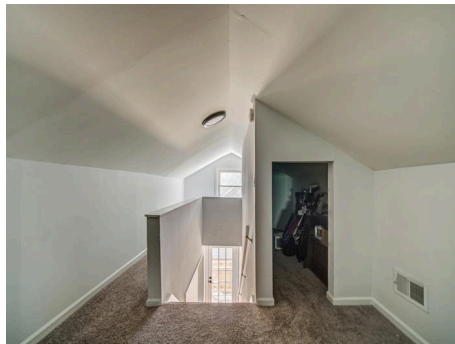
Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1390 Lochland Road SE Atlanta, GA 30316

MLS #6779782



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



Camille McGhee
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Cell: 678-789-1466



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1506 Wainwright Drive SE Atlanta, GA 30316

MLS #6760074

\$385,000

CLOSED 9/9/20

4 Beds 4.00 Baths

Year Built 2004

3,000 Sq. Ft. (\$128 / sqft)

Days on market: 8



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 24 - Atlanta North
Subdivision: East Atlanta
Style: A-Frame,Cape Cod
Full baths: 3.0

Half baths: 1.0
Acres: 0.4
Lot Dim: 89x201
Garages: 2
List date: 7/30/20
Sold date: 9/9/20

Off-market date: 8/7/20
Updated: Sep 11, 2020 9:51 PM
List Price: \$389,000
Orig list price: \$389,000
Taxes: \$4,166
High: McNair

Middle: McNair - Dekalb
Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None
Appliances: Dishwasher, Dryer, Disposal, Electric Water Heater, Refrigerator, Gas Range, Gas Oven, Microwave, Washer
Association Yn: false
Basement: None
Building Area Source: Owner

Common Walls: No Common Walls
Community Features: None
Construction Materials: Cement Siding, Frame
Cooling: Central Air
Exterior Features: Private Front Entry, Private Rear Entry, Rear Stairs
Fencing: None
Fireplace Features: Living Room

Fireplaces Total: 1
Flooring: Carpet, Ceramic Tile, Hardwood
Green Energy Efficient: None
Heating: Central, Electric

Interior Features: High Ceilings 10 ft Lower, High Ceilings 9 ft Main, High Ceilings 9 ft Upper, Double Vanity, Disappearing Attic Stairs, High Speed Internet, Low-Flow Fixtures, Walk-In Closet(s)
Laundry Features: In Hall, Other
Levels: Three Or More



Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466

Lot Features: Wooded,
Front Yard

Lot Size Source: Public
Records

Other Equipment: None

Other Structures: None

Parking Features: Garage
Door Opener, Garage

Parking Total: 2

Patio And Porch Features:
None

Pool Features: None

Property Condition: Resale

Road Frontage Type: Other

Road Surface Type: None

Roof: Composition

Security Features: None

Sewer: Public Sewer

Tax Block: 0

Tax Lot: 0

Tax Parcel Letter:
15-146-01-003

Tax Year: 2019

Utilities: Cable Available,
Electricity Available,
Natural Gas Available,
Phone Available, Sewer
Available, Water Available

View: City

Virtual Tour Url: [View](#)

Water Body Name: None

Water Source: Public

Waterfront Features: None

Remarks

This house is an entertainer's dream. The main level with hardwood floors has a deck off of the back and a rocking chair front porch. Kitchen has granite counter tops and stainless steel appliances including a wine cooler and ample dining area. Upstairs owner's suite is spacious with a large shower in the owner's bath and a perfect view of the foliage in the back. Basement has its own kitchenette and new flooring in the basement living room. New Roof as of April 2020. New HVACs as of April 2020.



1506 Wainwright Drive SE Atlanta, GA 30316

MLS #6760074

\$385,000

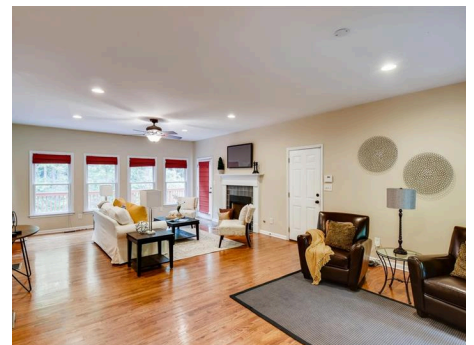
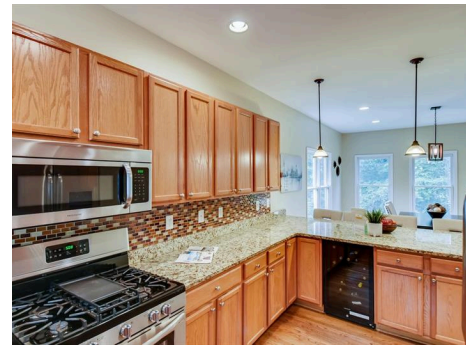
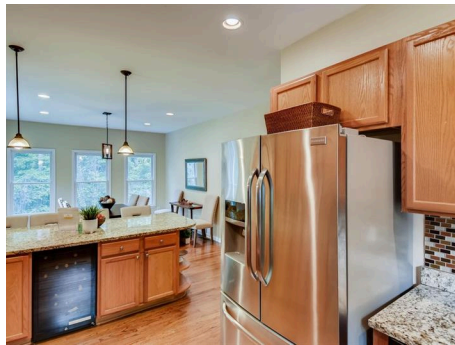
4 Beds 4.00 Baths

3,000 Sq. Ft. (\$128 / sqft)

CLOSED 9/9/20

Year Built 2004

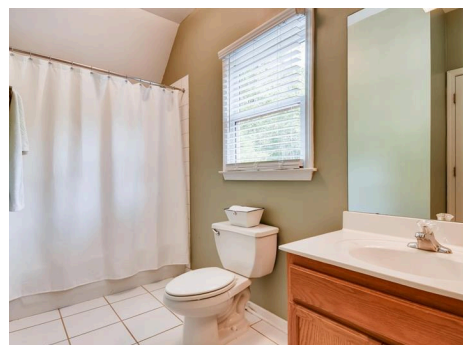
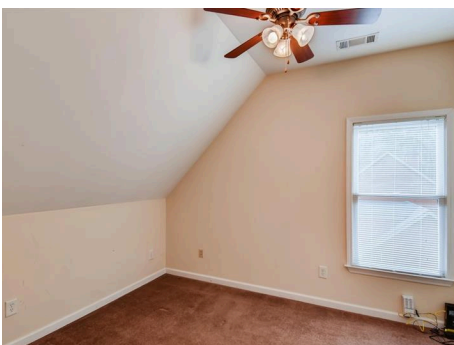
Days on market: 8



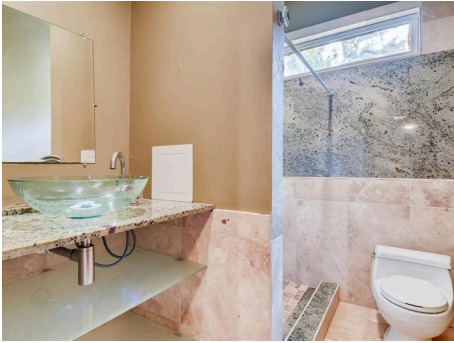
Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1506 Wainwright Drive SE Atlanta, GA 30316

MLS #6760074



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466





Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1292 Elmhurst Circle SE

Atlanta, GA 30316

MLS #6780981

\$379,900

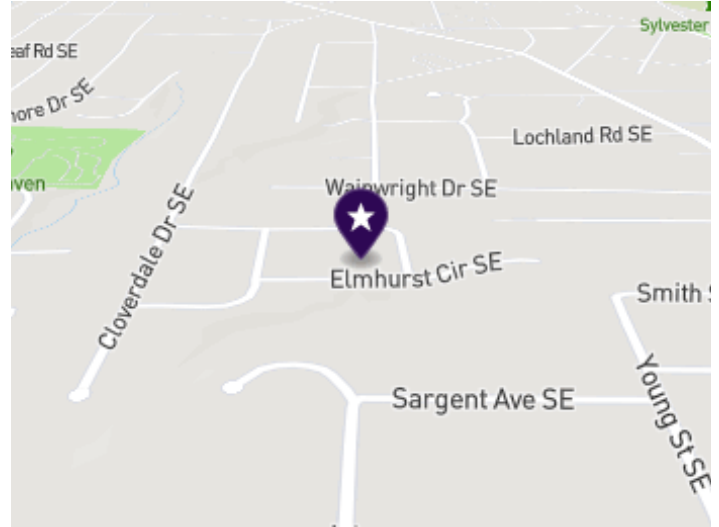
ACTIVE UNDER CONTRACT 11/2/20

3 Beds 3.00 Baths

1,494 Sq. Ft. (\$254 / sqft)

Year Built 1956

Days on market: 49



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 53 - Dekalb-West
Subdivision: East Atlanta
Style: Traditional

Full baths: 2.0
Half baths: 1.0
Acres: 0.2
Lot Dim: 145 x 70
List date: 9/13/20

Backup Offer date: 11/2/20
Off-market date: 11/2/20
Updated: Nov 20, 2020 8:45 AM
List Price: \$379,900
Orig list price: \$389,000

Taxes: \$4,989
High: McNair
Middle: McNair - Dekalb
Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None
Appliances: Dishwasher, Disposal, Gas Range, Microwave, Refrigerator, Self Cleaning Oven
Association Yn: false
Basement: None
Building Area Source: Public Records
Carport Spaces: 1
Common Walls: No Common Walls

Community Features: Street Lights
Construction Materials: Brick 4 Sides
Cooling: Ceiling Fan(s), Central Air
Exterior Features: Private Yard, Other
Fencing: Fenced, Wood
Fireplace Features: None
Flooring: Hardwood, Other
Green Energy Efficient: None

Heating: Natural Gas
Interior Features: High Ceilings 9 ft Main, Walk-In Closet(s)
Laundry Features: In Kitchen, Main Level
Levels: One
Lot Features: Back Yard, Front Yard, Landscaped, Private
Lot Size Source: Public Records
Main Level Bathrooms: 2

Main Level Bedrooms: 3
Other Equipment: None
Other Structures: None
Parking Features: Carport, Driveway
Patio And Porch Features: Patio
Pool Features: None
Property Condition: Resale
Road Frontage Type: Other
Road Surface Type: Paved
Roof: Composition



Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466

Security Features: None**Tax Lot:** 7**Utilities:** Cable Available**Water Source:** Public**Sewer:** Public Sewer**Tax Parcel Letter:****View:** Other**Tax Block:** F

15-143-18-007

Water Body Name: None**Tax Year:** 2019

Remarks

PRICE IMPROVEMENT Near East Atlanta Village - Perfect Home for Entertaining or Easy Living. Kitchen features custom cabinetry with soft-close drawers, custom granite countertops, newer stainless steel appliances, glass tiled backsplash and tons of storage. Walk out from kitchen to beautiful newly fenced in backyard and patio with custom cafe lights. Home has an open floor plan with open views to dining and living with amazing natural light and gleaming hardwoods. Master bedroom bathroom features double vanity with a custom tiled shower, custom barn door entry,

**Camille McGhee**

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Cell: 678-789-1466

1292 Elmhurst Circle SE

Atlanta, GA 30316

MLS #6780981

\$379,900

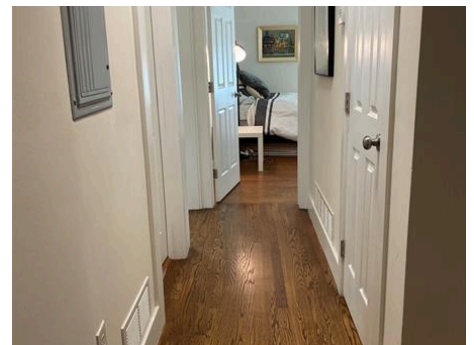
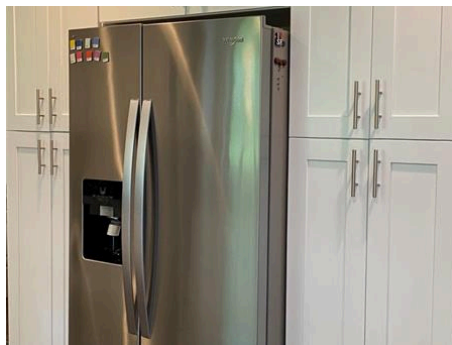
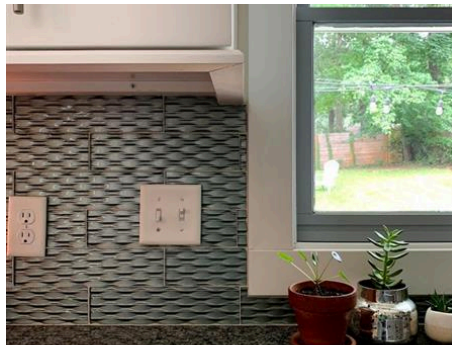
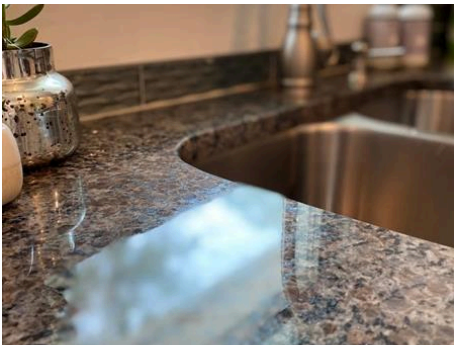
3 Beds 3.00 Baths

1,494 Sq. Ft. (\$254 / sqft)

ACTIVE UNDER CONTRACT 11/2/20

Year Built 1956

Days on market: 49

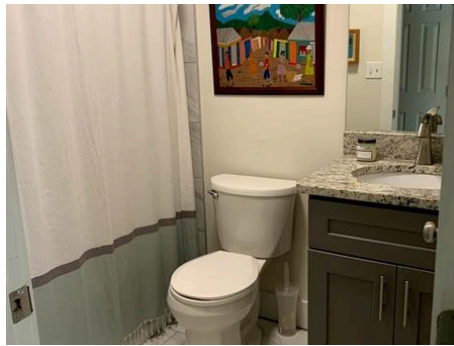
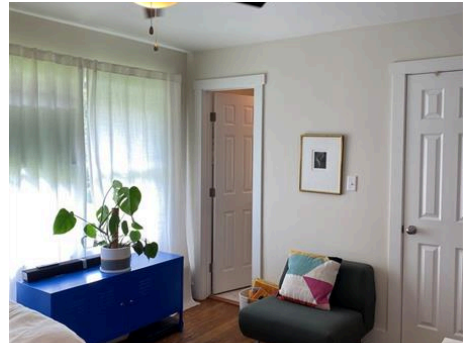
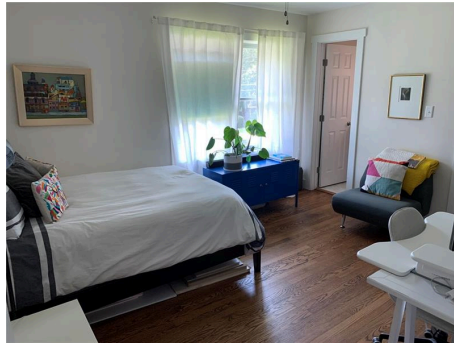


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1400 Smith Street Atlanta, GA 30316

MLS #6773770

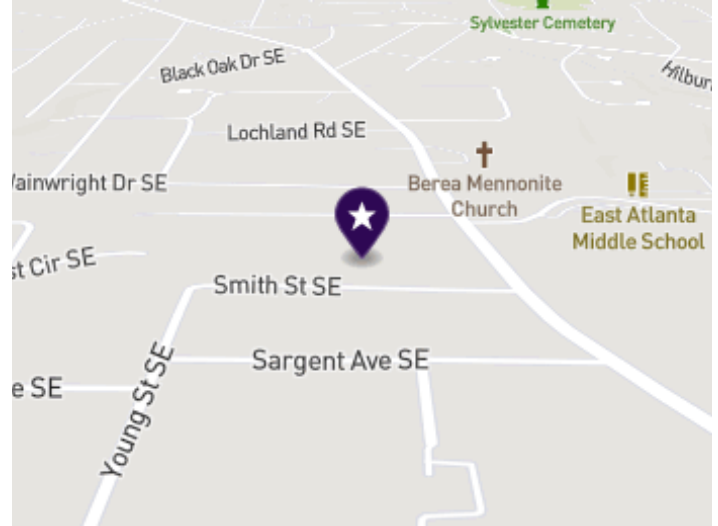
\$414,900

ACTIVE 8/28/20

3 Beds 2.00 Baths

Year Built 1956

Days on market: 87



Details

Prop Type: Single Family Residence
County: Dekalb
Area: 24 - Atlanta North
Subdivision: NONE
Style: Ranch

Full baths: 2.0
Acres: 0.6
Lot Dim: 0
List date: 8/28/20
Updated: Nov 23, 2020 6:43 AM

List Price: \$414,900
Orig list price: \$424,900
Taxes: \$3,160
High: McNair
Middle: McNair - Dekalb

Elementary: Ronald E McNair Discover Learning Acad

Features

Accessibility Features: None
Appliances: Dishwasher, Disposal, Microwave, Refrigerator
Association Yn: false
Basement: Crawl Space, Daylight, Exterior Entry
Building Area Source: Not Available
Common Walls: No Common Walls
Community Features: None

Construction Materials: Brick 4 Sides
Cooling: Ceiling Fan(s), Electric Air Filter, Zoned
Exterior Features: Private Yard, Other
Fencing: Chain Link, Privacy, Wood
Fireplace Features: None
Flooring: Ceramic Tile, Hardwood
Green Energy Efficient: None

Heating: Central, Heat Pump, Natural Gas
Interior Features: Double Vanity
Laundry Features: In Hall
Levels: One
Lot Features: Back Yard, Level, Private
Lot Size Source: Other
Main Level Bathrooms: 2
Main Level Bedrooms: 3
Other Equipment: None

Other Structures: None
Parking Features: Driveway
Parking Total: 2
Patio And Porch Features: Deck, Front Porch, Rear Porch, Screened, Side Porch
Pool Features: None
Property Condition: Resale
Road Frontage Type: State Road
Road Surface Type: Paved



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| | | | |
|--------------------------------|--|------------------------|------------------------------|
| Roof: Composition | Tax Block: 0 | Tax Year: 2019 | Water Body Name: None |
| Security Features: None | Tax Lot: 0 | Utilities: None | Water Source: Public |
| Sewer: Public Sewer | Tax Parcel Letter: 15-143-01-110 | View: Rural | |

Remarks

Newly renovated 3 bed/2 bath ranch. Up and coming neighborhood. Huge fenced private back yard with deck. Hardwood flooring throughout.



1400 Smith Street

Atlanta, GA 30316

MLS #6773770

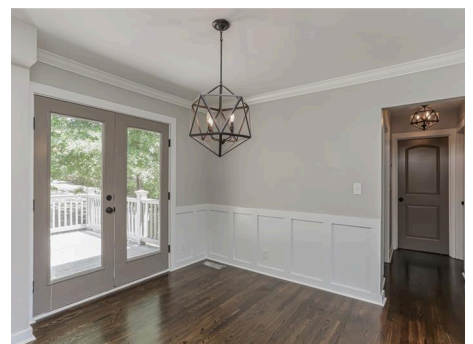
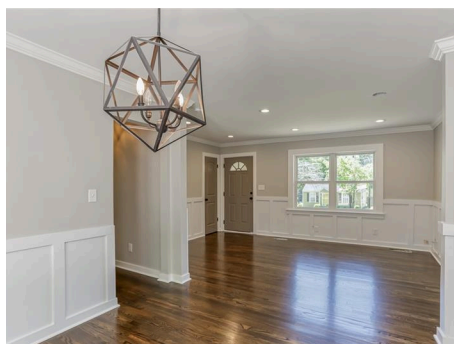
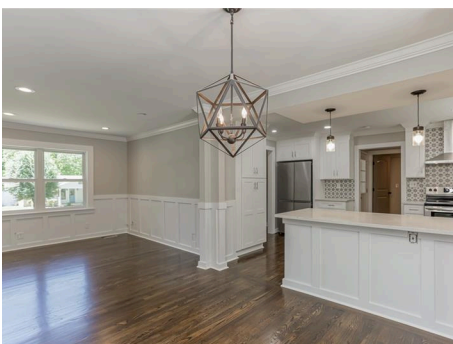
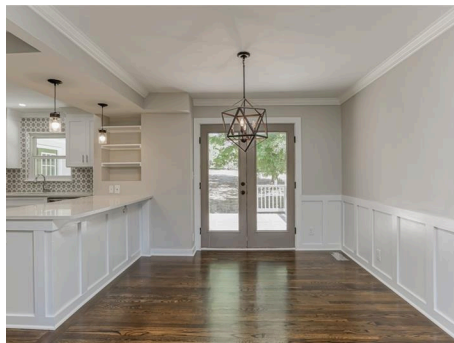
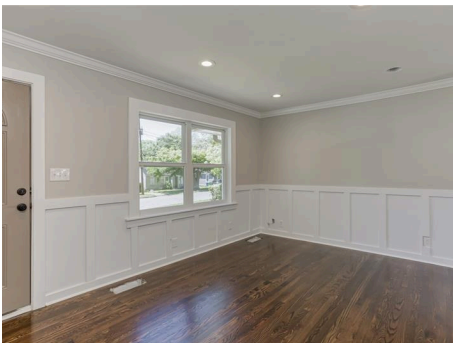
\$414,900

3 Beds 2.00 Baths

Year Built 1956

ACTIVE 8/28/20

Days on market: 87

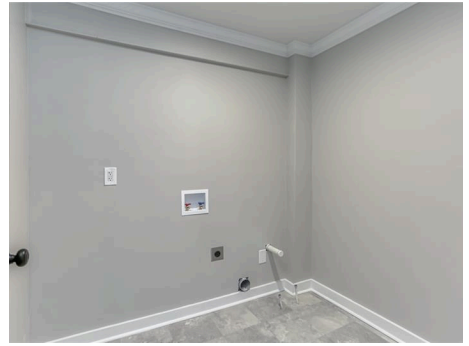
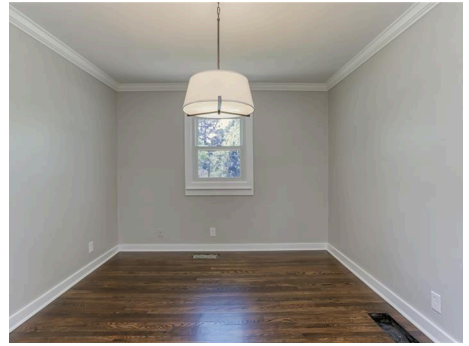
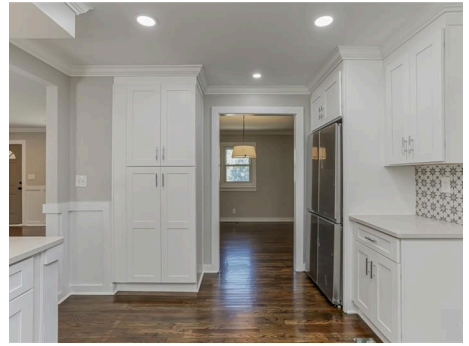


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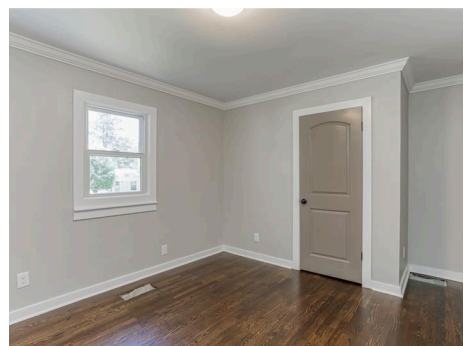
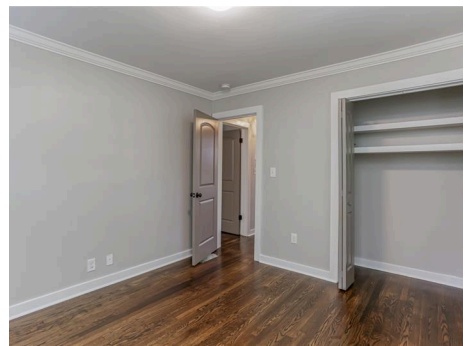
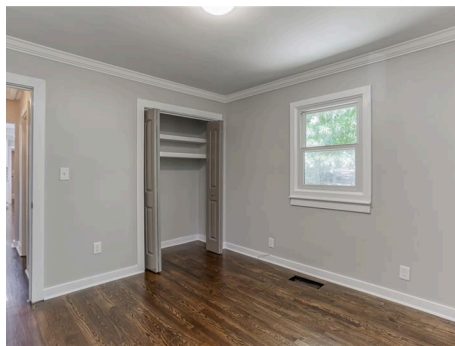
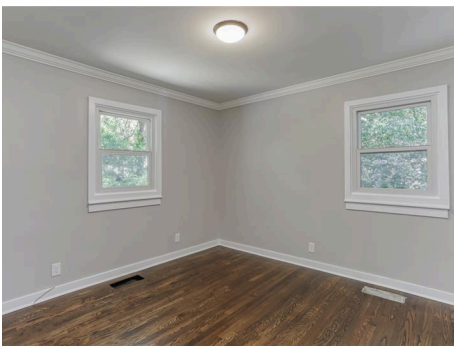
1400 Smith Street

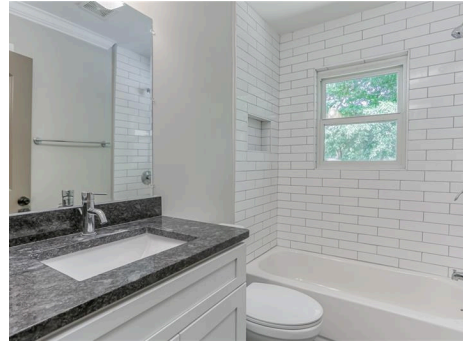
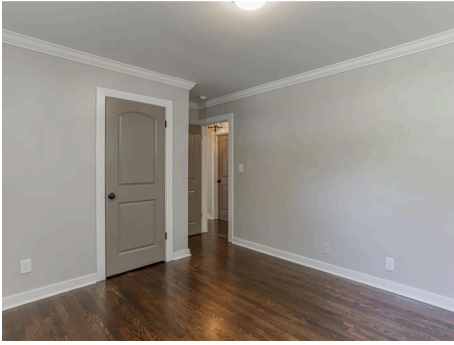
Atlanta, GA 30316

MLS #6773770

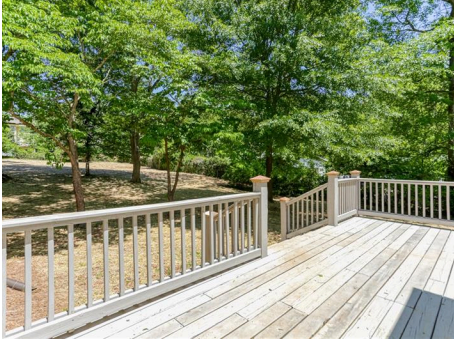


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Analysis



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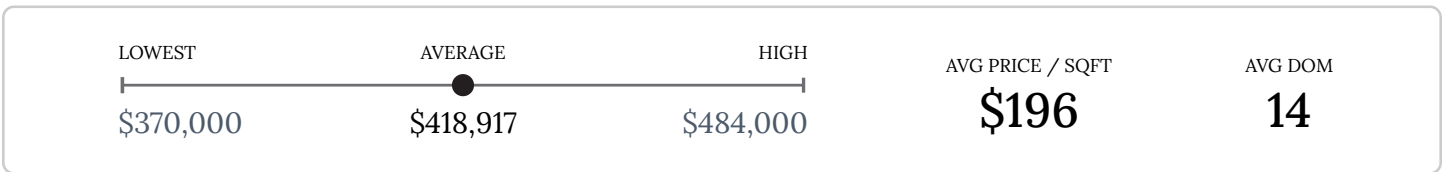
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Comparable Property Statistics

X 2 Expired Listings



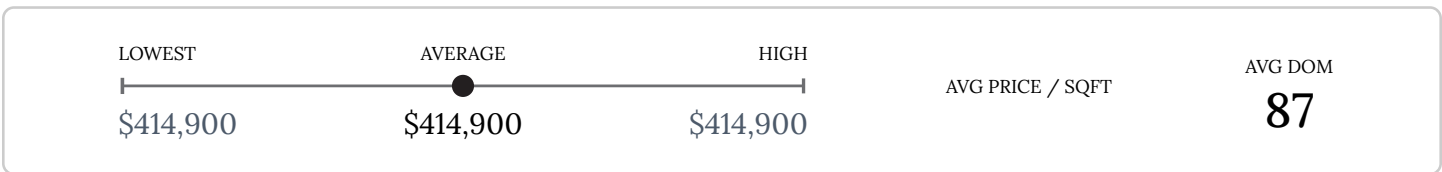
S 6 Sold Listings



B 1 Backup Offer Listings



A 1 Active Listings



Online Valuation Analysis

How accurate are Zestimates?

11.4% | \$43,090

Zestimates varied up to 11.4% or \$43,090 compared to actual MLS prices.

X 2 Expired

| ADDRESS | PRICE | ZESTIMATE | DIFFERENCE |
|----------------------------|-----------|-----------|------------|
| 1138 Bouldercrest Drive SE | \$424,900 | - | - |
| 2233 Bradley Avenue SE | \$379,000 | \$335,910 | -11.4% |

S 6 Sold

| ADDRESS | SOLD DATE | SOLD PRICE | ZESTIMATE | DIFFERENCE |
|--------------------------|-----------|------------|-----------|------------|
| 1346 Elmhurst Circle SE | 8/26/20 | \$370,000 | \$380,931 | 3.0% |
| 1388 Smith Street SE | 6/2/20 | \$432,500 | \$457,241 | 5.7% |
| 1370 Willow Place SE | 9/29/20 | \$484,000 | \$492,696 | 1.8% |
| 1357 Lochland Road SE | 10/14/20 | \$447,000 | \$452,846 | 1.3% |
| 1390 Lochland Road SE | 10/15/20 | \$395,000 | \$400,038 | 1.3% |
| 1506 Wainwright Drive SE | 9/9/20 | \$385,000 | \$394,551 | 2.5% |

B 1 Backup Offer

| ADDRESS | PRICE | ZESTIMATE | DIFFERENCE |
|-------------------------|-----------|-----------|------------|
| 1292 Elmhurst Circle SE | \$379,900 | \$377,323 | -0.7% |



A 1 Active

| ADDRESS | PRICE | ZESTIMATE | DIFFERENCE |
|-------------------|-----------|-----------|------------|
| 1400 Smith Street | \$414,900 | \$412,506 | -0.6% |

Source: Zillow



Sold Property Analysis

Averages

99.4%

Homes sold for an average of 99.4% of their list price.

14

Days on market

It took an average of 14 days for a home to sell.

Analysis

| ADDRESS | LIST PRICE | SOLD PRICE | % OF LIST PRICE | DOM | \$ PER SQFT |
|--------------------------|------------------|------------------|-----------------|-----------|--------------|
| 1346 Elmhurst Circle SE | \$379,900 | \$370,000 | 97.4% | 20 | \$227 |
| 1388 Smith Street SE | \$435,000 | \$432,500 | 99.4% | 15 | \$230 |
| 1370 Willow Place SE | \$489,900 | \$484,000 | 98.8% | 6 | \$196 |
| 1357 Lochland Road SE | \$439,000 | \$447,000 | 101.8% | 31 | \$175 |
| 1390 Lochland Road SE | \$395,000 | \$395,000 | 100.0% | 8 | \$222 |
| 1506 Wainwright Drive SE | \$389,000 | \$385,000 | 99.0% | 8 | \$128 |
| Averages | \$421,300 | \$418,917 | 99.4% | 14 | \$196 |



Suggested List Price

Analysis of the comparable properties suggests a list price of:

\$490,000
\$122 / sqft

Comparable Averages *per Status*

X 2 Expired
\$401,950 \$263 / sqft
65 Days on Market

S 6 Sold
\$418,917 \$196 / sqft
ADJ↑ **\$418,917** \$196 / sqft
14 Days on Market

B 1 Backup Offer
\$379,900 \$254 / sqft
49 Days on Market

A 1 Active
\$414,900 / sqft
87 Days on Market

Additional Notes

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

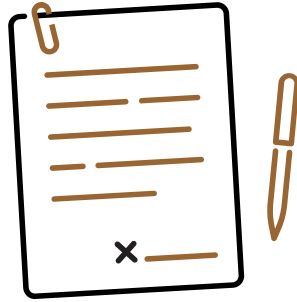


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Sellers net sheet

| | |
|--|------------------|
| Suggested list price | \$490,000 |
| 3% Sellers agent | \$14,700 |
| 3% Buyers agent | \$14,700 |
| 1.5 Estimated Sellers Exspenses. Taxes, Bills, HOA , repars,Other Dues, reo ect. | \$7,350 |
| Total selling expenses | \$36,750 |
| Net to seller | \$453,250 |





Closing

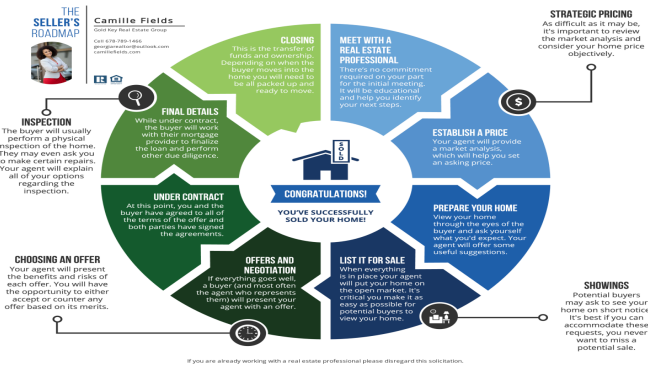


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Marketing Action Plan

Below are a few of the services we can provide as part of the marketing of your home. Before we can get started, the first important step is to:



Review, Sign and complete Listing Agreement First Week

- Provide 1 Hour complimentary staging, decor, and marketability enhancement suggestions (optional).
- Enter your listing into MLS, FMLS, and all all Marketing platforms for maximum exposure (optional).
- Place "For Sale" yard sign.
- Install Supra lock box. (optional)
- Schedule time to shoot professional property photos.
- Review showing procedure and schedules.
- Prepare property flyer, and website for Virtual Showings Virtual Open House.
- Syndicate listing to all social media/ websites platforms.
- Invite brokers and agents to tour the home for their buyers.



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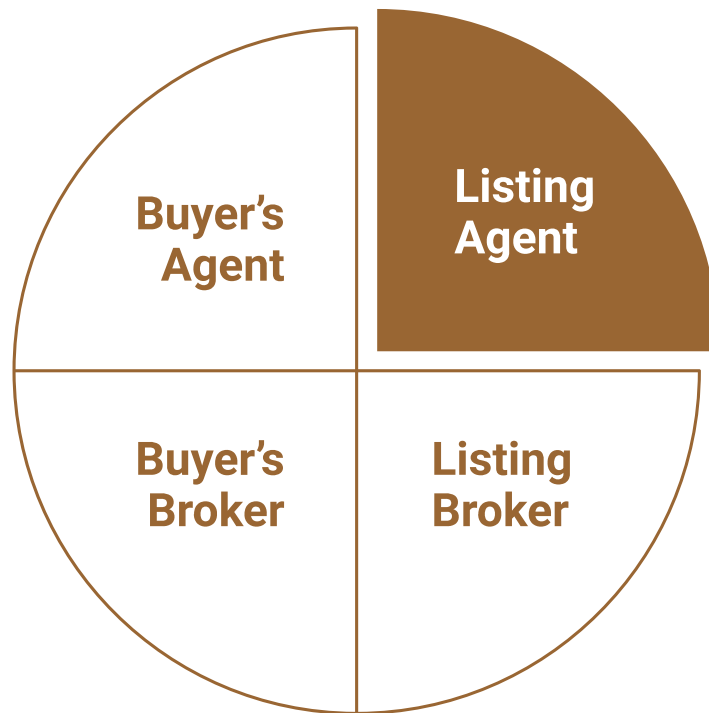
- Begin agent to agent marketing efforts.
- Schedule and Launch Virtual Open House invitations
- Review and update status.

Second Week and Ongoing activities

- Host 1st Virtual Open house
- Show property to potential qualified buyers.
- Follow-up on Internet, email, social media inquiries.
- Monitor market conditions.
- Monitor comparable properties for sale.
- Monitor foreclosures and short sales in market.



Commission Distribution



The vast majority of real estate agents work on commission, meaning that they are paid once the transaction closes. To simplify how commissions are routed, sales commissions are paid out of the seller's proceeds, according to the terms of the listing agreement and/or the sales contract. Thus, the buyers' agent commission is paid by the sellers, as a portion of their listing commission.

All commissions paid to a real estate agent have to pass through their broker; only a broker can pay a commission and only a broker can sign a listing agreement or a buyer representation agreement.

When the home is listed in the Multiple Listing Service (MLS), the listing broker discloses the terms of the commission to other cooperating brokers, so they know what compensation is offered before they bring their buyers to the listing. When the buyer's broker presents an offer to the seller, it typically includes a provision to collect their share of the sales commission, as offered by the listing agent in the MLS.

At the closing, you will see the amount of commission being paid to each agent's brokerage on the closing disclosure form. There will be a portion for the listing brokerage and a portion for the selling brokerage. Each agent will then be paid by their broker for whatever amount of the commission they have earned based on their compensation agreement with their brokerage.

Because agents are independent contractors, they use their portion of the commission to cover all of their business costs, including marketing, health insurance, licensing costs, business insurance, continuing education, and more.



Why you need a real estate professional

Given the proliferations of services that help home buyers and sellers complete their own transaction, you may have considered whether you should go it yourself instead of working with an agent. However, there is no substitute for an experienced professional, and taking on all the responsibility yourself could be costlier than an agent's commission in the long run.

According to the National Association of Realtors' 2019 Profile of Home Buyers and Sellers, only 8% of home sales were accomplished as for sale by owner (FSBO), and of those, 77% knew their buyer personally. FSBO home sales had a median price of \$200,000 in 2019, compared to the agent assisted home sale median price of \$280,000.

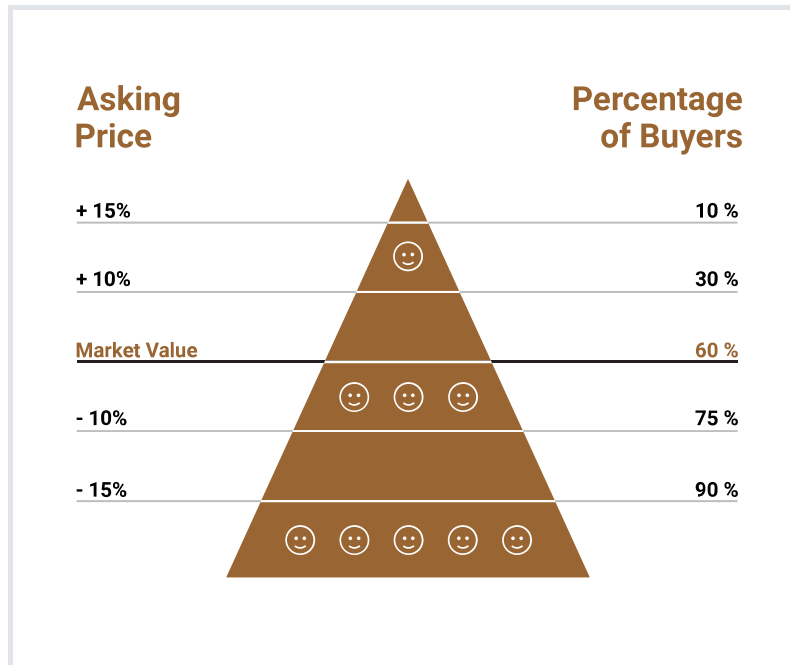
Beyond the price advantage of using an agent, homes listed by real estate professionals get more exposure and their sellers get more support. Here are some other considerations:

- They're trained and licensed professionals.
- They have experience in your neighborhood and your market.
- They have oversight from brokers and state licensing officials.
- Their job is to advise you the best way to reach your goals.
- They know how to present your home and deal with buyers.
- They know how and where to market properties effectively.
- They know how to overcome typical snags that occur in real estate transactions and closings.
- They understand state-required disclosures and look out for your best interests.
- They understand personal safety and security for your belongings during showings.
- They know the best resources to make transactions go more smoothly, from bankers to home-stagers to contractors.
- They have access to the most accurate and comprehensive data - the MLS, the only data repository that has the most up-to-date listing and sales information.
- They know how to negotiate.
- Their job is making real estate transactions successful.
- Their continuing education keeps them up-to-date on housing issues.

With a real estate professional in your corner, you'll have a partner by your side to advocate for you and advise you through the entire home sale process.



Intelligent Pricing and Timing



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

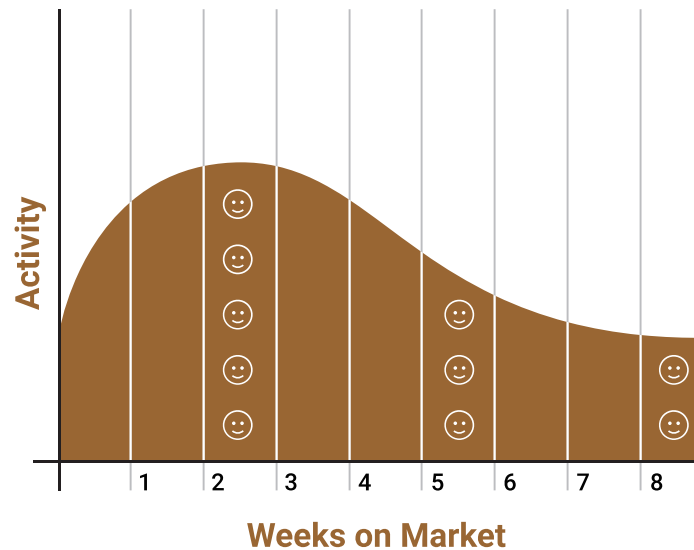
Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.



Intelligent Pricing and Timing



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.



Curb Appeal, A First Impression That Lasts

Most buyers form their first impression of your home before they even get out of the car. Curb appeal is the view from the curb that gives potential buyers the first chance to fall in love with your home.

The exterior of your home should be in pristine condition - clean, cleared of clutter, with no visible repairs needed. A broken step, overgrown bush, or abandoned toys in the yard can spoil both the home's appearance and the potential buyer's first impression.

Here's a simple cleanup and spruce up checklist to make sure your home leaves a stellar first impression:

- Clear driveways and walkways of snow, weeds, and debris. Repair or replace cracked steps or pavers. Whenever possible, driveways should be clear of vehicles.
- Keep your lawn mowed, edged, and watered. Prune dead branches and plants. Weed flower beds and replace leggy, thin landscaping with fresh plants and flowers.
- Replace loose or damaged roof shingles, clean the gutters, and paint and caulk window trim and doors.
- Make the front door area shine: consider repainting your front door and placing a new welcome mat. Polish the door hardware and make sure all front facing windows are clean.
- Power wash siding, brick, windows, and porches.
- Replace light fixtures -and if possible, pick new fixtures with the same mounting system to save time and hassle.
- Install new house numbers that match the finish of your light fixtures.
- Consider upgrading your mailbox; it's an inexpensive fix and the first thing that buyers will see when they pull up to your home.
- Install flowerboxes or pots of blooming flowers for a pop of color.
- Hang a seasonal wreath from your front door.



Staging Your Home

When you list your home for sale, it becomes a product rather than your personal retreat. You want potential homebuyers to be able to envision themselves living in the home, which can be difficult if your family's personality is still evident. Before going on market, your agent will recommend decluttering and depersonalizing, but you may also want to bring in a professional stager to help guide you through showing your home in its most marketable light.

When done correctly, staging can not only set the right emotional tone for buyers about the home, but can also help highlight the most attractive features of the home. Staging can potentially make you money, too: 77% of listing agents said a well-staged environment increases the dollar value buyers are willing to offer, according to the National Association of Realtors Profile of Home Staging. Staging can also shorten the length of time your home is on the market, with agents reporting that their staged homes were going under contract faster than those without.

A professional stager will typically begin with an in-home consultation, where they will walk through your home with you, review the property, and provide a report with their advice for the home. The report will include advice on de-cluttering, storing items, reorganizing furniture placement, and possibly changing out paint colors in different rooms. The stager may also give tips for improving curb appeal. The most common rooms that are staged are the living room, kitchen, master bedroom, and dining room.

Depending on what your home needs, and whether you want to do the work yourself or hire it done, your stager could handle bringing in supplementary furniture and décor items, manage painting or other contractors coming to your home, and have a more hands on role in getting your home ready to go on the market. The cost of services provided will vary depending how much assistance your home will need.



Showings and Open House Checklist

Once your home goes on the market, real estate agents may call to show your home anytime, even if you've listed preferred showing times in the instructions. Keeping your home in showtime condition can be challenging, especially if you have children and pets. Here are some pointers for presenting your home in the best light

Showings & Open House Checklist

- Eliminate clutter: The less cluttered your home, the better it shows. If you have a lot of knick-knacks, collections, or family mementos, consider renting a portable storage unit, which can be stored until it's time to deliver it to your new home.
- Keep, donate, throw away: If you have time before you go on the market, sort unwanted belongings into one of these three baskets. You'll receive more in tax benefits for your donations than pennies on the dollar at a garage sale. It's faster, more efficient and you'll help more people.
- Remove temptations: Take valuable jewelry and collectibles to a safety deposit box, a safe, or store them in a secure location. Also secure your prescription medicine and private financial documents.
- Remove breakables: Figurines, china, crystal and other breakables should be packed and put away in the garage or storage.
- Be hospitable: You want your home to look like a home. Open the blinds, turn on the lights, and make visitors feel welcomed.
- Have a family plan of action: When a showing happens at an inconvenient time, get the family engaged. Everyone can pitch in to tidy up in a hurry: pick up glasses, plates, clothing, and anything else left lying about.
- Get in the habit: Wash dishes immediately after meals. Clean off countertops. Make beds in the morning. Keep pet toys and beds washed and smelling fresh.
- Clean out the garage and attic: Buyers want to see what kind of storage there is.

The Essential Five-minute Clean-up for Showings

Everyone gets a basket and cleans up clutter. Check for hazards, like toys left on the floor. Make sure all toys, including bicycles, are put away.

- Put pets in daycare, sleep cages or take them with you: In the listing instructions, there should be a warning if there is a big dog on premises. Buyers with allergies also may appreciate knowing in advance if you have pets.
- Turn on lights: Open the drapes, turn on lights so buyers can really see.
- Give the buyer privacy: The buyer cannot come to your home without being accompanied by an agent. They will be more comfortable touring the home without your presence.



Moving Checklist

Moving to a new home can be an exciting but stressful journey. By finding the right movers and having a good, though flexible, moving plan, most of the common moving headaches can be easily avoided.

Start planning

Finding the best mover for you at the right price involves a simple evaluation of your needs. Moving companies provide a wide range of services, from planning your move, storing your things, packing and unpacking, to decorating and organizing your belongings in your new home. You can choose which services you want and have them tailored to suit your budget.

Compare movers

When you compare price and service estimates from several companies, you will find that estimates are based on the weight of your household items, the distance they will be moved, and the amount of packing and other services you will require. Be sure to show the estimator every item that will be moved. Estimates should be done in person and include a clear explanation of rates and charges that will apply, the mover's liability for your belongings, pick-up and delivery schedules, and claims protection.

If you are moving interstate, you should read and understand all of the information you will receive. In addition to brochures explaining their various services, moving companies should give you a copy of a consumer booklet titled "Your Rights and Responsibilities When You Move" and information regarding the mover's participation in a Dispute Settlement Program. Distribution of the consumer booklet and the requirement that movers must offer shippers neutral arbitration as a means of settling disputes that may arise concerning loss or damage on household goods shipments are requirements of the Federal Highway Administration (FHWA).

Be prepared

Even in the most well-planned moves, something unexpected may happen. In those instances, insurance is crucial. Check with your homeowner's insurance provider about coverage for your belongings while moving. Your mover will provide either released value insurance (about \$0.60 per pound of goods lost or damaged, according to NAVL.com) or full replacement value, which you must sign for on your bill of lading. If you are not sure how to estimate the value of your belongings for insurance purposes, your insurance carrier can help. Items of special value such as heirlooms, paintings, or collectibles can be insured under separate riders. In the event of damage to an item, file a claim immediately. Be sure to save the packing materials to show to the adjuster, should there be any problems.

Packing up and moving on

Once the time has come to start packing and organizing, here are some tips to make the process smooth:



- Start by packing the things you use most infrequently.
- Pare down items that have accumulated over time by grouping them into 3 categories Keep, Donate, or Throw Away.
- Create an inventory sheet of valuables and a list of which boxes they were packed in.
- Label your boxes according to the rooms where they'll be moved - bedroom #2, 1st floor bath, etc. Consider using different colored stickers/tape for each room.
- Provide your movers with copies of the floorplan of your new home, so they can move more efficiently without having to stop and ask you where things go.
- Try to keep boxes under 50 lbs. whenever possible, put heavier items in smaller boxes to reduce bulkiness, and place lighter items in larger boxes.
- Dispose of items that can't be moved, like flammable liquids, cleaning fluids, etc. Prepare your mower by emptying the fuel and recycle your propane grill tanks.
- Snap a photo of the back of electronic devices so you know which wires to attach when setting them up in your new home.
- Pack an overnight bag with moving day essentials, including toiletries, clothes, medications, and charger cords.



Features That Sell

As you prepare to put your home on the market, there are improvements you can make - some small, some big - that will help you appeal to homebuyers and maximize the price you get for your home. And some existing home features can be a major selling point.

According to the National Association of REALTORS® latest profile of homebuyers and sellers, buyers plan to occupy their homes for the next 15 years. They want homes that offer the room, flexibility and comfort they anticipate they will need in the upcoming years. Energy efficient appliances, windows, and systems in the home are important; today's homebuyer is looking for a sustainable and affordable home with manageable operating costs.

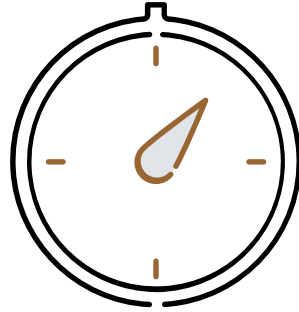
A study by The National Association of Home Builders found that buyers are interested in saving on square footage, but they want a gracious and casual ambiance. Buyers would prefer to maximize square footage with smaller formal rooms and larger family room and kitchen areas.

Other must-have features buyers are looking for include:

- Separate laundry room
- Exterior lighting for both curb appeal and safety
- Ceiling fans
- Patio and outdoor living space
- Hardwood floors
- Storage space in the garage
- Eat-in kitchen
- First floor master bedroom

Additionally, a survey of home builders by Pro Builder showed that excess has given way to practicality for home buyers. They want spaces that are focused on function rather than 'keeping up appearances'. Open floor plans, flexible spaces, smarter storage, and a focus on multigenerational living are shaping the homes of the future.





Guidance



Camille McGhee

NextHome Realty Marketing

Selling Your Home in a Tough Market

When home prices fall, supply of homes for sale increases, and buyers become more demanding, it's a buyer's market. That doesn't mean you can't sell your home for a fair price. You just have to work harder to make it happen.

Hire a real estate professional.

A buyer's market is not the time to represent yourself. It may be tempting to recoup some equity by not paying a real estate agent, but you'll lose more than you'll gain. A real estate professional can give you an accurate overview of the market, help you with strategies, and bring offers from qualified buyers.

Make your home pristine.

In a buyer's market, only location and condition can move buyers to pay more for any home. You can't do anything about location, but you can take condition out of the equation. There's a huge difference between a home that "doesn't need a thing" and a home that "needs work".

Show pride of ownership by putting your home in top move-in condition so that your home is more appealing to buyers than any other home in your price range.

Price it right.

You can expect lowball offers in a buyer's market, but homes that are priced fairly and in pristine condition will be treated with more respect by buyers.

If prices are falling in your area, ask your real estate professional for help. Pricing according to recent sold comparables might not be as smart as pricing to pending sales - those yet to close.

You have to know what your bottom line is, but pricing your home should have nothing to do with how much you owe creditors, how much cash you need to buy your next home or how much you need for your retirement or any other reason. Buyers will only pay current or pending market value as determined by the most recent comparables.

Keep negotiations pleasant.

Negotiation is a fine art, and it works best when both parties get what they want. For example, you may be willing to take less money in exchange for a cash offer or a quicker closing. Your buyer may be willing to pay your asking price, but they may ask you to pay their closing costs.

You'll quickly realize if you're dealing with a sincere buyer. Respond to the buyer's negotiations with documentation, receipts and other information in a timely manner. If you feel the buyer isn't negotiating in good faith, simply stop negotiations. You're under no obligation to respond to an unreasonable offer. The buyer will get the message.



Buyer's markets work for sellers, too.

Keep in mind that you'll be able to take advantage of falling prices when you buy your next home. You may be able to make up for being in a tougher position on your home sale with the deal you can negotiate on your next home purchase.



Negotiating with Buyers

When you get an offer on your home, your agent will explain to you each point of what the buyers have sent. This includes not just the offer price, but also what type of financing, any closing cost credits, the amount of the earnest money deposit, the closing date they have proposed, any inspections they are requesting, as well as additional considerations like a home sale contingency or post settlement occupancy.

If the offer price is acceptable and you agree with all the additional considerations, you can accept the offer by signing and dating it, and it becomes a ratified contract. If you want to adjust the sales price or any other facet of the offer, you can 'counter' their offer with edits to the conditions that you would like to change. There could be a series of these back and forth counter offers until both you and your buyers agree to all terms or decide to withdraw or reject the offer.

When you are in the middle of back and forth negotiations, your agent is your best resource for keeping a perspective on how each item fits into the overall picture of the offer. Speculating on why a buyer may be requesting something is rarely helpful; they are trying to get the most favorable deal for the home, just as you are trying to have the most favorable outcome as a seller. Knowing the current market climate helps have a perspective on whether a buyer is being unreasonable with any requests. Your agent will be able to guide you through.

Once the offer is ratified, the contingency period will begin for inspections, appraisal, and/or financing and you'll start moving towards your closing date for a successful sale.



What is a Short Sale?

A short sale occurs when a home seller owes more on their mortgage than the contract price, thus coming up 'short' on funds. The seller can bring funds to the table to cover the difference, or they can work with their mortgage company to get approval to sell the home for less than the owed amount.

Why would lenders allow a short sale? They want to sell loans, not manage property. Successfully completing a short sale could avoid the foreclosure process, which is complicated and expensive for lenders.

Lenders will allow you to sell short if you can meet the following criteria:

- Has the home's market value dropped below what you currently owe on your mortgage, according to recent comparable homes sold in your area?
- Are your payments current? Current payments may not rule out a short sale if other factors are leading to foreclosure.
- Can you show distress? Unemployment, bankruptcy, death or divorce are all hardships the lender will consider.
- Do you have a buyer? Prepare a Net Sheet that shows the sale price you will receive, costs of the sale, unpaid loan balances, outstanding payments and late fees.
- Do you qualify for the Making Home Affordable government refinancing or loan modification program? If you purchased your home before January 1, 2009, and are having trouble making your payments, you could be eligible for modification of your loan's terms. See <http://www.makinghomeaffordable.gov>

Contact your lender and ask to speak to a decision maker who is authorized to approve your short sale. Provide a statement letter detailing your circumstances such as loss of job, medical problems, or whatever has caused your financial distress.

Be willing to supply proof of assets, including recent bank statements, savings accounts, money market accounts, and anything else of tangible value. The lender may want to go back six months or a year to see your credit history.

Show the lender your buyer's purchase offer along with a comparative market analysis from your listing agent.

The key to a successful short sale is to get started on a solution early. Contact your lender for help, before you get behind on your mortgage payments.



Online Home Valuation Tools

Plenty of sellers have utilized automated home valuation tools online only to be shocked or surprised at the home value it estimates for them. While sellers are typically pleased when the values appear higher than they expected, many online instant valuations come in far lower.

Estimating a home's market value is far from an exact science. These tools attempt to provide greater transparency in home prices to homebuyers and sellers by using data derived from public records, which contain past sale information and yearly real estate taxes. Many even have satellite views so accurate they can spot your cat laying on the front porch.

How do they do it? Home valuation sites contract with major title companies to obtain county tax roll data. All property is registered with the county for property taxing purposes. They also find ways to become members of local multiple listing services, which are either subsidiaries of real estate associations or owned by local real estate brokers. That way, they have access to listing data.

Using this tax roll data and listing data, home valuation sites apply their own algorithm to come up with an instant estimate of value for what a home could be worth. Zillow has dubbed their version of this automated valuation a "Zestimate". They disclose on their site that depending on where the home is located, their Zestimate could be off by as much as 40%.

The quality of the data available means that sometimes the results are spot on, but they can also be terribly inaccurate. And algorithms can't make adjustments to reflect whether or not a home has been updated, how well it's maintained, or esoteric values such as curb appeal and views.

For that reason, online valuations should be used only as one of many tools to estimate a home's value.

Ask your real estate professional for a comparative market analysis, or CMA. He or she can show you the most recent listings and sold comparables, accurate to within hours or a few days at most.



CMAs vs Appraisals

Establishing a home's market value is equally important to buyers, sellers, lenders and real estate professionals so that listings can go on market and transactions can proceed quickly and efficiently.

A real estate professional may prepare a *comparative market analysis* (CMA) for their sellers to help them establish a listing price. The CMA includes recently sold homes and homes for sale in the seller's neighborhood that are most similar to the seller's home in appearance, features, and general price range.

Although the CMA is used to help determine current market value, it does not establish the seller's home value. The CMA is merely a guide to help the seller learn what's happening in their local market, so they can better understand where their home fits in term of an estimated listing price, based on location, features and condition.

Once the home is listed on the open market, a buyer makes an offer, which could be based in part on a CMA the buyer's agent has prepared. CMAs can help buyers better understand the local market as well as sellers.

If the buyer is receiving financing through a bank, the bank will order an *appraisal*.

Unlike the CMA, a bank appraisal is a professional determination of a home's value. The appraisal is completed by a licensed appraiser, using guidelines established by the Federal Housing Finance Agency, which regulates federal housing loan guarantors such as FHA, VA and housing loan purchasers Fannie Mae and Freddie Mac.

An appraisal is a comprehensive look at a home's location, condition, and eligibility for federal guarantees. For example, a home that doesn't meet safety requirements such as handrails on steps will not be eligible for FHA or VA loans until the handrail is installed or repaired.

Appraisers use the same data in their market research to find comparable homes as real estate agents. While they are also members of the MLS, they also have additional guidelines from the bank to follow that minimize risk to the bank. They will take into consideration - and can adjust values to reflect - the speed of the market and whether prices are rising or falling.

When the appraisal is finished, the bank makes the decision to fund the loan, or it may require the seller to fix certain items and show proof that the repairs have been made before letting the loan proceed. If the loan doesn't meet lending guidelines, the bank will decline the loan.

Despite stricter lending and appraisal standards, most buyers' loan applications go through to closing - nearly 85 percent. One reason for that is that real estate agents are preparing CMAs that are better tuned to lending standards, for sellers and buyers to fully understand not only what the market is doing, but how much lenders are willing to finance.



The Value of Your Home

In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.



Explaining Listing Syndication

Once your home is listed in the *multiple listing service* (MLS), your agent will begin marketing your home to ensure it gets in front of as many potential homebuyers as possible. Since over 95% of consumers search online to find their next home, according to the National Association of Realtors Profile of Home Buyers and Sellers, your agent will likely 'syndicate' your listing to all of the major real estate websites. Syndication is the process of publishing your listing to multiple sites at the same time.

Using the property details, the written description, and all of the digital media they've uploaded (photography, video, floorplans, and 3D tours,) the MLS will forward that along so that it displays on sites like Realtor.com, Zillow, Trulia, brokerage websites, and your agent's own personal site. The process is automated, so when your agent edits the information, like changing the description or adding an open house, the change will publish through to all of the rest of the websites. The time that it takes for the information to display on the sites after a change is made vary by website and can be as quickly as a few minutes or as long as 24 hours or more.

Brokerages typically accomplish this for their listings by utilizing IDX, short for internet data exchange. Brokers grant permission to other brokerages to display their listings online, with attribution of their firm as the source of the listing. While some third-party portals, like Zillow, allow for homeowners to claim their home listing and edit information, it's best to let your agent make edits while the home is actively listed so that a duplicate listing isn't created.

Your agent can give you additional details of where your home's listing will be shared online.



Instant Offers and iBuyers

With advances in technology and new ways to utilize data, some companies have sprouted up to create different ways to sell your property. Basically, they utilize automated valuation models (AVMs) to make quick offers on homes, allowing them to close in a much faster than typical timeframe, and then resell them. From a seller's standpoint, it can eliminate some hassle and uncertainty, but with high "transaction fees" ranging from 7% to 14%, and the likelihood that they will sell the home for more than they paid you for it, you are simply exchanging that smooth and quick transaction for a portion of your equity.

Companies that offer this kind of service are only in limited markets across the country right now. They operate by having homeowners fill out a short questionnaire with information on their home. They feed that data into their AVM, which kicks back an offer price. They make the homeowner a cash offer to close in a short timeframe (typically about a week) and specify what the fee will be to proceed through to closing. Once they own the home, they will repair and spruce it up, and list it for sale on the open market.

It may be tempting to consider such an offer, but keep in mind that this is a straight numbers play. They are determining a price that allows them the room to cover the costs of the transactions as well as the repairs, while still making some profit. Their profit will either come from the fee you've paid or from acquiring your home at a below market price - although it could possibly be a combination of the two. An analysis on one company's transactions showed they were selling homes at an average 5.5% appreciation, on top of their transaction fee. That's a lot of money to leave on the table for a little convenience.

There are other companies beginning to test alternative listing models as well, utilizing technology and AVMs to make 'instant offers' on homes, or to help buyers acquire and move into their next home before selling their current one. As always, it's important to read the fine print and understand what you are agreeing to, if one of these companies expands into your area.



Marketing Samples

3604 GRAYCLIFF ROAD
SNELLVILLE, GA



CamilleFields
Virtual Properties Realty



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

LUXURY LIVING

This home features 24ft tray Ceilings, Crown Molding and Judge Paneling throughout. Custom Decor neutral paint, 2-Story Family Room, Foyer, Catwalk, and Windows. You'll Love the Stunning Gourmet Kitchen with walk-in pantry, LARGE center island, and premium Stainless Steel appliance package.

The Main Level boasts all Hardwood flooring, Master on the main with custom designer closet, Laundry room, 3 Car Garage, Mudroom entry with Built in credenza, 2 sided stone Fireplace, Large office or formal Living room. Upper level you'll enjoy 3 spacious Bedrooms, Finished Rec Room/Theater/Media room/2nd Family Room or 4th bdrm!

Need more room to grow? The Daylight Terrace level basement includes a walk out patio, large estate potential of apx 5900sq ft total when finished!



3604 GRAYCLIFF ROAD | SNELLVILLE, GA 30039

- 4 Bedrooms
- 4 Baths
- 4200 Sq Ft finished
- 1700 Sq Ft Unfinished Daylight Basement.
- 2015 Custom built
- 1.05 acre
- 3 Car Garage w/ parking pad
- Master on the main
- 2 sided Stone Fireplace.
- Premium Stainless Steel appliance package.
- Hardwood flooring Main Level
- 10,12, and 24ft tray Ceilings
- Crown Molding and Judge Paneling
- Custom neutral paint Palette
- 2-Story Family Room, Foyer, Catwalk, and Windows
- Mudroom entry w/Built in credenza
- Finished Recreation, Theater, Media, 2nd Family Room, or 4th bedroom.

Listed exclusively by

CAMILLE FIELDS | REALTOR



Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466

SNELLVILLE AND NEARBY ATTRACTIONS:

- *Brisco Park
- *Lenora Church Park
- *Alexander Park
- *Big Haynes Creek Recreation
- *Georgia's Stone Mountain Park
- *Yellow River Game Ranch
- *Vines Botanical Gardens
- *Gwinnett History Museum
- *New Retail Stores, Shopping,
- *Restaurants, Movie Theaters.

THINGS TO DO IN SNELLVILLE :

Snellville offers a wide variety of opportunities for recreation. Local parks include facilities like lighted tennis courts, soccer fields, sand volleyball court, playgrounds, picnic areas and swimming pools. The local Lenora Park and Disc Golf Course is a large disc golf course spread over 112 acres of land. It is also home to a water park complete with a lazy river, a children's area and slides. It also has playgrounds, baseball and softball fields, as well as a fishing lake.



Cell
678.789.1466

Listed at
\$435,000.00



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

REALTOR

CAMILLE FIELDS



Virtual Properties Realty
 1350 Scenic Highway Ste 266
 Snellville, Ga
 Cell: 678.789.1466
 Office: 770.495.5050
 Fax: 770.622.5055

It's my intention to build life long relationships and communities one home at a time. I strive to remain your trusted and preferred: Confidante, Mentor, Advisor, Real estate Consultant, and Friend for life.

Your referral to friends, family, and colleagues is the greatest compliment.

georgiarealtor@outlook.com | camillefields.com



3604 GRAYCLIFF ROAD

*Free Upgrades Included: *3% Home Buyers Warranty *\$5000.00 Buyer Incentive

- Hardwood floors Main Level
- Granite Counter tops
- Tiled back splash
- Designer color Paints
- Premium hardware throughout.

*Premium Stainless Steel Appliance package to include:

- Refrigerator
- Cooktop
- Double Oven
- Microwave



Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466

Considering selling your home?

As your Snellville neighbor and Gwinnett Real Estate resource, I invite you to contact me today to discuss the marketability of your home.



1350 Scenic Highway, Ste. 266
Snellville Ga. 30078



Camille Fields
Realtor

C: 678-789-1466 O: 770-495-5050
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camillefields.com



Just Listed
\$435,000.00
3604 Graycliff Road Snellville, Ga 30038



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



3604 Graycliff Rd

Snellville, Ga 30039

\$425,000

Features

- 4 Bedrooms
- 4 Baths
- 4200 Sq Ft finished
- 1700 Sq Ft Unfinished Daylight Basement.
- 2015 Custom built
- 1.05 acre
- 3 Car Garage w/ parking pad
- Master on the main
- 10,12, and 24ft tray Ceilings
- Crown Molding / Jodge Paneling
- Custom neutral paint Palette
- 2-Story Family Rooms, Foyer, Catwalk, and Windows
- Premium Stainless Steel appliance package.
- Hardwood flooring Main Level
- Mudroom entry with Built in credenza
- 2 sided Stone Fireplace.
- Finished Recreation/Theater/Media /2nd Family Room or 4th bdrm!

Snellville area and Attractions:

- *Brisco Park
- *Lenora Church Park
- *Alexander Park
- *Big Haynes Creek Recreation
- *Georgia's Stone Mountain Park
- *Yellow River Game Ranch
- *Vines Botanical Gardens
- *Gwinnett History Museum
- *New retail stores, shopping, restaurants, movie theaters.



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OPEN HOUSE

4265 EDDIE BYRD LANE, LOGANVILLE, GA 80237 • SUNDAY 10.18.2015 2:00-4:00 • \$449,900

PROPERTY DETAILS



Don't miss this AMAZING 6100sqft 6BR6B home featuring 2 Gourmet Kitchens with 2 sets of double ovens, Master on the main, 4+ car garage, open floor plan, cathedral ceilings, hardwood floors, Crown molding throughout, Finished basement, on-suites in all bedrooms, in-law suite with private entry and garage overlooking 1.57 acre private fenced back yard with 5th garage/outrouse AND MORE!



NEIGHBORHOOD



Located near Gwinnett/Walton County border/Loganville school district. Priced below market Value!!

** Broker/Buyer bonus with code:1000, must receive BR request with offer by 10/31/2015**

** Limited time Special pricing through 10/31/2015***



ABOUT ME



CAMILLE FIELDS
REALTOR, TEAM LEADER

It's my intention to build life long relationships and communities one home at a time.



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Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



Exclusive Listing!

Property Details

- 5 Bedrooms
- 3 Bathrooms
- Style: 2 Story
- Year Built: 2007
- Square feet: 4029
- Attached 2 car garage
- Eat In Kitchen
- Formal Dining Room
- Formal Living Room
- Bedroom/Office
- Step Down Family room/Den
- Walk-In Laundry Room
- 2 Room Master Suite
- Double Stair Case

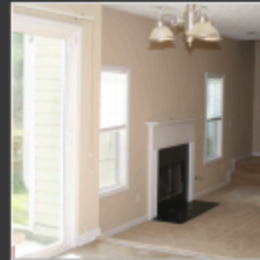
- Central A/C
- Gas Stove/Cooking
- All appliances



1975 Hillspring Lane
 Lithonia Ga 30058
\$189,900

Just recently listed on the market!

LARGE 5B 3B brick Home with 2 car garage just minutes from Stone Crest Mall, Shopping District, Stone Mountain Park, Lenora Park, YMCA and more. Bring the family home, spread out and enjoy 4029 sq feet of living space. This immaculate home features plenty of entertaining space, including 2 story entry, spacious 2 room master suite, en suite, formal living room, formal dining room, step down keeping rm/den or family room, eat in kitchen and there's an additional bedroom/office on the main level. This is a MUST SEE ! motivated seller



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 Snellville, Ga 30078

GOLD KEY
 REAL ESTATE GROUP




Information has not been verified, is not guaranteed, and is subject to change.

This is a public company of Equal Housing Opportunity.





Camille McGhee
 NextHome Realty Marketing
 Cell: 678-789-1466



Exclusive Listing!

Property Details


- 4 Bedrooms
- 2 1/2 Bath
- Style: 2 Story
- Year Built: 1993
- Builder: Custom
- Square feet: 2768
- fireplace: 3
- Acre: 1.2





3517 Frammingham Dr
Lithonia Ga 30038
\$138,900.00

Just recently listed on the market!

LARGE 1.2 acre lot featuring traditional 4B 2.5. Don't miss this beautiful home with huge private back yard overlooking the wooded oasis. Relax in the covered back deck with ceiling fan. The master suite includes private adjoining den with fire place, master bath with separate garden tub and his & her closets. This home also features separate living room w/fire place, formal living, and dining room perfect for entertaining 12+ guests, office den, rec room/media/exercise theater room with recessed lighting. Please contact agent to schedule a showing.







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Snellville, Ga 30078

GOLDEN KEY
REAL ESTATE FRANCHISE



Information has not been verified, is not guaranteed, and is subject to change.

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Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



CAMILLEFIELDS.COM

CUSTOM BUILT



\$435,500



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

If your home fits this criteria call Camille

Subdivisions:

- *Trillium Forest*
- *Lockwolde*
- *Grahams Port*

My buyer needs:

4+ Bed 2+ Bath

Basement: Preferred

2500 or more Sq ft

Price Range \$250-350K



Camille Fields, Realtor

678.789.1466



Camille McGhee

NextHome Realty Marketing
Cell: 678-789-1466



Under Contract

Camille Fields, Realtor
678.789.1466



GO D KEY
REAL ESTATE GROUP



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



LEASED
3/2
\$2700 month



Piedmont Park !!
CAMILLE FIELDS,
REALTOR

678.789.1466

GOLD KEY
REAL ESTATE GROUP



JUST LISTED

718 HERITAGE LAKE WAY
CRANDON VA

Open Saturday 11-1
\$499,900.00

CAMILLE FIELDS | 678.789.1466
REALTOR | 404.201.0350

GOLD KEY
REAL ESTATE GROUP



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466

1929 DRESDEN DRIVE

BROOKHAVEN, GA



A.H SIGNATURE HOMES
\$849,999



Camille McGhee
NextHome Realty Marketing
Cell: 678-789-1466



ASHFORD PARK ATTRACTIONS

SCHOOLS

- 2.8mi Ashford Elementry Score 9
 - 2.5mi Chamblee Middle Score 9
 - 1.2mi Chamblee High School Score 9
- #### PARKS
- 3.9mi Mason Mill Park
 - 4.7mi Brook Run Dog Park
 - 5.0mi Swing Progs Atlanta Golf
 - 6.3mi Piedmont Park

ASHFORD PARK, BROOKHAVEN

City of Brookhaven Brookhaven is a city NE of Atlanta, located in DeKalb County. Atlantas 1th city. Present population of 54,169 (Source: January 2018 ESRI Community Profile), makes it the largest city by population in DeKalb Co. At 11.6 square miles, the area has developed rapidly over the years and is home to affluent neighborhoods, numerous work-play communities, scores of quality restaurants, quality shopping, and a large diverse international population.



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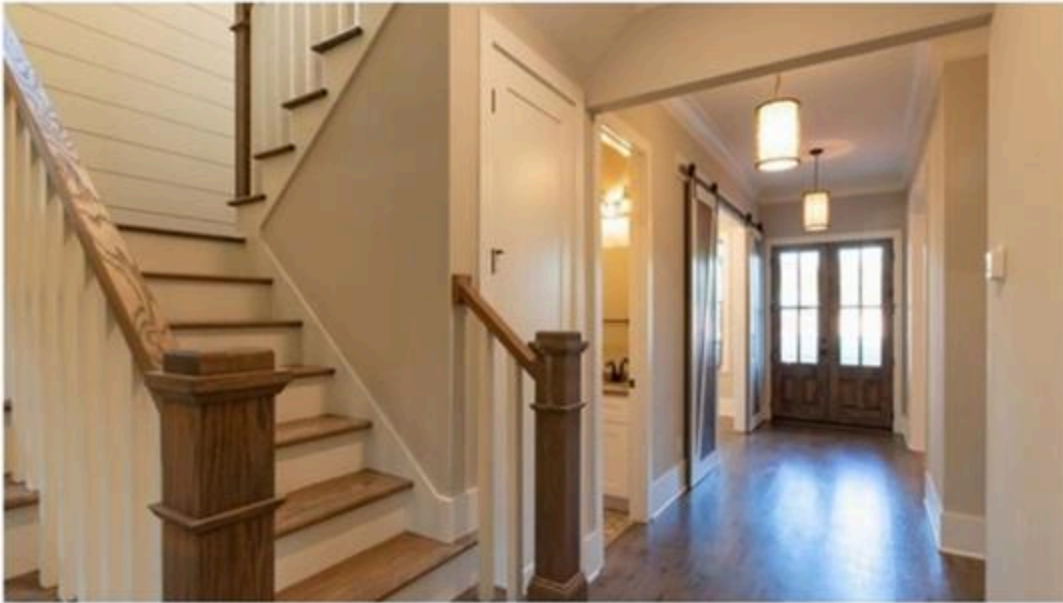
Listed at
\$849,999



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TRANQUIL LIVING

This is the home you've been waiting for. A Custom built 5 Bedroom 4 full bath Farms/Craftsman style home with Double master suites on each level, 2nd story Lounge/family room or 5th bedroom, extended deck. In the midst of the multi million Dollar John R. Lewis Elementary School and multi acre Park project. Easy living lifestyle! Beautifully custom built. True red oak Hardwood floors through out, 10 foot ceilings, and a generous share of windows for an abundance of natural light. Lovely extended deck with privacy overlooking large landscaped back yard. One master on the main floor, 2nd master suite upstairs. Walk-in custom closets. Also on the main level is the study, formal dining room, and kitchen with Open floor plan space. Not only a great home, but also a great value for a 2018 custom built Ashford Park Estate under \$900K.



1929 DRESDEN DRIVE | BROOKHAVEN, GA 30319

- 5 Spacious Bedrooms
- 2 Master suites, 1 each level
- 4 Full baths
- Colossal 7ft x 5ft center kitchen island
- Floating shelves
- 2 Car garage with Ample Parking and turnaround
- Fireplace
- Study/Office Suite
- 2nd Floor Family Lounge/Theater Room
- Tray ceilings, recessed lighting
- Premium Appliance Package
- Upgraded Solid Red Oak Hardwood floors throughout.
- 10" Ceilings & 8" Door Frames
- Crown Molding
- Designer 8" base boards
- Chic Barn Yard Doors
- Large Butlers Pantry w/Wine Chest and Cabinetry
- Oversized Butlers pantry W/Wine cooler & Walk-in Pantry closet.
- Accent Paneled walls and coffered ceiling.

Listed exclusively by

CAMILLE FIELDS | REALTOR



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REALTOR
CAMILLE FIELDS



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A.H Signature Homes

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1929 DRESDEN DRIVE BROOKHAVEN GA 30319

Welcome Home. Perfection best describes this suburban sophisticate in Brookhaven directly on the new bicycle & pedestrian trail. Prestigiously located within walking distance to the new multi-million dollar John R Lewis Elementary school & multi-acre park project, this designer residence far surpassing other homes of its caliber in a remarkable, one-of-a-kind build. This 5BD/4BA custom built estate is the epitome of luxury & comfort comprising a voluminous 3715 square feet with 2-car garage, ample parking & privately landscaped backyard oasis. In a symphony of exquisite architectural treasures, this home showcases a contemporary open concept floor plan with 10' coffered ceilings, 8' doorways, upgraded hardwood floors & oversized French doors leading to your private screened deck. *Stock photos*



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JUST LISTED

718 HERITAGE LAKE WAY
GRAYSON GA

Open Saturday 11-1

\$499,900.00



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