Real Estate Services Proposal







Prepared Especially for:
Tom & Mary White
7 Deep Run Court
Hunt Valley, MD 21030

For marketing the property located at:
7 Deep Run Court

Prepared by:
Angela McKendrick, CRS, GRI
Agent
Demo Realty
123 Main Street
Miami FL, 33101

Office: 305-555-6546
Home Office: 305-555-6542
Fax: 305-555-6540
Web Site: www.demorealty.com/angela
Email: angela.mckendrick@demorealty.com

Date: October 21, 2026

This analysis is not an appraisal. It is intended only for the purpose of assisting buyers or sellers or prospective buyers or sellers in deciding the listing, offering, or sale price of the real property.

LOGO

EQUAL HOUSING OPPORTUNITY
REALTOR®

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REALTOR®

October 21, 2026

Tom & Mary White
7 Deep Run Court
Hunt Valley, MD 21030

Dear Tom & Mary:

Thank you very much for giving me the opportunity to present the enclosed proposal to market your home. I appreciate the time you spent with me reviewing the features of your home and outlining your financial goals and time considerations.

You will receive competent and professional service when you select me and Demo Realty to represent you. We have represented many families in this area concluding transactions that realize maximum value in a reasonable time. I hope you will select me as your agent in this very important transaction.

This proposal includes a comprehensive market analysis that will assist us in determining the market value and pricing of your home. I hope the information included on me and Demo Realty will confirm that I am best qualified to market your home.

Sincerely,

Angela McKendrick, CRS, GRI
Agent, REALTOR®

LOGO

Customizable Text Page

You may use this screen to enter text that will display on a page with the same graphics and colors as the rest of your presentation. You should replace this text with your own information or go back and remove this page from your presentation.

LOGO

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Seller Questionnaire

Frequently when a listing expires, a seller may consider selling his property himself. To sell your property without the assistance of a qualified real estate sales associate, you should be able to answer an unqualified "YES" to each of the following questions. As you go through these items, remember that a professional real estate sales associate is skilled in every area.

- ***Price*** ***NO*** ***YES***

Do I have sufficient data to price my property realistically? Am I familiar with what comparable properties have sold for recently and what adjustments to those amounts I would need to make for my property?

- ***Legal*** ***NO*** ***YES***

Can I draw proper contracts, recognize unreasonable contingencies, understand disclosure and agency relationships? Would I be on sound legal ground if conflicts arose?

- ***Negotiations*** ***NO*** ***YES***

Can I handle the natural conflict of interest when working directly with a buyer, trying to protect my own interests versus my desire to accommodate his?

- ***Marketing*** ***NO*** ***YES***

Do I have a complete understanding of real estate marketing and am I able to expose my property through the widest channels - local, regional and national?

- ***Qualifying Buyers*** ***NO*** ***YES***

Can I professionally screen and handle innumerable inquiries? Can I differentiate between lookers and serious buyers? What kind of documents can I use to screen buyers and am I able to obtain them?

- ***Financial*** ***NO*** ***YES***

Do I have expert knowledge of the current mortgage situation: assumptions, buydowns, ARMS, secondary financing?

- ***Inconvenience*** ***NO*** ***YES***

Am I prepared to forego social or business plans for an extended period, as I must be available at all times?

- ***Safety And Security Of Family*** ***NO*** ***YES***

Am I willing to have members of my household exposed to strangers? The motives of casual lookers could be suspect!

Unless you answered YES to all the questions above, the skills and training of a professional sales associate would best assist you in selling your property. Please keep in mind that only one in twenty sellers who try to sell their properties on their own are successful in selling at market price. The other nineteen suffered inconvenience, lost time, and frustration in their endeavor without reaching their ultimate goal — selling their property at the best possible price, in the shortest time possible and at the least inconvenience.

Now, let us show you why Demo Realty, should be your choice!

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Key Market Factors

How long does it take to sell a property? Some properties sell in a few days, others may take several months. By recognizing some key factors that influence marketing a home, you can get significant control over market time.



The proper balance of these factors will expedite your sale:

- ***Location***

Location is the single greatest factor affecting value. A neighborhood's desirability is basic to a property's fair market value.

- ***Competition***

Buyers compare your property against others in that neighborhood. Buyers interpret value based on available properties on the market.

- ***Timing***

The real estate market may reflect a "buyers" or "sellers" market. Market conditions cannot be manipulated; an individually tailored marketing plan of action must be developed for each property.

- ***Condition***

The property condition will affect price and speed of sale. Optimizing physical appearance and advance preparation for marketing maximizes value.

- ***Terms***

The more terms available, the larger the market, the quicker the sale and the higher the price. Terms structured to meet your objectives are important to successful marketing.

- ***Price***

If the property is not properly priced, a sale may be delayed or even prevented. Reviewing the Comparative Market Analysis assists you in determining the best possible price.

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Virtual Tour

Imagine walking into a home for the first time. You look around. You step closer to the objects around you and you pass through the rooms. Now imagine doing all that on the screen of your computer or a smartphone - this is a virtual tour. I will provide a virtual tour of your home. It's one of the most important marketing tools available to a seller.

- Since the tour is available 24 hours a day 365 days a year, more prospects will tour your home and may become interested.
- Prospects will spend more time touring your home than they would at an open house.
- Virtual tours greatly lessen the importance of an open house. Over time the open house will probably be limited to appointments with informed prospects.
- Since more potential buyers see your home, the time on the market will probably be lessened significantly.
- Because more prospects will evaluate your home higher prices are possible.

Review a sample virtual tour:

https://www.relahq.com/demo/rubik



LOGO

Prepared by: Angela McKendrick, CRS, GRI

Subject Property Profile for

7 Deep Run Court

The following features have been identified to aid in the search for properties that are comparable to yours. This will help in determining proper pricing for your home.

City:	Hunt Valley
Year Built:	1988
Lot Desc:	Backs To Trees
Style:	Colonial
Bedrooms:	3
Const:	Cedar Siding
Basement:	Fully Finished
Heat:	Heat Pump
Cool:	Central A/C
Garage Spaces:	2
Water:	Well
# Fireplaces:	2
Amenities:	Built-In Bookcases
Other Rms:	Den/Stdy/Lib

Neighborhood:	Orchard Valley
Fin SqFt:	2160
Lot Size:	1.04
Levels:	3
Bathrooms:	2/1
Roofing:	Cedar/Shake
Basement:	Walkout Level
Fuel:	Electric
Parking:	Garage
Exter Feat:	Deck
Sewer:	Septic
Amenities:	Auto Gar Dr Opn
Amenities:	Mba/Sep Shwr
Other Rms:	Family Room

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Prepared by: Angela McKendrick, CRS, GRI

Subject Property Profile for

7 Deep Run Court

The following features have been identified to aid in the search for properties that are comparable to yours.
This will help in determining proper pricing for your home.



City: Hunt Valley
Fin SqFt: 2160
Style: Colonial
Bathrooms: 2/1
Basement: Fully Finished
Fuel: Electric
Garage Spaces: 2
Sewer: Septic
Amenities: Built-In Bookcases
Other Rms: Family Room

Neighborhood: Orchard Valley
Lot Desc: Backs To Trees
Levels: 3
Const: Cedar Siding
Basement: Walkout Level
Cool: Central A/C
Exter Feat: Deck
 # Fireplaces: 2
Amenities: Mba/Sep Shwr

Year Built: 1988
Lot Size: 1.04
Bedrooms: 3
Roofing: Cedar/Shake
Heat: Heat Pump
Parking: Garage
Water: Well
Amenities: Auto Gar Dr Opn
Other Rms: Den/Stdy/Lib

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis Summary

Currently On The Market

Address	Neighborhood	Style	Yr Blt	Beds	Bath	Sold Price	List Price
2 Symphony Cir	Laurelford	Modern	2008	4	3/1		$789,000
12218 Cleghorn Road	Laurelford	Modern	1986	4	2/2		$814,900
13213 Beaver Dam Rd	Ivy Hill	Classic	1984	4	3/2		$849,900
84 Warren Rd	Hillsyde	Colonial	1994	5	4/1		$885,000
20 Laurelford Ct	Laurelford	Colonial	1992	4	2/1		$892,000
9 Jules Brentony	Shawan	Colonial	1995	4	3/1		$898,900
510 West Padonia Rd	Springhill Farm	Modern	1991	5	4/1		$899,500

Average of 7 Properties: $861,314 Min: $789,000 Max: $899,500 Median: $885,000

Under Contract

Address	Neighborhood	Style	Yr Blt	Beds	Bath	Sold Price	List Price
13707 Cuba Rd	Hillsyde	Cape Cod	1992	2	2/1		$839,000
9 Ivy Reach Court	Ivy Reach	Colonial	2008	4	2/1		$842,925
3 Indian Spring Court	Sherwood	Colonial	1995	6	4/1		$850,000
15 David Luther Ct	Laurelford/Ivy	Colonial	1990	5	3/1		$899,000
11 Foxtrot Ct	Laurelford/Ivy	Colonial	1993	2	2/1		$899,000

Average of 5 Properties: $865,985 Min: $839,000 Max: $899,000 Median: $850,000

Recently Sold

Address	Neighborhood	Style	Yr Blt	Beds	Bath	Sold Price	List Price
19 Chris Eliot Ct	Ivy Hill	Colonial	1989	3	3/1	$725,000	$849,000
12 Old Padonia Rd	Laurelford	Modern	2008	4	3/1	$755,000	$789,000
4 Chamaral Ct	Ivy Hill	Colonial	1991	4	3/1	$775,000	$799,000
12002 Boxer Hill Rd	Sherwood	Colonial	1995	6	4/1	$790,000	$850,000
12993 Jerome Jay Dr	Laurelford/Ivy	Colonial	1990	5	3/1	$830,000	$899,000
24 Springhill Farm Ct	Springhill Farm	Cottage	2003	4	3/1	$850,000	$899,900
508 Shawan Rd	Hillsyde	Classic	2003	5	4/2	$855,600	$885,000
205 Warren Rd	Laurelford/Ivy	Colonial	1993	2	2/1	$885,000	$899,000

Average of 8 Properties: $808,200 Min: $725,000 Max: $885,000 Median: $810,000

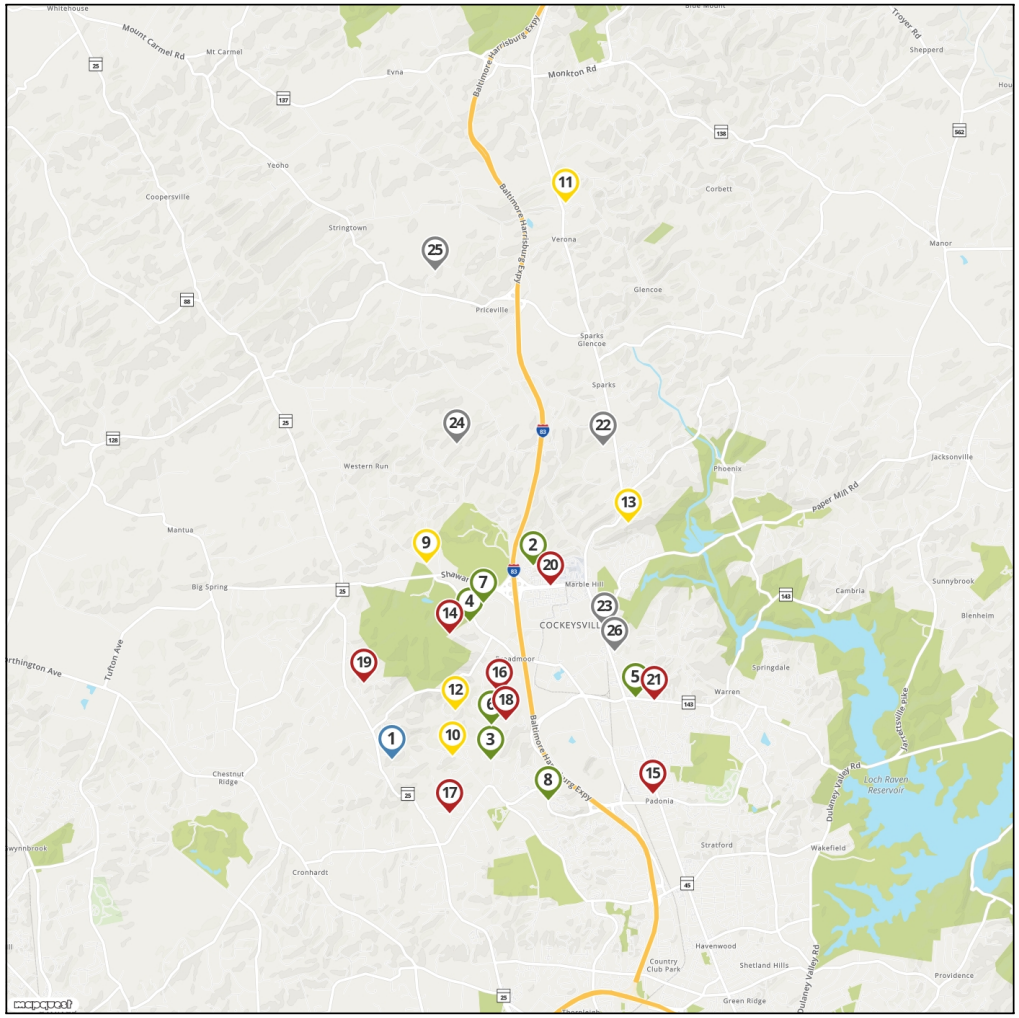
Off The Market

Address	Neighborhood	Style	Yr Blt	Beds	Bath	Sold Price	List Price
10 Loveton Cir	Hillsyde	Classic	1994	5	4/1		$885,000
64 Boxwood Lane	Laurelford	Colonial	1992	4	2/1		$892,000
9 Westcroft Ct	Shawan	Colonial	1995	4	3/1		$898,900
23 Chilcoat Rd	Springhill Farm	Cottage	2003	4	3/1		$899,900

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Map of Comparable Properties

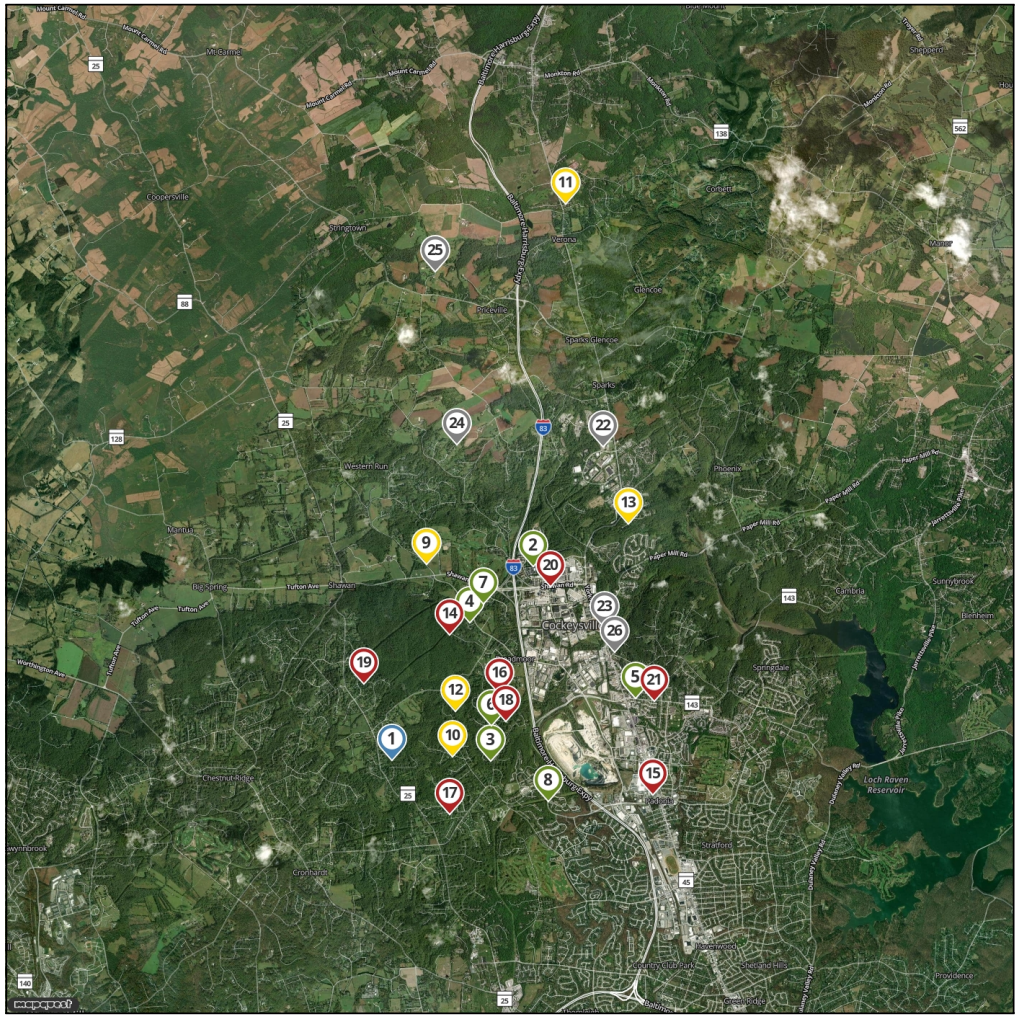


Ref #	Status	Address
1	Subject Property	7 Deep Run Court
2	Currently On The Market	2 Symphony Cir
3	Currently On The Market	12218 Cleghorn Road
4	Currently On The Market	13213 Beaver Dam Rd
5	Currently On The Market	84 Warren Rd
6	Currently On The Market	20 Laurelford Ct
7	Currently On The Market	9 Jules Brentony
8	Currently On The Market	510 West Padonia Rd
9	Under Contract	13707 Cuba Rd
10	Under Contract	9 Ivy Reach Court
11	Under Contract	3 Indian Spring Court
12	Under Contract	15 David Luther Ct
13	Under Contract	11 Foxtrot Ct
14	Recently Sold	19 Chris Eliot Ct
15	Recently Sold	12 Old Padonia Rd
16	Recently Sold	4 Chamaral Ct
17	Recently Sold	12002 Boxer Hill Rd
18	Recently Sold	12993 Jerome Jay Dr
19	Recently Sold	24 Springhill Farm Ct
20	Recently Sold	508 Shawan Rd
21	Recently Sold	205 Warren Rd
22	Off The Market	10 Loveton Cir
23	Off The Market	64 Boxwood Lane
24	Off The Market	9 Westcroft Ct
25	Off The Market	23 Chilcoat Rd
26	Off The Market	5 Cedar Knoll Rd

LOGO

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Map of Comparable Properties



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LOGO

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Comparable Properties



Currently On The Market
2 Symphony Cir

List Price: $789,000
Yr Blt: 2008
Style: Modern
Middle Sch: Ridgely
Heating: Heat Pump
Parking: 2-Car Garage
Other Rms: Family Room
Lot Size: 1.14 Acres
Elem Sch: Hunt Valley
Bathrooms: 3/1
Const: Stone
Amenities: Wet Bar
Water: Well
Area: Laurelford
Bedrooms: 4
Const: Cedar Siding
Amenities: Walk-In Closet
Cooling: Central Air
Basement: Finished
Fin Sqft: 5484
Levels: 3
High Sch: Dulaney
Fuel: Electric
Garage Spaces: 2
Other Rms: Game Room
Remarks: Gorgeous Home Available For Move In Immediately! Inground Pool In BackOf House, Fabulous Master Bedroom, Spacious Rooms."



Currently On The Market
12218 Cleghorn Road

List Price: $814,900
Yr Blt: 1986
Style: Modern
Middle Sch: Cockeysville
Heating: Heat Pump
Parking: Driveway
Other Rms: Study/Library
Lot Size: 1 Acre
Elem Sch: Pot Springs
Bathrooms: 2/2
Const: Stone
Amenities: Game Room
Water: Conditioner
Area: Laurelford
Bedrooms: 4
Const: Brick
Amenities: Wet Bar
Cooling: Ceiling Fan
Basement: Full
Fin Sqft: 3862
Levels: 3
High Sch: Dulaney
Fuel: Electric
Garage Spaces: 3
Other Rms: Finished Attic
Remarks: Park-Like Grounds. Master Bedroom Suite With Balcony. Stained Glass Windows& Large Family Room, Wet Bar And Atrium Door To Side Porch. Living Room With Atrium Door To Patio. Lots Of Windows. Floors Have Been Refinished. Very Charming Home With Elite Amenities."



Currently On The Market
13213 Beaver Dam Rd

List Price: $849,900
Yr Blt: 1984
Style: Classic
Middle Sch: Ridgely
Heating: Forced Air
Parking: Driveway
Other Rms: Family Room
Lot Size: 1.89 Acres
Elem Sch: Hunt Valley
Bathrooms: 3/2
Const: Wood
Amenities: Wood Floors
Water: Well
Area: Ivy Hill
Bedrooms: 4
Const: Cedar Siding
Amenities: Wet Bar/Bar
Cooling: Central A/C
Basement: Unfinished
Fin Sqft: 4090
Levels: 3
High Sch: Dulaney
Fuel: Bottled Pr
Garage Spaces: 3
Other Rms: Wine Cellar
Remarks: Handcrafted Oak Foyer And Staircase. The Attention To Architectural Detaills Outstanding. Amenities Such As Hardwoods, Marble, Ceramic And Brass Add The Finishing Touches!"

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparable Properties

Status: Currently On The Market



2 Symphony Cir
List Price: $789,000 **Bedrooms:** 4 **Baths:** 3/1

Status: Currently On The Market



12218 Cleghorn Road
List Price: $814,900 **Bedrooms:** 4 **Baths:** 2/2

Status: Currently On The Market



13213 Beaver Dam Rd
List Price: $849,900 **Bedrooms:** 4 **Baths:** 3/2

Status: Currently On The Market



84 Warren Rd
List Price: $885,000 **Bedrooms:** 5 **Baths:** 4/1

Status: Currently On The Market



20 Laurelford Ct
List Price: $892,000 **Bedrooms:** 4 **Baths:** 2/1

Status: Currently On The Market



9 Jules Brentony
List Price: $898,900 **Bedrooms:** 4 **Baths:** 3/1

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Comparable Properties

Status: Currently On The Market



2 Symphony Cir
List Price: $789,000
Bedrooms: 4 **Baths:** 3/1

Status: Currently On The Market



12218 Cleghorn Road
List Price: $814,900
Bedrooms: 4 **Baths:** 2/2

Status: Currently On The Market



13213 Beaver Dam Rd
List Price: $849,900
Bedrooms: 4 **Baths:** 3/2

Status: Currently On The Market



84 Warren Rd
List Price: $885,000
Bedrooms: 5 **Baths:** 4/1

Status: Currently On The Market



20 Laurelford Ct
List Price: $892,000
Bedrooms: 4 **Baths:** 2/1

Status: Currently On The Market



9 Jules Brentony
List Price: $898,900
Bedrooms: 4 **Baths:** 3/1

Status: Currently On The Market



510 West Padonia Rd
List Price: $899,500
Bedrooms: 5 **Baths:** 4/1

Status: Under Contract



13707 Cuba Rd
List Price: $839,000
Bedrooms: 2 **Baths:** 2/1

LOGO

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Currently On The Market

2 Symphony Cir

List Price: $789,000

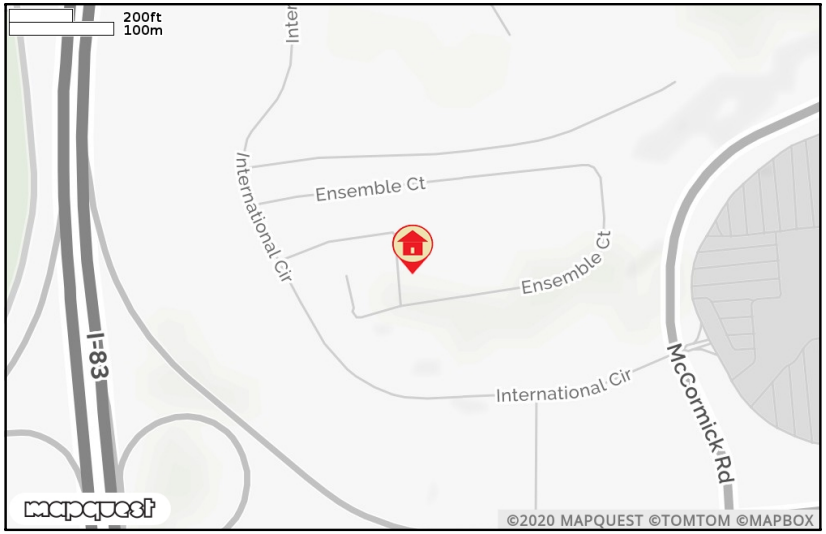


Property Details

City: Cockeysville
Neighborhood: Laurelford
Year Built: 2008
Fin SqFt: 5484
Lot Desc: Backs To Trees
Lot Size: 1.14 Acres
Style: Modern
Levels: 3
Bedrooms: 4
Bathrooms: 3/1
Const: Cedar Siding
Roofing: Cedar/Shake
Basement: Finished
Basement: Walkout Level
Heat: Heat Pump
Fuel: Electric
Cool: Central Air
Parking: 2-Car Garage
Garage Spaces: 2
Exter Feat: Deck
Water: Well
Sewer: Septic

Description

Gorgeous Home Available For Move In Immediately! Inground Pool In Back Of House, Fabulous Master Bedroom, Spacious Rooms."



LOGO

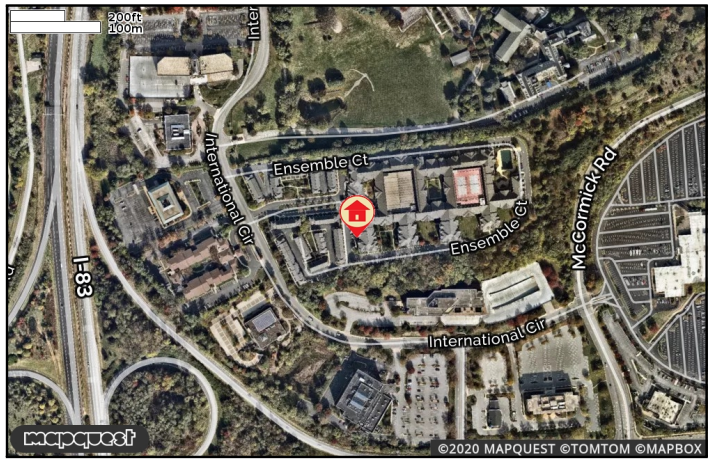
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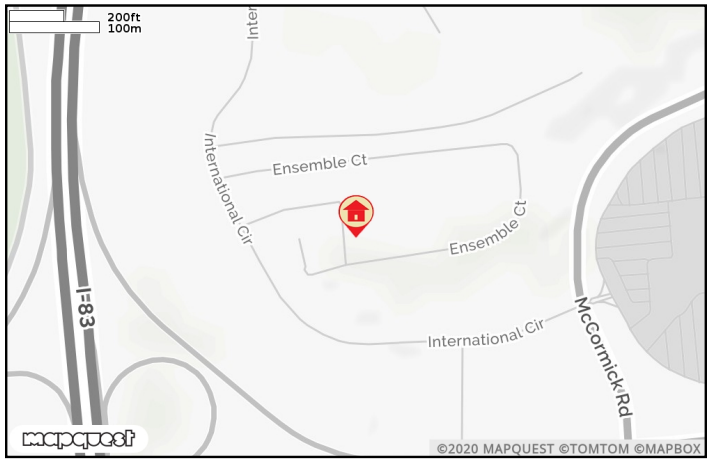
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List Price: $789,000







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Roofing: Cedar/Shake
Basement: Finished
Basement: Walkout Level
Heat: Heat Pump
Fuel: Electric
Cool: Central Air
Parking: 2-Car Garage
Garage Spaces: 2
Exter Feat: Deck

Description

Gorgeous Home Available For Move In Immediately! Inground Pool In Back Of House, Fabulous Master Bedroom, Spacious Rooms."

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Additional Photos

2 Symphony Cir

List Price: $789,000














LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis

	2 Symphony Cir	12218 Cleghorn Road	13213 Beaver Dam Rd	84 Warren Rd	20 Laurelford Ct	9 Jules Brentony	510 West Padonia Rd
							
Status	A	A	A	A	A	A	A
List Price	$789,000	$814,900	$849,900	$885,000	$892,000	$898,900	$899,500
List$ SQFT							
Sold Price							
Sold$ SQFT							
Sold Date							
DOM							
City	Cockeysville	Cockeysville	Cockeysville	Hunt Valley	Cockeysville	Hunt Valley	Cockeysville
Neighborhood	Laurelford	Laurelford	Ivy Hill	Hillsyde	Laurelford	Shawan	Springhill Farm
Year Built	2008	1986	1984	1994	1992	1995	A
Fin SqFt	5484	3862	4090	4584	5800	5684	5632
Lot Desc	Backs To Trees	Backs To Trees	Back To Woods	Backs To Trees	Backs To Trees	Cul-De-Sac	Landscaping
Lot Size	1.14 Acr	1 Acre	1.89 Acr	1.74 Acr	9 Acres	3.05 Acr	2.43 Acr
Style	Modern	Modern	Classic	Colonial	Colonial	Colonial	Modern
Levels	3	3	3	2	3	2	2
Bedrooms	4	4	4	5	4	4	5
Bathrooms	3/1	2/2	3/2	4/1	2/1	3/1	4/1
Const	Cedar Siding	Brick	Cedar Siding	Brick	Vinyl	Brick	Brick
Roofing	Cedar/Shake	Shingle/Asphalt	Shingle/F-Glass	Composite	Shingle	Shingle-Asphalt	Shingle-Asphalt
Basement	Finished	Full	Unfinished	Full	Full	Full	Full
Basement	Walkout Level	Unfinished	Walkout Level	Unfinished	Finished	Unfinished	Walk Out Level
Heat	Heat Pump	Heat Pump	Forced Air	Heat Pump	Forced Air	Forced Air	Heat Pump
Fuel	Electric	Electric	Bottled Propane	Electric	Electric	Gas Heated	Electric
Cool	Central Air	Central A/C	Ceiling Fan	Central A/C	Central A/C	Zoned	Ceiling Fan
Parking	2-Car Garage	Driveway	Driveway	Driveway	Garage	Garage	Garage

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis

	7 Deep Run Court	2 Symphony Cir	12218 Cleghorn Road	13213 Beaver Dam Rd	84 Warren Rd	20 Laurelford Ct	9 Jules Brentony
							
Status		A	A	A	A	A	A
List Price		$789,000	$814,900	$849,900	$885,000	$892,000	$898,900
List$ SQFT							
Sold Price							
Sold$ SQFT							
Sold Date							
DOM							
City	***Hunt Valley***	Cockeysville	Cockeysville	Cockeysville	Hunt Valley	Cockeysville	Hunt Valley
Neighborhood	***Orchard Valley***	Laurelford	Laurelford	Ivy Hill	Hillsyde	Laurelford	Shawan
Year Built	***1988***	2008	1986	1984	1994	1992	1995
Fin SqFt	***2160***	5484	3862	4090	4584	5800	5684
Lot Desc	***Backs To Trees***	Backs To Trees	Backs To Trees	Back To Woods	Backs To Trees	Backs To Trees	Cul-De-Sac
Lot Size	***1.04***	1.14 Acr	1 Acre	1.89 Acr	1.74 Acr	9 Acres	3.05 Acr
Style	***Colonial***	Modern	Modern	Classic	Colonial	Colonial	Colonial
Levels	***3***	3	3	3	2	3	2
Bedrooms	***3***	4	4	4	5	4	4
Bathrooms	***2/1***	3/1	2/2	3/2	4/1	2/1	3/1
Const	***Cedar Siding***	Cedar Siding	Brick	Cedar Siding	Brick	Vinyl	Brick
Roofing	***Cedar/Shake***	Cedar/Shake	Shingle/Asphalt	Shingle/F-Glass	Composite	Shingle	Shingle-Asphalt
Basement	***Fully Finished***	Finished	Full	Unfinished	Full	Full	Full
Basement	***Walkout Level***	Walkout Level	Unfinished	Walkout Level	Unfinished	Finished	Unfinished
Heat	***Heat Pump***	Heat Pump	Heat Pump	Forced Air	Heat Pump	Forced Air	Forced Air
Fuel	***Electric***	Electric	Electric	Bottled Propane	Electric	Electric	Gas Heated
Cool	***Central A/C***	Central Air	Central A/C	Ceiling Fan	Central A/C	Central A/C	Zoned
Parking	***Garage***	2-Car Garage	Driveway	Driveway	Driveway	Garage	Garage

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis

	7 Deep Run Court	12 Old Padonia Rd	Adjustments	24 Springhill Farm Ct	Adjustments	12002 Boxer Hill Rd	
							
Sold Price		$755,000	$755,000	$850,000	$850,000	$790,000	$790,000
Sold$ SQFT		$140		$213		$150	
List Price		$789,000		$899,900		$850,000	
List$ SQFT		$147		$225		$161	
Sold Date		11/21/04		08/12/04		09/30/04	
DOM		212		89		102	
City	***Hunt Valley***	Cockeysville		Cockeysville		Cockeysville	
Neighborhood	***Orchard Valley***	Laurelford		Springhill Farm		Sherwood	
Year Built	***1988***	2008		2003		1995	
Fin SqFt	***2160***	5384		4000		5282	
Lot Desc	***Backs To Trees***	Backs To Trees		Back To Woods		Backs To Trees	
Lot Size	***1.04***	1.34 Acres		2.23 Acres		10 Acres	
Style	***Colonial***	Modern		Cottage		Colonial	
Levels	***3***	3		2		3	
Bedrooms	***3***	4		4		6	
Bathrooms	***2/1***	3/1		3/1		4/1	
Const	***Cedar Siding***	Cedar Siding		Stone		Vinyl Siding	
Roofing	***Cedar/Shake***	Cedar/Shake		Shingle		Shingle-Asphalt	
Basement	***Fully Finished***	Finished		Full		Full	
Basement	***Walkout Level***	Walkout Level		Unfinished		Finished	
Heat	***Heat Pump***	Heat Pump		Forced Air		Electric	
Fuel	***Electric***	Electric		Gas Heated		Electric	
Cool	***Central A/C***	Central Air		Central A/C		Ceiling Fan	
Parking	***Garage***	2-Car Garage		Driveway		Garage	
Garage Spaces	***2***	2		1		3	
Exter Feat	***Deck***	Deck		Garden & Vine T		Deck	
Water	***Well***	Well		Multi-Tank		Conditioner	
Sewer	***Septic***	Septic		Septic		Septic	
# Fireplaces	***2***	2		2		3	
Amenities	***Auto Gar Dr Opn***	Walk-In Closet		Flue For Stove		Wet Bar	
Amenities	***Built-In Bookcases***	Wet Bar		Greenhouse		In-Ground Pool	
Amenities	***Mba/Sep Shwr***	Mb Shower		Garage Door Opener		Sauna	
Other Rms	***Den/Stdy/Lib***	Common Room		Common Room		Common Room	
Other Rms	***Family Room***	Game Room		Greenhouse		Family Room	
	$808,200		$755,000		$850,000		$790,000

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Currently On The Market

2 Symphony Cir

List Price: $789,000

Property Details

City: Cockeysville
Neighborhood: Laurelford
Year Built: 2008
Fin SqFt: 5484
Lot Desc: Backs To Trees
Lot Size: 1.14 Acres
Style: Modern

Levels: 3
Bedrooms: 4
Bathrooms: 3/1
Const: Cedar Siding
Roofing: Cedar/Shake
Basement: Finished
Basement: Walkout Level

Heat: Heat Pump
Fuel: Electric
Cool: Central Air
Parking: 2-Car Garage
Garage Spaces: 2
Exter Feat: Deck
Water: Well
Sewer: Septic

Description

Gorgeous Home Available For Move In Immediately! Inground Pool In Back Of House, Fabulous Master Bedroom, Spacious Rooms."



LOGO

Prepared by: Angela McKendrick, CRS, GRI

Currently On The Market

2 Symphony Cir

List Price: $789,000

Property Details

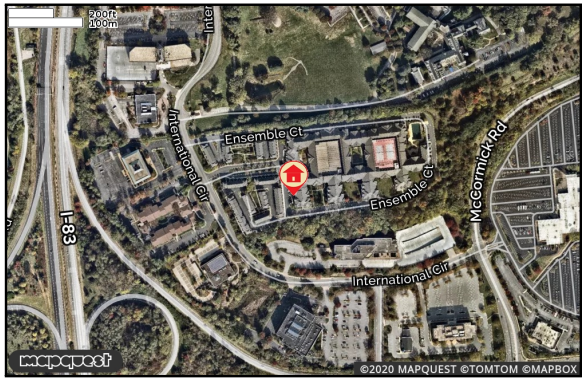
City: Cockeysville
Neighborhood: Laurelford
Year Built: 2008
Fin SqFt: 5484
Lot Desc: Backs To Trees
Lot Size: 1.14 Acres
Style: Modern

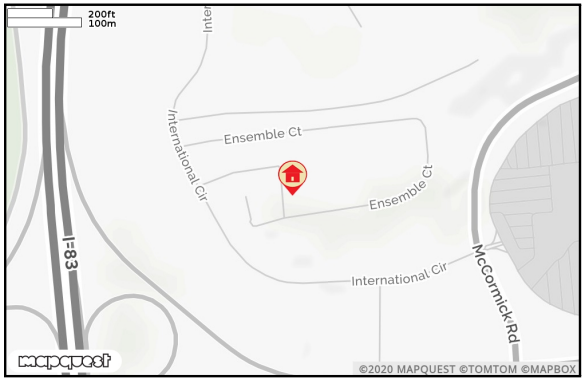
Levels: 3
Bedrooms: 4
Bathrooms: 3/1
Const: Cedar Siding
Roofing: Cedar/Shake
Basement: Finished
Basement: Walkout Level

Heat: Heat Pump
Fuel: Electric
Cool: Central Air
Parking: 2-Car Garage
Garage Spaces: 2
Exter Feat: Deck
Water: Well
Sewer: Septic

Description

Gorgeous Home Available For Move In Immediately! Inground Pool In Back Of House, Fabulous Master Bedroom, Spacious Rooms."





LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis

	2 Symphony Cir	12218 Cleghorn Road	13213 Beaver Dam Rd	84 Warren Rd	20 Laurelford Ct	9 Jules Brentony	510 West Padonia Rd
Status **List Price** **List$ SQFT** **Sold Price** **Sold$ SQFT**	A $789,000	A $814,900	A $849,900	A $885,000	A $892,000	A $898,900	A $899,500
Sold Date **DOM** **City** **Neighborhood** **Year Built**	Cockeysville Laurelford 2008	Cockeysville Laurelford 1986	Cockeysville Ivy Hill 1984	Hunt Valley Hillsyde 1994	Cockeysville Laurelford 1992	Hunt Valley Shawan 1995	Cockeysville Springhill Farm A
Fin SqFt **Lot Desc** **Lot Size** **Style** **Levels**	5484 Backs To Trees 1.14 Acr Modern 3	3862 Backs To Trees 1 Acre Modern 3	4090 Back To Woods 1.89 Acr Classic 3	4584 Backs To Trees 1.74 Acr Colonial 2	5800 Backs To Trees 9 Acres Colonial 3	5684 Cul-De-Sac 3.05 Acr Colonial 2	5632 Landscaping 2.43 Acr Modern 2
Bedrooms **Bathrooms** **Const** **Roofing** **Basement**	4 3/1 Cedar Siding Cedar/Shake Finished	4 2/2 Brick Shingle/Asphalt Full	4 3/2 Cedar Siding Shingle/F-Glass Unfinished	5 4/1 Brick Composite Full	4 2/1 Vinyl Shingle Full	4 3/1 Brick Shingle-Asphalt Full	5 4/1 Brick Shingle-Asphalt Full
Basement **Heat** **Fuel** **Cool** **Parking**	Walkout Level Heat Pump Electric Central Air 2-Car Garage	Unfinished Heat Pump Electric Central A/C Driveway	Walkout Level Forced Air Bottled Propane Ceiling Fan Driveway	Unfinished Heat Pump Electric Central A/C Driveway	Finished Forced Air Electric Central A/C Garage	Unfinished Forced Air Gas Heated Zoned Garage	Walk Out Level Heat Pump Electric Ceiling Fan Garage

LOGO

Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis

	7 Deep Run Court	2 Symphony Cir	12218 Cleghorn Road	13213 Beaver Dam Rd	84 Warren Rd	20 Laurelford Ct	9 Jules Brentony
Status **List Price** **List$ SQFT** **Sold Price** **Sold$ SQFT**		A $789,000	A $814,900	A $849,900	A $885,000	A $892,000	A $898,900
Sold Date **DOM** **City** **Neighborhood** **Year Built**	***Hunt Valley*** ***Orchard Valley*** ***1988***	Cockeysville Laurelford 2008	Cockeysville Laurelford 1986	Cockeysville Ivy Hill 1984	Hunt Valley Hillsyde 1994	Cockeysville Laurelford 1992	Hunt Valley Shawan 1995
Fin SqFt **Lot Desc** **Lot Size** **Style** **Levels**	***2160*** ***Backs To Trees*** ***1.04*** ***Colonial*** ***3***	5484 Backs To Trees 1.14 Acr Modern 3	3862 Backs To Trees 1 Acre Modern 3	4090 Back To Woods 1.89 Acr Classic 3	4584 Backs To Trees 1.74 Acr Colonial 2	5800 Backs To Trees 9 Acres Colonial 3	5684 Cul-De-Sac 3.05 Acr Colonial 2
Bedrooms **Bathrooms** **Const** **Roofing** **Basement**	***3*** ***2/1*** ***Cedar Siding*** ***Cedar/Shake*** ***Fully Finished***	4 3/1 Cedar Siding Cedar/Shake Finished	4 2/2 Brick Shingle/Asphalt Full	4 3/2 Cedar Siding Shingle/F-Glass Unfinished	5 4/1 Brick Composite Full	4 2/1 Vinyl Shingle Full	4 3/1 Brick Shingle-Asphalt Full
Basement **Heat** **Fuel** **Cool** **Parking**	***Walkout Level*** ***Heat Pump*** ***Electric*** ***Central A/C*** ***Garage***	Walkout Level Heat Pump Electric Central Air 2-Car Garage	Unfinished Heat Pump Electric Central A/C Driveway	Walkout Level Forced Air Bottled Propane Ceiling Fan Driveway	Unfinished Heat Pump Electric Central A/C Driveway	Finished Forced Air Electric Central A/C Garage	Unfinished Forced Air Gas Heated Zoned Garage

LOGO

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Comparative Market Analysis

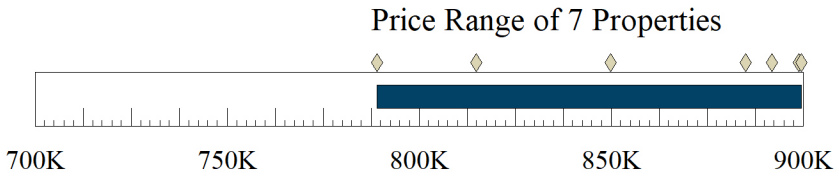
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Sold Price		$755,000	$755,000	$850,000	$850,000	$790,000	$790,000
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Style	***Colonial***	Modern		Cottage		Colonial	
Levels	***3***	3		2		3	
Bedrooms	***3***	4		4		6	
Bathrooms	***2/1***	3/1		3/1		4/1	
Const	***Cedar Siding***	Cedar Siding		Stone		Vinyl Siding	
Roofing	***Cedar/Shake***	Cedar/Shake		Shingle		Shingle-Asphalt	
Basement	***Fully Finished***	Finished		Full		Full	
Basement	***Walkout Level***	Walkout Level		Unfinished		Finished	
Heat	***Heat Pump***	Heat Pump		Forced Air		Electric	
Fuel	***Electric***	Electric		Gas Heated		Electric	
Cool	***Central A/C***	Central Air		Central A/C		Ceiling Fan	
Parking	***Garage***	2-Car Garage		Driveway		Garage	
Garage Spaces	***2***	2		1		3	
Exter Feat	***Deck***	Deck		Garden & Vine T		Deck	
Water	***Well***	Well		Multi-Tank		Conditioner	
Sewer	***Septic***	Septic		Septic		Septic	
# Fireplaces	***2***	2		2		3	
Amenities	***Auto Gar Dr Opn***	Walk-In Closet		Flue For Stove		Wet Bar	
Amenities	***Built-In Bookcases***	Wet Bar		Greenhouse		In-Ground Pool	
Amenities	***Mba/Sep Shwr***	Mb Shower		Garage Door Opener		Sauna	
Other Rms	***Den/Stdy/Lib***	Common Room		Common Room		Common Room	
Other Rms	***Family Room***	Game Room		Greenhouse		Family Room	
	$808,200		$755,000		$850,000		$790,000

LOGO

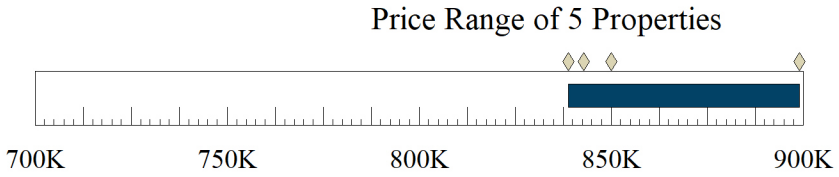
Prepared by: Angela McKendrick, CRS, GRI

Comparative Market Analysis Graphed by Status

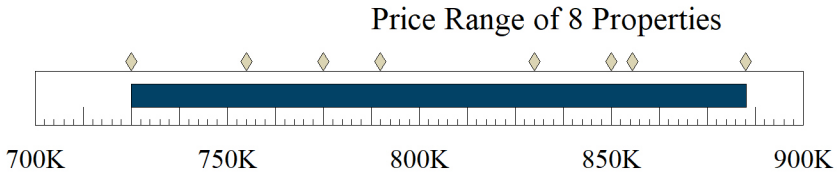
Currently On The Market



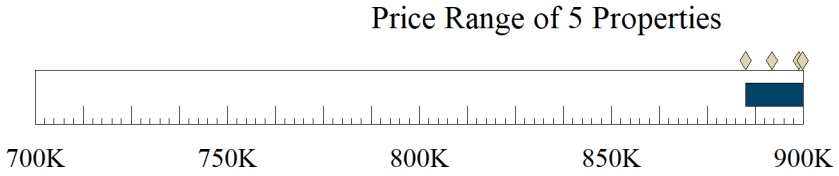
Under Contract



Recently Sold



Off The Market

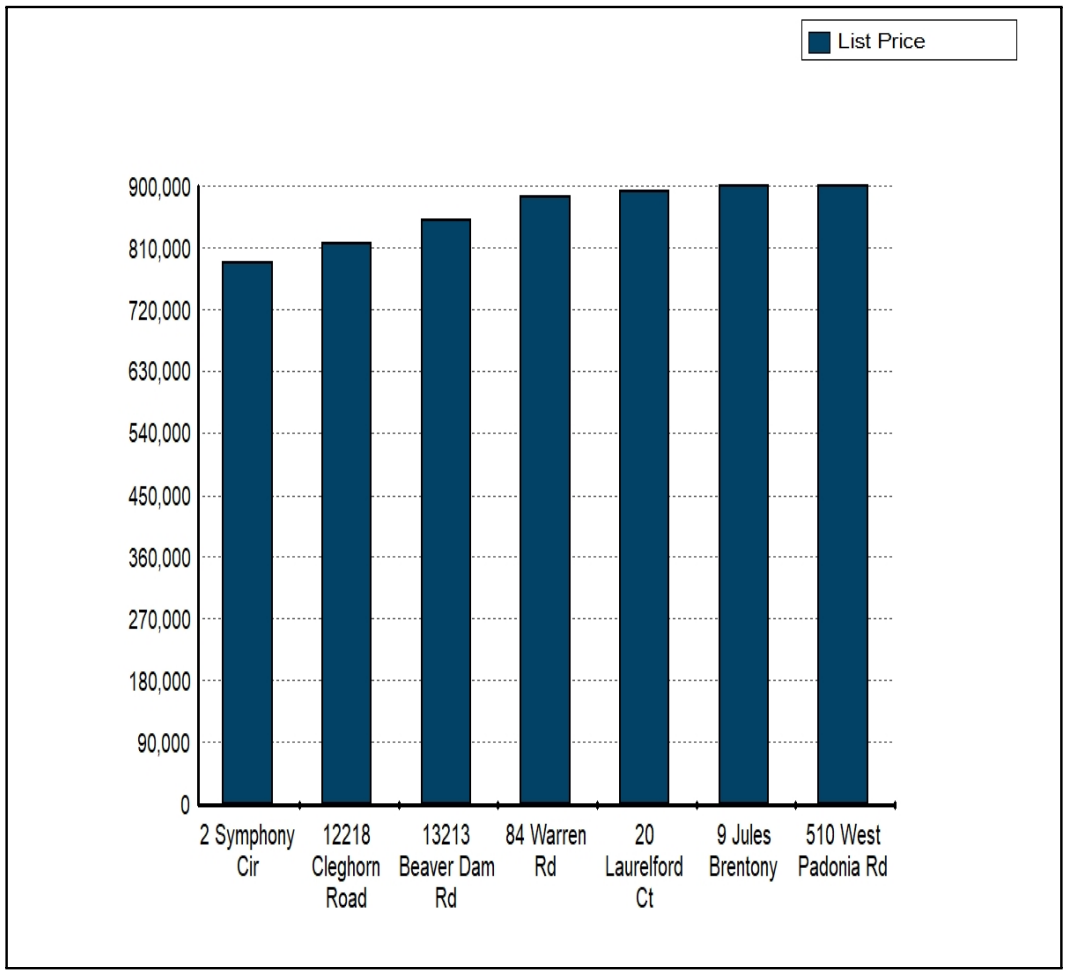


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Comparative Market Analysis Statistics

Graphic Analysis of Currently On The Market Properties



Summary Statistics of 7 Properties:

Average Price: $861,314
High Price: $899,500
Low Price: $789,000
Median Price: $885,000
Average Year Built: 1992

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Pricing Your Property to Sell

Pricing your property correctly is crucial. You want to sell your property in a timely manner at the highest price possible. Current market conditions determine the value.

Pricing too high or too low can cost you time and money. Realistic pricing will achieve a maximum sale price in a reasonable amount of time.

Analysis of the comparable properties suggests a list price range of:

$783,954 to $832,446

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Pricing Strategy

General Rules.

Let's review some important considerations. There are certain factors that are beyond our control and certain factors that are within our control. Those factors outside of our control are: the location of the property, the finished square feet and types of rooms and the amenities that are in place. Those factors we can control are: the appearance of the property inside and out, how aggressively we market the property and the price, including terms. It is critical for us to accept those factors that are beyond our control and to focus on pricing and preparation.

Local Market Observations.

Our market is currently steady. Properties are not moving very fast but they are not languishing for months either. Given the current interest rate situation we should continue to experience relatively low mortgage rates and thus the market should remain steady for awhile.

Suggested Price Strategy.

My analysis of the comparable properties suggests a list price range of $------- to $-------. This range should achieve your primary goal which is a reasonably quick sale.

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Seller's Estimated Proceeds

Proposed Selling Price	$799,000
1st Mortgage	$35,000
Title Insurance	$8,000
Brokerage Fee	$39,950
Home Warranty Policy	$500
Termite Inspection	$300
Document Preparation	$250
Appraisal Fee	$300
Recording Fee	$150
Approximate Net Proceeds	$714,550

DISCLAIMER: Items and amounts presented are estimates only.

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Marketing Plan of Action

First Week on the Market
- Enter listing into MLS system.
- Put up "For Sale" sign.
- Install lock box.
- Take property photos.
- Prepare property flyer/brochure.
- Submit property listing with photos to select real estate websites.

Second Week on the Market
- Schedule Virtual Tour.
- Invite local Realtors to tour home.
- Prepare and place advertisements with select print and online media outlets.

Third Week on the Market
- Submit Open House announcement to MLS & Office Sales meeting.
- Prepare and distribute special Open House flyer.
- Hold Sunday Open House.

On-going
- Handle incoming calls and schedule showing appointments.
- Update owner on showings.
- Pre-qualify buyers.
- Present all offers and recommend counter-offer strategies.
- Review price based on agent input & market conditions.

ASAP
- Obtain an acceptable contract on your property!

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My Social Media

With so many people using social media to stay up-to-date, it is very important for a Realtor to have multiple social media tools including Facebook, Instagram and Twitter. Social media is an important method for marketing your listings to both buyer and seller prospects. My company and I have an impressive social media presence designed to engage, inform and connect with today's buyers and sellers.

Facebook: https://www.facebook.com

Instagram: https://www.instagram.com

X: https://www.X.com

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