



# Comparative Market Analysis

To establish top market value of

## 4523 Edward Road

Prepared for Matthew and Mary Hatley  
By Wes Stearns



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By Wes Stearns



**Date:** September 15, 2015  
**To:** Matthew and Mary Hatley  
**From:** Wes Stearns  
**Re:** Comparative Market Analysis

I know that your home is probably the most valuable possession that you have.

In fact, many of the people I serve have only the equity in their property to see them through their retirement years. With this in mind, I wish to thank you for placing your trust in me to help you through the process.

My first goal is to help you set a list price that represents top market value, without going so high that it does not sell at all. This can only be accomplished by thoroughly understanding the market. To help you in this regard, you will find a detailed market analysis attached. It has been painstakingly prepared to ensure that you feel comfortable and confident as we proceed to reach this important first goal.

Additionally, you will find significant information that will help you feel confident that you are being represented by an agent and organization that is second to none.

I welcome the opportunity to serve you, and insist that you contact me with any questions you may have, should they arise now, or during the marketing process.

Sincerely,

Wes Stearns





## **TESTIMONIALS**

*"I found the perfect house this summer only to find out that a bidding war was going on for it. Wes Stearns went the extra mile to make sure that I ended up with the house of my dreams-calling the buyer's realtor on several occasions, providing advice on the bidding process and just being there to answer my questions. When I decided to forgo a home inspection, Wes immediately offered to purchase a home warranty for me as a housewarming gift. This really gave me peace of mind. Also, his thorough walk-through caught two issues that the buyer was required to fix that would have otherwise cost me thousands to repair had they been discovered after closing."*

*- E. Guerrero*

*"Professional, Knowledgeable and available every step of the way... Wes worked very well with all the different facets of the deal and shown patience and flexibility during some of the more trying times of the transaction."*

*"My wife and I have worked with other Realtors in the past but Wes provided outstanding quality and service throughout the entire process.... even if he is a REDSKINS fan .....*

*- M. Roth*

*"We had put a non-contingent offer on our new home and needed to sell within 3 weeks. Wes worked tirelessly to get the traffic necessary to sell the home. He ultimately found the buyer himself, within our timeline and without a hitch. Wes couldn't have worked harder for us."*

*- B. Lienard*

*Wes me alludo a comprar mi casa en Woodbridge, toda la informacion que recibi fue muy importante para mi. Wes sabia como alludarnos y aconsejarnos acerca de como tomar nuestra decicion. Ahora que tenemos un año con nuestra propiedad entendemos que es una buena inversion, gracias al servicio de Wes.*

*- LA*





**mo**  
**Wilson**  
Properties, Inc.

For over 15 years, our agents have been helping families with the American dream, owning a home. Mo Wilson Properties, Inc. is family owned and operated with professional real estate agents who provide old-fashioned personal service. At Mo Wilson Properties you are a valuable customer and not just another number. Mo Wilson Properties office has been a top single sales office in Northern Virginia year after year. Our clients always come back. Our agents are always there from start to finish.

Mo has strong roots in the area and has lived in the area since 1966. He is a retired Washington D.C. Policeman and a U.S. Marine Corps Vietnam Veteran. Mo has over 15 years of real estate experience and he is in both the million dollar and top producers club through Prince William Association of Realtors.

Agents at Mo Wilson Properties have vast experience to meet any real estate need including working with first time buyers, investors, and people looking for their final home. As most agents at Mo Wilson Properties are either Northern Virginia natives or long time residents, they are very knowledgeable of the school districts, commute, and amenities each area has to offer.

Not only do you receive top rate service from Mo Wilson Properties, but you get everything you could need in your real estate deal including:

- Free Pre-Qualification
- Free Market Analysis
- Assistance from the very beginning to final settlement
- Bilingual Support
- Relocation Support
- Real Estate support for buyers, sellers, investors, renters
- Residential and commercial sales
- Property Management



**[WWW.mowilsonproperties.com](http://WWW.mowilsonproperties.com)**







## HomesDatabase

"Homesdatabase covers over 22,000 square miles in 5 states, providing the most comprehensive and up-to-date website for properties in the mid-atlantic region!"

"The MLSWorks" ActiveAgent® platform is a powerful software suite utilized to showcase the listings inventory of MRIS, their brokers and their agents."

"The MLSWorks ActiveAgent platform, developed by The GoHome Networks, has the commercially tested and proven features and functionality required to provide an industry leading showcase for property listings and increased value to MLS members."

*This is a "real time" site!*

## REALTOR.COM<sup>®</sup>

Your next home is here<sup>™</sup>

"This is the official site of the National Association of Realtors. The number 1 consumer destination for real estate related information with more than 6.5 million monthly unique users!"

*Realtor.com receives more than 3 Million hits a month!*





"Militarybyowner.com aggressively advertises in base newspapers and other military periodicals as well as leverage web based search engine postings in order to attract military personnel and the general public to this site to ensure success."

Once every two weeks you will receive a marketing report with a list of how many hits you received on this site.

*A very powerful site with the Military reaching areas such as Quantico, Fort Belvoir, the Pentagon, Fort Myers and Andrews Air Force Base.*



360 pixs is a company that will come out and take a Virtual Tour of your entire home. Once on the MLS listing, potential buyers can view your home as if they were walking right through it!

The virtual tour takes you from room to room showing you a 360 view! I take pride having every one of our listings contain this virtual tour company!

*High quality, high speed Virtual Tour posted on multiple sites.*





# Agent Resume

Wes Stearns

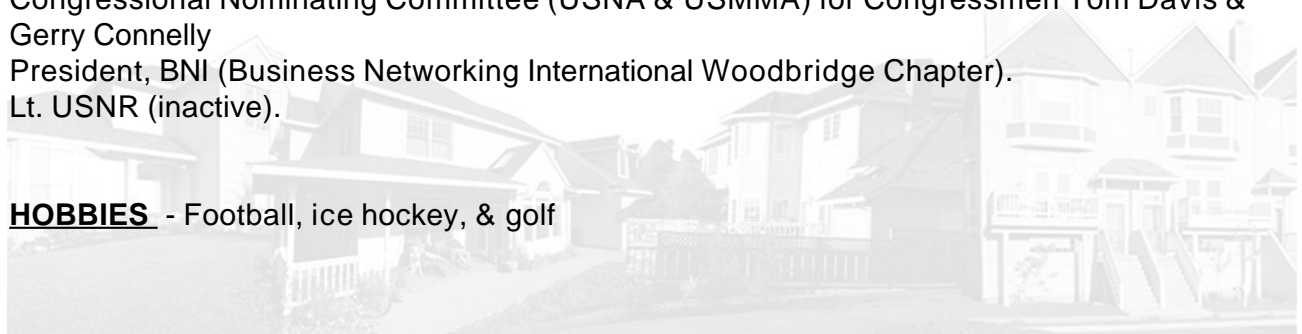


**EXPERIENCE** - Wes Stearns has been selling real estate since 1999. His family has been in business since his grandfather began a real estate company over 50 years ago in Richmond, VA. From 1999-2011, Wes has sold over \$200 Million dollars in real estate. In just three short years, he became the Associate Broker for Mo Wilson Properties and has been the top salesperson for the company every year since 2000. He has been a monthly top producer on numerous occasions for Prince William County. Wes was the office manager for Mo Wilson Properties, Inc. for 3 years ending early 2003. Wes was Prince William County's Rookie of the Year for 2000. Prior to real estate, Wes was the Mid-Atlantic Sales Manager of Sea-Land Service headquartered in Charlotte, NC. He has been chosen as "The Best of Prince William County" in Residential real estate in 2005, 2008 and 2009 by Readers of the Potomac News & Manassas Messenger.

**EDUCATION** - B.S. The United States Merchant Marine Academy (Kings Point, NY)  
Graduate of Potomac Senior High School (Dumfries, VA)

**PROFESSIONAL AFFILIATIONS** - Member, PWAR & NAR  
Admissions Field Representative - U.S. Merchant Marine Academy  
U.S. Coast Guard Third Mates License (Unlimited tonnage)  
Board of Directors - Prince William Association of Realtors, 2004-2009  
President - Prince William Association of Realtors, 2010  
Prince William County Zoning & Ordinance Committee, at-large.  
Congressional Nominating Committee (USNA & USMMA) for Congressmen Tom Davis & Gerry Connelly  
President, BNI (Business Networking International Woodbridge Chapter).  
Lt. USNR (inactive).

**HOBBIES** - Football, ice hockey, & golf



# Preparing Your Home

With buyers, first impressions count. A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

Here are some suggestions that will help you to get top market value:

## General Maintenance

- Oil squeaky doors
- Tighten doorknobs
- Replace burned out lights
- Clean and repair windows
- Touch up chipped paint
- Repair cracked plaster
- Repair leaking taps and toilets

## Curb Appeal

- Cut lawns
- Trim shrubs and lawns
- Weed and edge gardens
- Pick up any litter
- Clear walk and driveway of leaves
- Repair gutters and eaves
- Touch up exterior paint

## Spic and Span

- Shampoo carpets
- Clean washer, dryer, and tubs
- Clean furnace
- Clean fridge and stove
- Clean and freshen bathrooms

## The Buying Atmosphere

- Be absent during showings
- Turn on all lights
- Light fireplace
- Open drapes in the day time
- Play quiet background music
- Keep pets outdoors

## The First Impression

- Clean and tidy entrance
- Functional doorbell
- Polish door hardware

## The Spacious Look

- Clear stairs and halls
- Store excess furniture
- Clear counters and stove
- Make closets neat and tidy





# Marketing Plan

We are committed to offer the highest standards of professional service to all our customers. To assure you that your property is marketed to its fullest potential and to obtain the highest possible market value, the following will be completed.

- Prepare CMA to establish fair market value
- Prepare and sign listing contract
- Send listing contract to MLS board
- Place 'For Sale' sign on property
- Place lock box on property, if needed
- Notify the Top 100 Agents of this new listing
- Distribute Flyer to All N. Va real estate offices (over 5,000 copies)
- Schedule property for office tour
- Place property on numerous websites including Realtor.com, Homes.com, Homesdatabase.com & CallWes.com
- Schedule property for MLS tour - virtual tour including 5 rooms x 360 degrees
- Mail 'Just Listed' flyers to neighborhood
- Place 'Open House' ad in local paper including Wash. Post, Wash. Times, Potomac News
- Phone all potential buyers with details of listing
- Hold open houses
- Arrange showings for other agents
- Contact you regularly with verbal progress reports
- Prepare and deliver Marketing Service report to owner
- Review marketing activities with owner
- Pre-qualify potential buyers
- Present and discuss all offers on property with owner
- Negotiate the transaction with other agent
- Finalize the closing
- Arrange for relocation agent, if required
- Arrange for moving company
- Other services...



# 87% of Home Buyers look to the Internet first!

Your Home will Benefit from Maximum Exposure with the VisualTour Marketing System – the #1 virtual tour marketing solution!

Attract qualified buyers with maximum exposure on the internet



Get even more exposure on leading video sharing sites and search engines



Leverage the power of VisualTour linked to Social Media & Networking sites



Take advantage of the VisualTour brand broadcast to millions of consumers on our Emmy award winning TV ads



Internet marketing is more than **10X** as effective as newspaper advertising and **30X** as effective as homes magazine advertising to find home buyers.

(NAR Profile of Home Buyers and Sellers 2008)

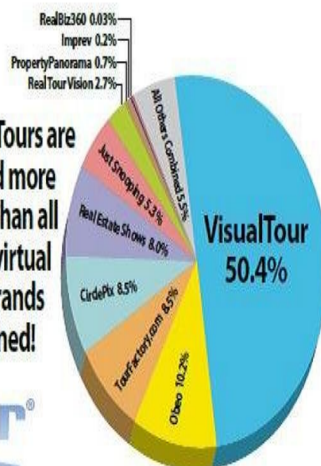
Also other Realtors in town can preview my VisualTour of your home right from the MLS. They can show it to help qualify the buyers they represent.

Just as important, I will feature your VisualTour on my own website and via email marketing. I can even email you important viewing statistics on the effectiveness of my VisualTour campaign.

VisualTour is the #1 traffic generating virtual tour system in the US.

(Hitwise.com Real-Time Competitive Intelligence)

VisualTours are viewed more often than all other virtual tour brands combined!



**VisualTour**

Today's way to show a home!

Distribution sites and options are subject to change without notice.



**WWW.CallWes.com**



#### Selling real estate in the Woodbridge area

This section on my website includes information and real estate services for selling a home in the Northern Virginia area.. Knowing the value of your home in relation to your local real estate market and recent sales is very important.

The Free reports are designed to help you in your search for information on selling at the right price. The resource center page has important real estate related information from sites that we have researched for you. There are sections devoted to relocation needs, schools, real estate tax information, home and garden, maps and weather, whether you are staying in the Woodbridge area or relocating.

The relocation section outlines my relocation services, which also contains a Find a Realtor section to help you search for a real estate agent outside of the Woodbridge area.

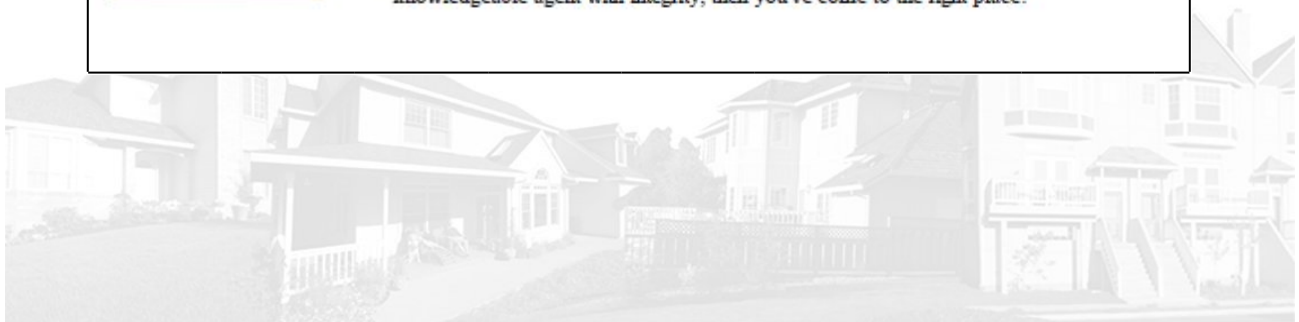
If you are buying your next home in the Northern Virginia area, please be sure to visit the section For Buyers and do a Home Search.

I hope you enjoy your visit and come back soon. I am always available for personal service by phone or email, so please contact me with questions at any time!

Wes Stearns  
[703-878-0000](tel:703-878-0000)  
[Wes@CallWes.com](mailto:Wes@CallWes.com)

Welcome to your one-stop source for Northern Virginia real estate services, information, and homes. Get real estate buying and selling tips, relocation help, and mortgage information, too! If you're looking for a highly energetic, professional, knowledgeable agent with integrity, then you've come to the right place!

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**Wilson**  
Properties, Inc.  
[www.CallWes.com](http://www.CallWes.com)





# Market Analysis Explanation

The correct selling price of a home is the highest price the market will bear. To assist you in determining the correct asking price we have provided you with a comprehensive market analysis of comparable properties that have been recently offered for sale in your neighborhood.

This analysis is based strictly on homes that can be considered similar to yours, and has been specially prepared for you over the last few days.

This 'Comprehensive' property analysis is divided into four categories:

1. Similar properties that are currently listed
2. Similar properties that have recently sold
3. Similar properties that have sales pending
4. Similar properties that failed to sell

By carefully studying the comparable property locations, features, and the terms under which they are offered, we can develop a clear picture of the potential market for your property.

By looking at the properties currently listed, we can see exactly what alternatives a serious buyer has to choose from. We can be certain that we are not under pricing the property.

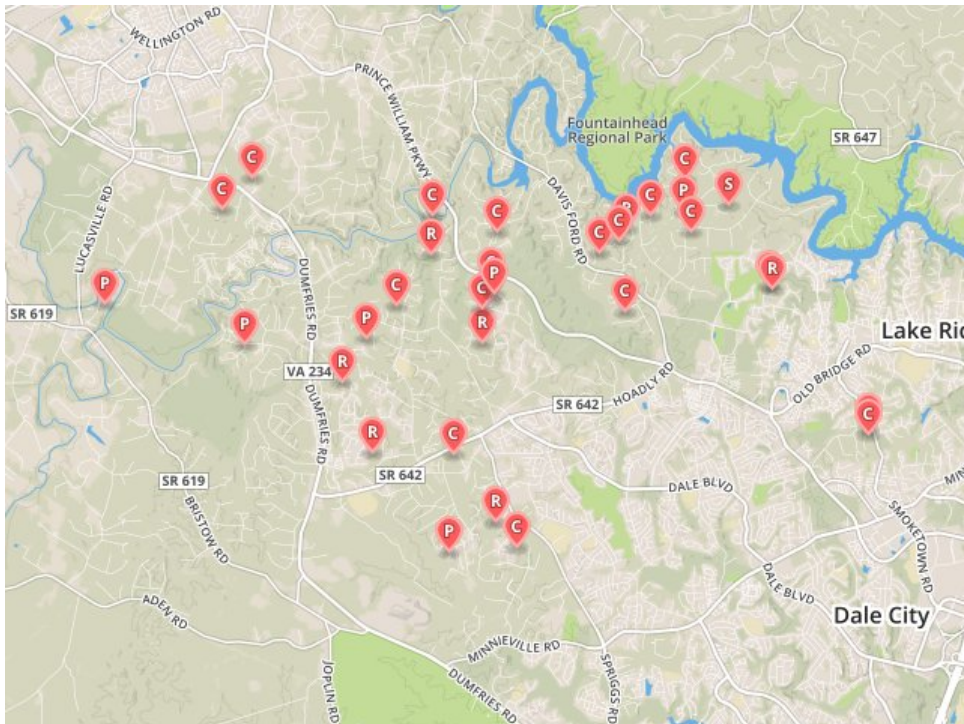
By looking at similar properties recently sold, we can see what homeowners have actually received over the last few months. This is the acid test that is used by lending institutions to determine how much they will be willing to lend a buyer for your home.

While we naturally want top market value for the home, we can agree that there's a point where the price would be too high. By looking at homes that didn't sell, we can accurately determine that price point and be careful not to get too close to it. By doing our homework diligently, we can get maximum dollars in a reasonably short period of time.





## Map of All Comparable Properties



Subject Property (SP) - 4523 Edward Road, Woodbridge, VA - \$579,500  
Current listing (CL1) - 8756 Bradley Forge Drive, Manassas, VA - \$549,900  
Current listing (CL2) - 8408 Briarmont Lane, Manassas, VA - \$559,900  
Current listing (CL3) - 11242 Caisson Court, Woodbridge, VA - \$525,000  
Current listing (CL4) - 13376 Gandall Court, Manassas, VA - \$579,900  
Current listing (CL5) - 6320 Happy Creek Road, Manassas, VA - \$585,000  
Current listing (CL6) - 7203 Kings Arm Drive, Manassas, VA - \$575,000  
Current listing (CL7) - 12141 Kousa Court, Manassas, VA - \$599,900  
Current listing (CL8) - 11551 Oakhurst Lane, Woodbridge, VA - \$599,900  
Current listing (CL9) - 4901 Occoquan Club Drive, Woodbridge, VA - \$599,900  
Current listing (CL10) - 6540 Running Brook Road, Manassas, VA - \$534,990  
Current listing (CL11) - 13063 Saint Andrews Court, Woodbridge, VA - \$599,900  
Current listing (CL12) - 13069 Saint Andrews Court, Woodbridge, VA - \$525,000  
Current listing (CL13) - 11657 Sandal Wood Lane, Manassas, VA - \$600,000



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Current listing (CL14) - 12070 Saranac Place, Manassas, VA - \$545,000  
Current listing (CL15) - 5524 Small Oak Court, Woodbridge, VA - \$529,000  
Current listing (CL16) - 11191 Stonebrook Drive, Manassas, VA - \$535,000  
Current listing (CL17) - 5363 Wade Lane, Woodbridge, VA - \$599,900  
Current listing (CL18) - 4916 Wolf Run Shoals Road, Woodbridge, VA - \$579,900  
Recent sale (RS1) - 6496 Apple Tree Court, Manassas, VA - \$549,000  
Recent sale (RS2) - 4250 Chelson Lane, Woodbridge, VA - \$579,500  
Recent sale (RS3) - 6675 Fox Den Road, Manassas, VA - \$533,000  
Recent sale (RS4) - 12753 Gold Cup Trail, Manassas, VA - \$525,000  
Recent sale (RS5) - 7501 Nyack Court, Manassas, VA - \$515,000  
Recent sale (RS6) - 11499 Occoquan Oaks Lane, Woodbridge, VA - \$520,000  
Recent sale (RS7) - 6913 Stethem Court, Manassas, VA - \$520,000  
Recent sale (RS8) - 12231 Tilney Court, Woodbridge, VA - \$510,000  
Pending sale (PS1) - 12430 Brenmill Lane, Manassas, VA - \$0  
Pending sale (PS2) - 9723 Brentsville Road, Manassas, VA - \$0  
Pending sale (PS3) - 12000 Bridle Post Place, Manassas, VA - \$0  
Pending sale (PS4) - 12000 Coloriver Road, Manassas, VA - \$0  
Pending sale (PS5) - 4909 Lanyard Lane, Woodbridge, VA - \$0  
Pending sale (PS6) - 6824 Lochmere Drive, Manassas, VA - \$0





# Comparable Properties

## Subject Property

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
4523 Edward Road	4256	5.00	Colonial	3	3.5					0

## Comparable Properties

Average for comparable type	List Price	Sale Price	\$/Sqft	DOM
Current listings	\$567,949		\$155	148
Recent sales	\$534,536	\$531,437	\$137	72
Pending sales	\$553,950			127

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
<b>Current Listing</b>										
8756 Bradley Forge	4243	1.3789	Colonial	4	4		\$549,900		\$130	141
8408 Briarmont	4208	3.6196	Rancher	6	4	Attached	\$559,900		\$133	216
11242 Caisson	3996	1.3854	Colonial	4	4	Attached	\$525,000		\$131	123
13376 Gandall Court,	3454	1.2693	Colonial	4	4	Attached	\$579,900		\$168	129
6320 Happy Creek	4602	1.0191	Colonial	5	4	Attached	\$585,000		\$127	97
7203 Kings Arm	3584	2.4173	Tudor	5	4	Attached	\$575,000		\$160	131
12141 Kousa Court,	3582	1.2595	Colonial	4	5	Attached	\$599,900		\$167	142
11551 Oakhurst	3971	5.0	Colonial	4	4	Front	\$599,900		\$151	179
4901 Occoquan Club	3395	5.3864	Raised	4	3	Attached	\$599,900		\$177	124
6540 Running Brook	5000	1.0365	Colonial	4	4	Side	\$534,990		\$107	134
13063 Saint Andrews	3570	1.05	Colonial	4	5	Side	\$599,900		\$168	231
13069 Saint Andrews	2338	1.3899	Colonial	4	3	Attached	\$525,000		\$225	138
11657 Sandal Wood	4642	2.6749	Colonial	5	4	Attached	\$600,000		\$129	125
12070 Saranac	2800	1.0353	Colonial	5	4	Attached	\$545,000		\$195	114
5524 Small Oak	2915	5.0126	Raised	3	3	Attached	\$529,000		\$181	107
11191 Stonebrook	4319	1.0780	Colonial	5	4	Attached	\$535,000		\$124	102
5363 Wade Lane,	3554	1.9300	Colonial	5	4	Attached	\$599,900		\$169	318





# Comparable Properties

## Subject Property

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
4523 Edward Road	4256	5.00	Colonial	3	3.5					0

## Comparable Properties

Average for comparable type	List Price	Sale Price	\$/Sqft	DOM
Current listings	\$567,949		\$155	148
Recent sales	\$534,536	\$531,437	\$137	72
Pending sales	\$553,950			127

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
4916 Wolf Run	3749	1.4477	Colonial	4	4	Attached	\$579,900		\$155	116
<b>Recent Sales</b>										
6496 Apple Tree	3732	1.6961	Colonial	4	4	Attached	\$549,900	\$549,000	\$147	65
4250 Chelson Lane,	3732	1.0264	Colonial	5	3	Attached	\$569,000	\$579,500	\$155	44
6675 Fox Den Road,	3761	1.5980	Colonial	4	4	Side	\$532,500	\$533,000	\$142	48
12753 Gold Cup	3474	1.1399	Colonial	5	4	Attached	\$524,900	\$525,000	\$151	71
7501 Nyack Court,	4204	1.15	Colonial	5	5	Attached	\$524,990	\$515,000	\$123	84
11499 Occoquan	3263	5.0002	Colonial	3	3		\$525,000	\$520,000	\$159	53
6913 Stethem Court,	4100	1.5699	Colonial	5	4	Attached	\$525,000	\$520,000	\$127	162
12231 Tilney Court,	5108	1.0536	Colonial	4	4	Attached	\$525,000	\$510,000	\$100	52
<b>Pending Sales</b>										
12430 Brenmill	3636	1.4508	Colonial	4	4	Attached	\$529,900			138
9723 Brentsville	2483	5.75	Cape Cod	3	2	Attached	\$549,000			137
12000 Bridle Post	4045	1.0011	Colonial	5	4	Attached	\$554,900			139
12000 Coloriver	3651	1.0092	Colonial	4	4	Attached	\$540,000			127
4909 Lanyard Lane,	4232	2.1699	Colonial	4	4	Side	\$574,900			80
6824 Lochmere	4300	1.0236	Traditional	4	4	Attached	\$575,000			146





## Current Listings

**8756 Bradley Forge Drive,**  
Prince William \$549,900



**8408 Briarmont Lane, Manassas,**  
Prince William \$559,900



**11242 Caisson Court, Woodbridge,**  
Prince William \$525,000



**Style** Colonial  
**List \$/Sqft** \$130  
**Square Ft** 4243  
**Bedrooms** 4  
**Baths** 4  
**Parking**

**Taxes** \$5.100  
**List Date** 4/27/2015  
**DOM** 141  
**Age** 21  
**Lot Size** 1.378994  
**Levels** 3

**Style** Rancher  
**List \$/Sqft** \$133  
**Square Ft** 4208  
**Bedrooms** 6  
**Baths** 4  
**Parking** Attached Garage

**Taxes** \$4.703  
**List Date** 2/11/2015  
**DOM** 216  
**Age** 35  
**Lot Size** 3.619697  
**Levels** 3

**Style** Colonial  
**List \$/Sqft** \$131  
**Square Ft** 3996  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage

**Taxes** \$5.704  
**List Date** 5/15/2015  
**DOM** 123  
**Age** 31  
**Lot Size** 1.385491  
**Levels** 3

**Features:** Type: Detached, Parking: Paved Driveway, Faces Side, Attached, Garage Door Opener, Asphalt Driveway, Exterior: Brick And

**Comments:** Beautiful remodeled single family nested in privacy on nearly 1.5 acres! New paint & carpet thru out! Gourmet kitchen w/ black appliances & island! Step down family rm boasts columns, new carpet & gorgeous view of the

**Features:** Type: Detached, Security: Smoke Detector, Parking: Dw - Circular, Garage Parking, Garage Door Opener, Asphalt Driveway,

**Comments:** Motivated seller! Stunning brick single family home! Over 3.5 acres! Large lot! Floored attic/loft space! 2 fireplaces! Deck and patio! Backs to trees! Beautiful hardwood floors! Green house! Shed! Fully finished basement with

**Features:** Type: Detached, Parking: Garage Parking, Paved Driveway, Attached, Faces Side, Garage Door Opener, Exterior: Vinyl Siding,

**Comments:** Come see this outdoor paradise. Gorgeously landscaped home on 1.4 acres in cannon bluff. Deck spans the length of the house. Huge open kitchen and living room w/fireplace. Separate mud room w/washer & dryer. Fully finished



## Current Listings

**13376 Gandall Court, Manassas, VA**  
Prince William \$579,900



**6320 Happy Creek Road, Manassas,**  
Prince William \$585,000



**7203 Kings Arm Drive, Manassas,**  
Prince William \$575,000



**Style** Colonial  
**List \$/Sqft** \$168  
**Square Ft** 3454  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$6.346  
**List Date** 5/9/2015  
**DOM** 129  
**Age** 15  
**Lot Size** 1.269399  
**Levels** 3

**Features:** Type: Detached,  
Window/Door: Bay/Bow Windows,  
French Doors, Insulated Door(s),  
Parking: Garage Parking, Exterior:

**Comments:** Gorgeous brick front colonial on 1+ acre. Enter into 2-story foyer. Spacious living room, sep dining room with bay window, gourmet kitchen & huge family room w/ fireplace. Fabulous exercise/sun room offers special floor to prevent

**Style** Colonial  
**List \$/Sqft** \$127  
**Square Ft** 4602  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$5.971  
**List Date** 6/10/2015  
**DOM** 97  
**Age** 18  
**Lot Size** 1.019192  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Exterior: Vinyl Siding, Roof: Shingle-Asphalt, Finishd Bsmt: 730, Unfinished

**Comments:** Great colonial with beautiful backyard facing woods\*\*\*5 huge bedrooms on upper level featuring master suite with vaulted ceilings and spacious walk-in closet\*\*\*open floor plan with big kitchen island\*\*\*walkout to deck with

**Style** Tudor  
**List \$/Sqft** \$160  
**Square Ft** 3584  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage  
**Taxes** \$4.475  
**List Date** 5/7/2015  
**DOM** 131  
**Age** 36  
**Lot Size** 2.417309  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Drvwy/Off Str, Exterior: Fiber Cement Siding, Brick, Finishd Bsmt: 0, Unfinished Bsmt:

**Comments:** Remodeled 5 bedroom high end tudor w/2 car garage on beautiful 2.42 acre lot! Granite counter-tops and ss appliances in kitchen! All bathrooms updated. Master suite w/ 2 wics, jetted tub and separate frameless shower. Newer





## Current Listings

**12141 Kousa Court, Manassas, VA**  
Prince William \$599,900



**11551 Oakhurst Lane, Woodbridge,**  
Prince William \$599,900



**4901 Occoquan Club Drive,**  
Prince William \$599,900



**Style** Colonial  
**List \$/Sqft** \$167  
**Square Ft** 3582  
**Bedrooms** 4  
**Baths** 5  
**Parking** Attached Garage  
**Taxes** \$7.346  
**List Date** 4/26/2015  
**DOM** 142  
**Age** 17  
**Lot Size** 1.259596  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Exterior: Brick And Siding, Bsmt Type: Daylight In Basement, Fully Finished

**Comments:** New carpet on main level, new plantation shutters on windows, large gourmet kitchen with center island and sunroom addition off kitchen fully finished walkout basement with wet bar, large rec room, extra den, full bath and lots of

**Style** Colonial  
**List \$/Sqft** \$151  
**Square Ft** 3971  
**Bedrooms** 4  
**Baths** 4  
**Parking** Front Loading  
**Taxes** \$6.636  
**List Date** 3/20/2015  
**DOM** 179  
**Age** 28  
**Lot Size** 5.0  
**Levels** 3

**Features:** Type: Detached, Security: Main Entrance Lock, Smoke Detector, Window/Door: Bay/Bow Windows, Double Pane Windows,

**Comments:** Rare opportunity for the outdoor enthusiast! Peaceful & private living! Choice 5 acre parcel ideal for entertaining, leisure, our just relaxing. Nearly 4,000 sqft of finished living space on 3 lvls including 25' x 25' unfinished bonus room. Many

**Style** Raised Rambler  
**List \$/Sqft** \$177  
**Square Ft** 3395  
**Bedrooms** 4  
**Baths** 3  
**Parking** Attached Garage  
**Taxes** \$5.463  
**List Date** 5/14/2015  
**DOM** 124  
**Age** 38  
**Lot Size** 5.38641  
**Levels** 2

**Features:** Type: Detached, Window/Door: Sliding Glass Door, Door/Window Screens, Parking: Paved Driveway, Garage Parking,

**Comments:** Relax & enjoy 5+ peaceful acres! Create your own haven for entertaining, grilling, gardening or horses! Or just enjoy solitude. Updated & upgraded impeccably maintained property comes with receipts to put your mind



## Current Listings

**6540 Running Brook Road,**  
Prince William \$534,990



**13063 Saint Andrews Court,**  
Prince William \$599,900



**13069 Saint Andrews Court,**  
Prince William \$525,000



**Style** Colonial  
**List \$/Sqft** \$107  
**Square Ft** 5000  
**Bedrooms** 4  
**Baths** 4  
**Parking** Side Loading  
**Taxes** \$6.281  
**List Date** 5/4/2015  
**DOM** 134  
**Age** 19  
**Lot Size** 1.036593  
**Levels** 3

**Features:** Type: Detached, Parking: Attached, Garage Parking, Exterior: Brick And Siding, Lot Desc: Backs To Trees, Corner Lot, Cul-De-Sac,

**Comments:** Lowest price in area for home of this size. Side load garage. Light filled basement with open design, sunroom addition, library, gourmet kitchen, master suite w/step down bonus room currently used as exercise area, upstairs laundry

**Style** Colonial  
**List \$/Sqft** \$168  
**Square Ft** 3570  
**Bedrooms** 4  
**Baths** 5  
**Parking** Side Loading  
**Taxes** \$6.836  
**List Date** 1/27/2015  
**DOM** 231  
**Age** 29  
**Lot Size** 1.05  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Attached, Garage Door Opener, Concrete Driveway, Exterior: Brick Front, Handicap: Lvl

**Comments:** One of a kind custom home. Shows well and is in great condition. Over 1 acre lot in the heart of lake ridge.

**Style** Colonial  
**List \$/Sqft** \$225  
**Square Ft** 2338  
**Bedrooms** 4  
**Baths** 3  
**Parking** Attached Garage  
**Taxes** \$4.948  
**List Date** 4/30/2015  
**DOM** 138  
**Age** 35  
**Lot Size** 1.389991  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Interior: Floor Plan-Traditional, Amen: Attach Master Bath, Auto Garage Door Open,

**Comments:** Custom salt box colonial in a private wooded setting. Country living but close to everything!!!! Original owners have taken pride in the home. Beautiful hard woods throughout the home. Quartz. Counters in kitchen large





## Current Listings

**11657 Sandal Wood Lane,**  
Prince William \$600,000



**12070 Saranac Place, Manassas,**  
Prince William \$545,000



**5524 Small Oak Court,**  
Prince William \$529,000



**Style** Colonial  
**List \$/Sqft** \$129  
**Square Ft** 4642  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$6.975  
**List Date** 5/13/2015  
**DOM** 125  
**Age** 22  
**Lot Size** 2.674908  
**Levels** 3

**Features:** Type: Detached, Parking: Garage Parking, Drvwy/Off Str, Street, Asphalt Driveway, Exterior: Brick And Siding, Ext Ftrs: Deck,

**Comments:** Stunning 3-lvl 5 br, 3.5 ba, 4600+ sqft home on 2.67 acres backing to the Occoquan river. Elegant home features formal living&dining rms, office w/ built in bookcases, spacious family rm w/fp, updated kitchen w/ cooktop&dbl wall

**Style** Colonial  
**List \$/Sqft** \$195  
**Square Ft** 2800  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage  
**Taxes** \$5.546  
**List Date** 5/24/2015  
**DOM** 114  
**Age** 17  
**Lot Size** 1.035308  
**Levels** 3

**Features:** Type: Detached, Security: Doorman, Smoke Detector, Window/Door: Double Pane Windows, Sliding Glass Door,

**Comments:** 5 bed & 3.5 bath brick home over 1 acre wood lot. Original owners. Morning room & gazebo. Much more!

**Style** Raised Rambler  
**List \$/Sqft** \$181  
**Square Ft** 2915  
**Bedrooms** 3  
**Baths** 3  
**Parking** Attached Garage  
**Taxes** \$5.422  
**List Date** 5/31/2015  
**DOM** 107  
**Age** 34  
**Lot Size** 5.012603  
**Levels** 2

**Features:** Type: Detached, Parking: Garage Parking, Exterior: Brick And Siding, Ext Ftrs: Deck, Porch, Lot Desc: Landscaping, Trees/Wooded,

**Comments:** Every detail of this home has been lovingly maintained. Drink in the sounds of nature while sitting on the large deck overlooking 5 acres that include meticulous landscaping. Hardwood floors. Upgraded kitchen with granite



## Current Listings

**11191 Stonebrook Drive, Manassas,**  
Prince William \$535,000



**5363 Wade Lane, Woodbridge, VA**  
Prince William \$599,900



**4916 Wolf Run Shoals Road,**  
Prince William \$579,900



**Style** Colonial  
**List \$/Sqft** \$124  
**Square Ft** 4319  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$6.042  
**List Date** 6/5/2015  
**DOM** 102  
**Age** 15  
**Lot Size** 1.078099  
**Levels** 3

**Features:** Type: Detached,  
Window/Door: Double Pane  
Windows, Recessed Lighting,  
Palladian Windows, Six Panel

**Comments:** Bada bing! Bada boom!  
Stunning col w/ a trendy pottery barn  
style & a cool, hip vibe is waiting for  
you! Gorgeous kit w/granite ctrs/ss  
appls/custom tile backsplash & cozy  
brkfast nook, sundrenched 2 story fr  
w/fpl, beautiful dr & lr, & fab mbr w/lux

**Style** Colonial  
**List \$/Sqft** \$169  
**Square Ft** 3554  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$4.652  
**List Date** 11/1/2014  
**DOM** 318  
**Age** 31  
**Lot Size** 1.930005  
**Levels** 3

**Features:** Type: Detached, Parking:  
Garage Parking, Garage Door  
Opener, Faces Side, Asphalt  
Driveway, Exterior: Brick, Ext Ftrs:

**Comments:** New lower price !  
Beautiful custom built home on 2  
acres! Home features: jetted tub,  
corian counter tops, cherry cabinets,  
sub zero fridge, double oven /  
convection, ceramic tile/ hardwood  
floors, 2 tier screened deck, ceramic

**Style** Colonial  
**List \$/Sqft** \$155  
**Square Ft** 3749  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage  
**Taxes** \$5.727  
**List Date** 5/22/2015  
**DOM** 116  
**Age** 28  
**Lot Size** 1.447704  
**Levels** 3

**Features:** Type: Detached, Parking:  
Garage Parking, Garage Door  
Opener, Paved Driveway, Exterior:  
Combination, Ext Ftrs: Deck-Tiered,

**Comments:** Enjoy the ultimate  
staycation within minutes of  
shopping, golf, & major commuter  
routes! This lovely 4br, 3.5ba home  
sits on 1.45 acres in cannon bluff,  
w/community access to lake  
occoquan. Outstanding features





## Pending Sales

**12430 Brenmill Lane, Manassas, VA**  
Prince William



**Style** Colonial  
**List Price** \$529,900  
**List \$/Sqft** \$146  
**Square Ft** 3636  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage  
**Taxes** \$5,703

**Features:** Type: Detached, Security: Security System, Parking: Garage Parking, Paved Driveway, Attached, Garage Door Opener, Asphalt Driveway, Exterior: Brick And Siding,

**Comments:** Absolutely gorgeous brick front colonial. 1.45 acres, grand 2-story foyer\*fabulous kitchen. W/breakfast bar, desk area, granite counters, s/s appliances, gas cooktop\* fr vaulted ceiling&fp.\* master suite with large walk-in closet, lux mba w/ jetted tub, sep

**Sale Date**  
**Sale \$/Sqft**  
**DOM** 138  
**Age** 15  
**Lot Size** 1.450803

**Features:** Type: Detached, Window/Door: French Doors, Parking: Garage Parking, Garage Door Opener, Gravel Driveway, Exterior: Vinyl Siding, Ext Ftrs: Board

**Comments:** Attn horse lovers! You have found your dream property in pwc! 5.75 acre farm with 4 stall barn & fenced pastures! No more renting at a stable bring your horses to your new home! Charming 3br 2ba cape cod with a large upstairs loft and an additional large private room over

**9723 Brentsville Road, Manassas, VA**  
Prince William



**Style** Cape Cod  
**List Price** \$549,000  
**List \$/Sqft** \$221  
**Square Ft** 2483  
**Bedrooms** 3  
**Baths** 2  
**Parking** Attached Garage,  
**Taxes** \$4,883

**Features:** Type: Detached, Parking: Drvwy/Off Str, Garage Parking, Faces Front, Attached, Garage Door Opener, Exterior: Brick And Siding, Ext Ftrs: Deck, Lot Desc:

**Comments:** Lock doors & turn off lights! Stunning, milleson built custom home tucked away on a secluded & lushly wooded 1 a cul-de-sac lot! Nearly 4000 sq ft beautifully filled w/custom moldings/trims & gleaming hwdws! You'll love the kit w/granite &

**Sale Date**  
**Sale \$/Sqft**  
**DOM** 137  
**Age** 19  
**Lot Size** 5.75

**12000 Bridle Post Place, Manassas, VA**  
Prince William



**Style** Colonial  
**List Price** \$554,900  
**List \$/Sqft** \$137  
**Square Ft** 4045  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$5,446

**Sale Date**  
**Sale \$/Sqft**  
**DOM** 139  
**Age** 20  
**Lot Size** 1.001194



## Pending Sales

**12000 Coloriver Road, Manassas, VA**  
Prince William



**Style** Colonial  
**List Price** \$540,000  
**List \$/Sqft** \$148  
**Square Ft** 3651  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage  
**Taxes** \$5,952  
**Sale Date**  
**Sale \$/Sqft**  
**DOM** 127  
**Age** 17

**Features:** Type: Detached, Security: Security System, Window/Door: Bay/Bow Windows, Recessed Lighting, French Doors, Parking: Garage Parking, Exterior: Vinyl  
**Comments:** Immaculate\*acre lot\*gour kit w/ss double wall oven, ss d/w

**4909 Lanyard Lane, Woodbridge, VA**  
Prince William



**Lot Size** 1.009298  
**Style** Colonial  
**List Price** \$574,900  
**List \$/Sqft** \$136  
**Square Ft** 4232  
**Bedrooms** 4  
**Baths** 4  
**Parking** Side Loading Garage  
**Taxes** \$6,010  
**Sale Date** 6/12/2015  
**Sale \$/Sqft**  
**DOM** 80  
**Age** 30

**Features:** Type: Detached, Window/Door: Bay/Bow Windows, Double Pane Windows, French Doors, Insulated Door(s), Insulated Window(s), Door/Window Screens,  
**Comments:** Escape the chaos and come home to 2 plus ac of peace in cannon bluffs. This large 4/br home has flawless attention to detail, including cust moldings, remodeled gourmet kit, & baths. Master suite w/luxury bath has soaker tub.Walk in closets and ceiling fans in

**6824 Lochmere Drive, Manassas, VA**  
Prince William



**Lot Size** 2.169995  
**Style** Traditional  
**List Price** \$575,000  
**List \$/Sqft** \$134  
**Square Ft** 4300  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached Garage,  
**Taxes** \$5,761  
**Sale Date**  
**Sale \$/Sqft**  
**DOM** 146  
**Age** 15  
**Lot Size** 1.023691

**Features:** Type: Detached, Parking: Garage Parking, Exterior: Stone, Vinyl Siding, Ext Ftrs: Deck-Tiered, Pool (In-Ground), Underground Lawn Sprinkler, Fence, Builder:

**Comments:** Over 4200sf of finished space! Stately pool home on treed 1+ acre lot. New hardwoods on main. Granite w/new ss appliances, oversized vaulted mbr w/huge walk in closet, mba w/dual sinks, separate shower/tub. Walkout basement w/possible in-law suite,





## Recent Sales

**6496 Apple Tree Court, 4250 Chelson Lane, 6675 Fox Den Road, 12753 Gold Cup Trail,**



Prince \$549,000 Prince \$579,500 Prince \$533,000 Prince \$525,000

<b>Style</b>	Colonial	<b>Style</b>	Colonial	<b>Style</b>	Colonial	<b>Style</b>	Colonial
<b>List Price</b>	\$549,900	<b>List Price</b>	\$569,000	<b>List Price</b>	\$532,500	<b>List Price</b>	\$524,900
<b>List \$/Sqft</b>	\$147	<b>List \$/Sqft</b>	\$152	<b>List \$/Sqft</b>	\$142	<b>List \$/Sqft</b>	\$151
<b>Square Ft</b>	3732	<b>Square Ft</b>	3732	<b>Square Ft</b>	3761	<b>Square Ft</b>	3474
<b>Bedrooms</b>	4	<b>Bedrooms</b>	5	<b>Bedrooms</b>	4	<b>Bedrooms</b>	5
<b>Baths</b>	4	<b>Baths</b>	3	<b>Baths</b>	4	<b>Baths</b>	4
<b>Parking</b>	Attached	<b>Parking</b>	Attached	<b>Parking</b>	Side Loading	<b>Parking</b>	Attached
<b>Taxes</b>	\$5,243	<b>Taxes</b>	\$6,298	<b>Taxes</b>	\$5,485	<b>Taxes</b>	\$5,997
<b>Sale Date</b>	2/25/2015	<b>Sale Date</b>	5/29/2015	<b>Sale Date</b>	5/12/2015	<b>Sale Date</b>	5/14/2015
<b>Sale \$/Sqft</b>	\$147	<b>Sale \$/Sqft</b>	\$155	<b>Sale \$/Sqft</b>	\$142	<b>Sale \$/Sqft</b>	\$151
<b>DOM</b>	65	<b>DOM</b>	44	<b>DOM</b>	48	<b>DOM</b>	71
<b>Age</b>	21	<b>Age</b>	25	<b>Age</b>	18	<b>Age</b>	23
<b>Lot Size</b>	1.696189	<b>Lot Size</b>	1.0264	<b>Lot Size</b>	1.598003	<b>Lot Size</b>	1.139991
<b>Levels</b>	3	<b>Levels</b>	3	<b>Levels</b>	3	<b>Levels</b>	3

**Features:** Type: Detached, Parking: Garage Parking, Drvwy/Off Str, Exterior: Brick Front, Brick And  
**Features:** Type: Detached, Parking: Garage Parking, Exterior: Alum/Steel Siding, Brick And Siding, Bsmt  
**Features:** Type: Detached, Security: Smoke Detector, Window/Door: Bay/Bow Windows, French Doors,  
**Features:** Type: Detached, Window/Door: Recessed Lighting, Door/Window Screens, French Doors,

**Comments:** Improved price! Beautiful updated home on 1.7 acres! Kitch w/ss appls ,quartz counters & island, open to liv room w/ fp. Sep din rm,  
**Comments:** Very large westridge custom home on over 1 acre lot. Upgraded gourmet kitchen with, stainless steel appliances, granite  
**Comments:** Relax and unwind!! Gaze at the wildlife off your deck & patio. Amazing opportunity to move to fox den estates! 1.6 wooded acre lot w/  
**Comments:** Superb quality throughout this custom home! Covered entry to 2 story foyer with gallery above and natural wood panels. Liv. And din rms



## Recent Sales

**7501 Nyack Court,**



Prince \$515,000

**11499 Occoquan Oaks**



Prince \$520,000

**6913 Stethem Court,**



Prince \$520,000

**12231 Tilney Court,**



Prince \$510,000

**Style** Colonial  
**List Price** \$524,990  
**List \$/Sqft** \$125  
**Square Ft** 4204  
**Bedrooms** 5  
**Baths** 5  
**Parking** Attached  
**Taxes** \$5,833  
**Sale Date** 3/13/2015  
**Sale \$/Sqft** \$123  
**DOM** 84  
**Age** 16  
**Lot Size** 1.15  
**Levels** 3

**Style** Colonial  
**List Price** \$525,000  
**List \$/Sqft** \$161  
**Square Ft** 3263  
**Bedrooms** 3  
**Baths** 3  
**Parking**  
**Taxes** \$7,134  
**Sale Date** 5/15/2015  
**Sale \$/Sqft** \$159  
**DOM** 53  
**Age** 25  
**Lot Size** 5.000207  
**Levels** 3

**Style** Colonial  
**List Price** \$525,000  
**List \$/Sqft** \$128  
**Square Ft** 4100  
**Bedrooms** 5  
**Baths** 4  
**Parking** Attached  
**Taxes** \$5,938  
**Sale Date** 4/27/2015  
**Sale \$/Sqft** \$127  
**DOM** 162  
**Age** 19  
**Lot Size** 1.569995  
**Levels** 3

**Style** Colonial  
**List Price** \$525,000  
**List \$/Sqft** \$103  
**Square Ft** 5108  
**Bedrooms** 4  
**Baths** 4  
**Parking** Attached  
**Taxes** \$6,688  
**Sale Date** 5/29/2015  
**Sale \$/Sqft** \$100  
**DOM** 52  
**Age** 26  
**Lot Size** 1.053696  
**Levels** 3

**Features:** Type: Detached,  
Parking: Drvwy/Off Str,  
Garage Parking, Street,  
Exterior: Brick And Siding,

**Comments:** Grand 5br  
4.5ba brick front colonial in  
sought after meadowbrook  
woods. The best lot in the  
neighborhood located in a  
quiet cul-de-sac, 1+acre

**Features:** Type: Detached,  
Parking: Drvwy/Off Str, Dw  
- Circular, Exterior: Brick,  
Unfinished Bsmt: 1909,

**Comments:** Beautiful all  
brick colonial w/ 3 brs that  
all have their own full  
baths! One spacious  
bedroom w/ full bath is on  
on main level. Circular

**Features:** Type: Detached,  
Parking: Garage Parking,  
Exterior: Brick And Siding,  
Vinyl Siding, Shingle,

**Comments:** Beautiful  
colonial. A home that  
george washington would  
have loved. 1 bedroom on  
the main level. 4  
bedrooms up with a full

**Features:** Type: Detached,  
Parking: Garage Parking,  
Exterior: Brick, Finishd  
Bsmt: 1628, Bsmt Type:

**Comments:** Huge colonial  
in sought after westridge in  
the heart of woodbridge.  
Needs you to make it  
shine!!!! Bring your  
toolbox!!!! Unlimited



Prepared for Matthew and Mary Hatley  
By Wes Stearns

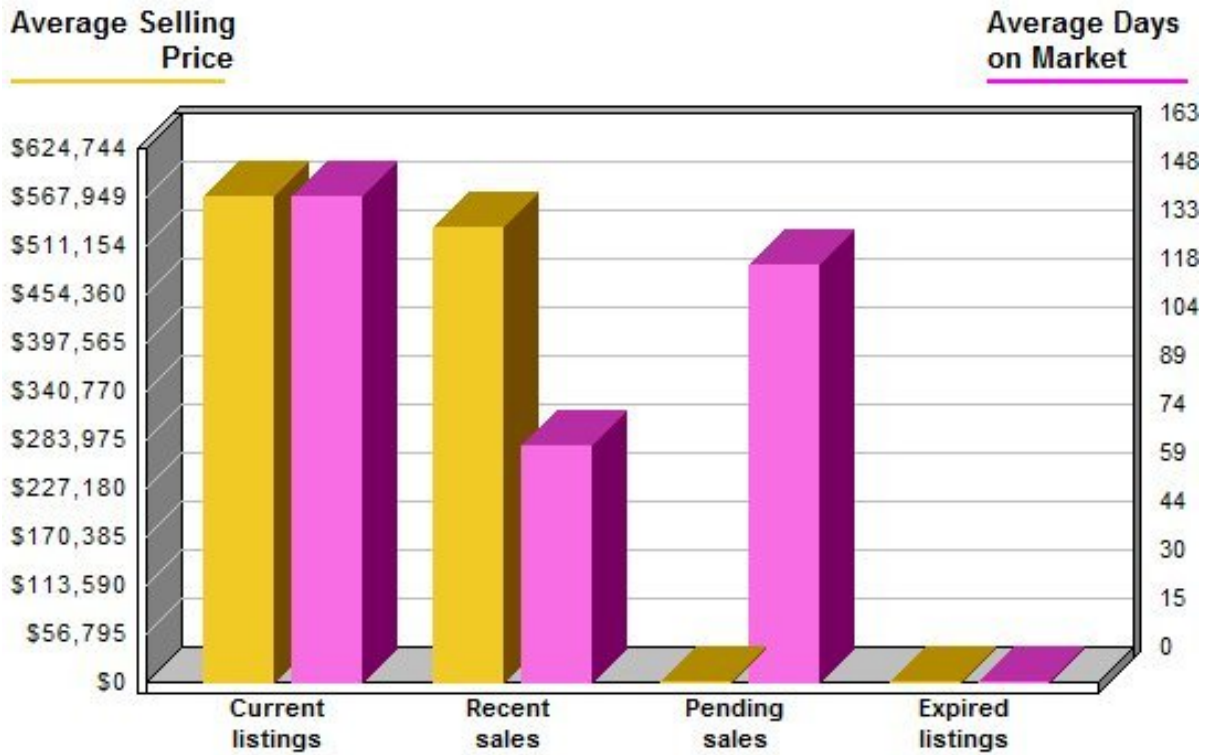


# Expired Listings

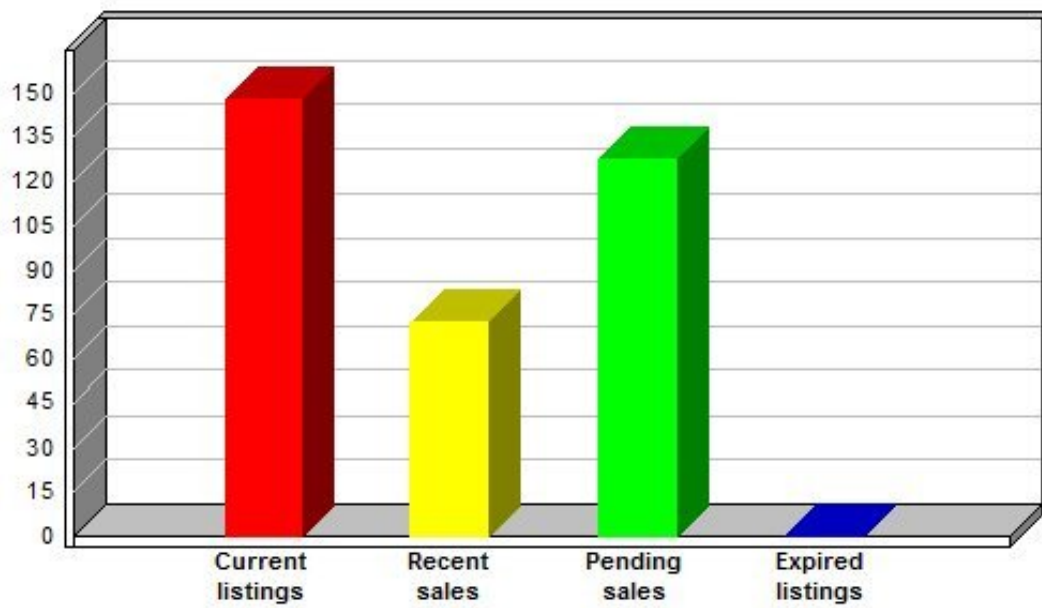




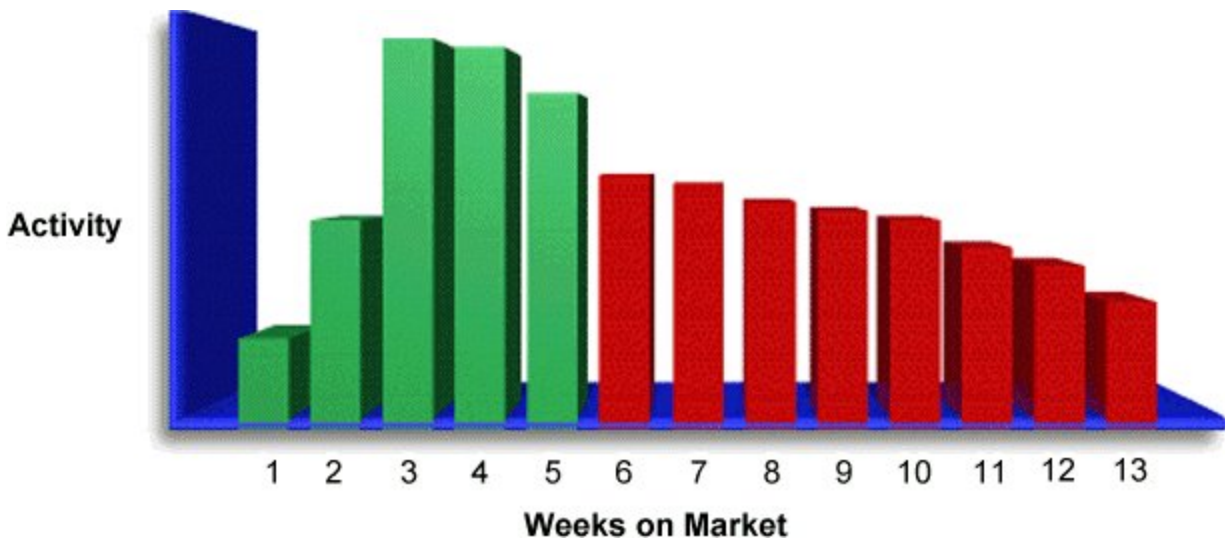
## Average Selling Price



## Average Days on Market



# Market Activity



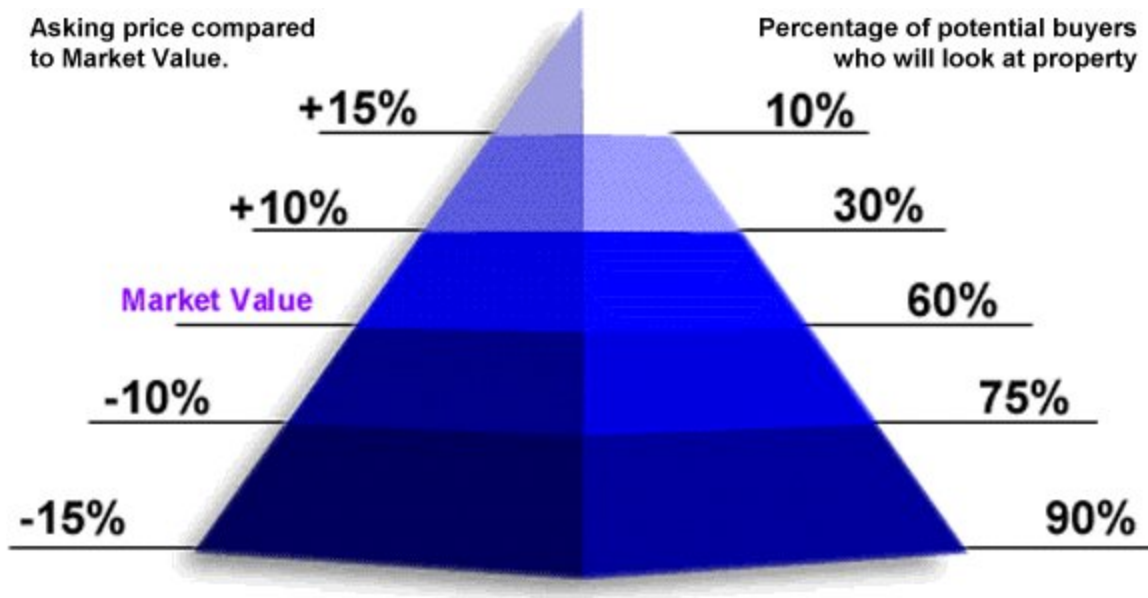
Well-priced properties generate immediate interest among agents and buyers.

If the price is too high, that excitement never happens.

Dropping the price later will not generate the same enthusiasm.



# Pricing Pyramid



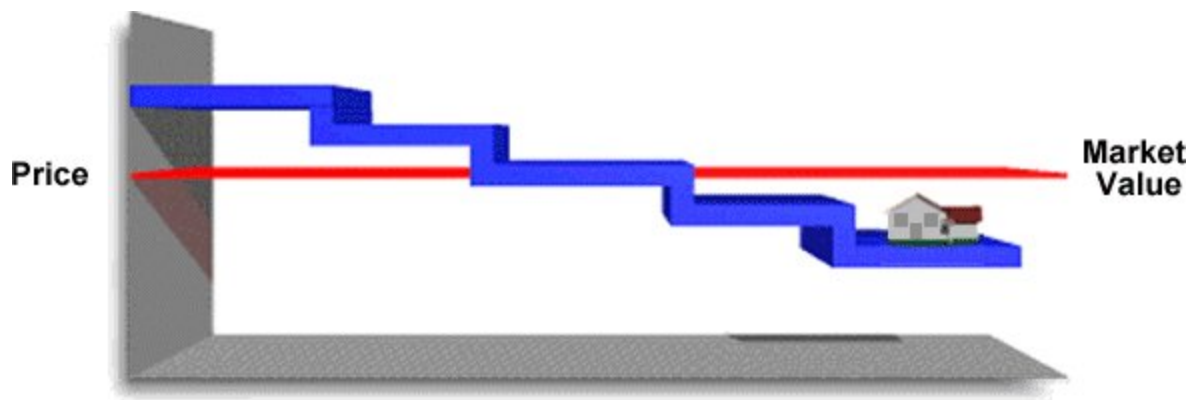
Properties priced too high attract fewer buyers, showings and offers.

Properties priced at market value generate more buyer interest.





## Consequences of Overpricing on Selling Time and Price



Buyers and Agents lose interest in properties that are priced too high.

To generate interest, the price might have to drop below the competition.



# Price Recommendation

The recommended list price is based on comparable properties that have recently sold in your area.

**Recommended List Price: \$575,000**  
**Average Sale Price: \$531,438**

A home priced at market value will attract more buyers than a home priced above market value. Also consider that a home priced competitively will attract a greater number of potential buyers and increase your chances for a quick sale.

I look forward to working together with you to get your home sold as soon as possible.



# Our Commitment to You

## 1) ACCURATE EVALUATION

The correct selling price of a home is the highest price that the market will bear. To assist you in determining the correct asking price we provide you with a comprehensive market analysis of comparable properties sold and offered for sale in your neighborhood.

## 2) PROFESSIONAL ADVICE

We will advise you of any necessary repairs and how you may best prepare your home for showing. You will be kept up to date on the state of the market, the sale of similar properties and any other factors which may affect the progress of the sale.

## 3) PROMOTION OF YOUR HOME TO OTHER REALTORS

The major selling points of your home will be distributed to other real estate firms throughout the community.

## 4) SIGNAGE

The highly respected MO WILSON PROPERTIES INC. advertises your property 24 hours a day.

## 5) NOTIFY PURCHASERS

We will use our advanced computer system to identify people who have been looking for homes in your neighborhood. They will be contacted and given the details of your property.

## 6) OPEN HOUSES

If appropriate, open houses will be arranged and held during reasonable hours.

## 7) ADVERTISING

We will advertise your home in appropriate publications and communicate our results to you.

## 8) PROGRESS REPORT

Every step in the sales effort will be documented. Our Progress Report will keep you up to date.

## 9) PRE-APPROVED MORTGAGES AND FINANCING GUIDANCE

We offer pre-approved mortgages which encourage buyers by letting them know the mortgage potential in advance. Your MO WILSON PROPERTIES INC. representative will provide professional financing guidance to both the buyer and the seller.







## Detailed Report

### Presented By:



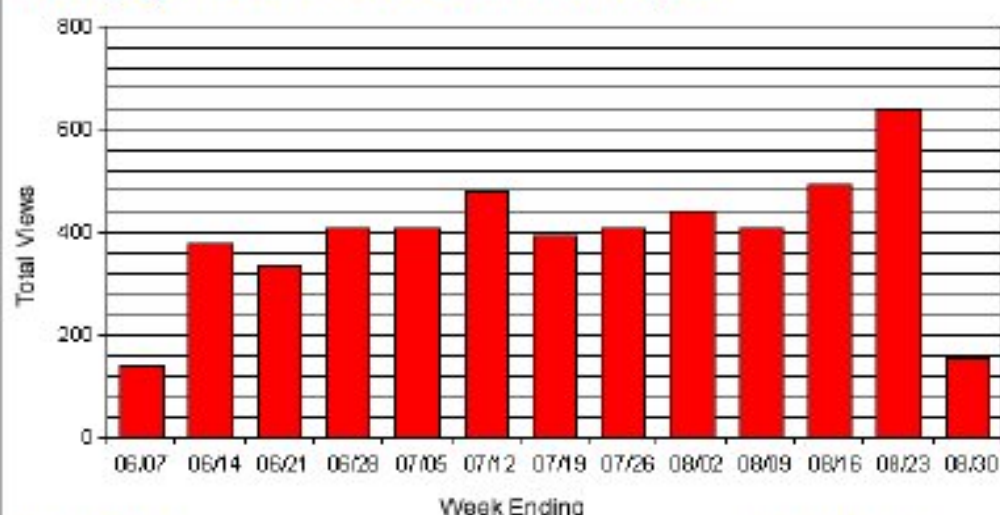
**\*\*\*WES STEARNS\*\*\***  
Office: (703) 878-0000 Ext. 223  
Mobile: (703) 675-2836  
Email: Wes@CallWes.com

### Property Info:



MLS#: PW6752510  
Listing Price: \$1,200,000  
Listing Features: Virtual Tour  
Address: 16954 STORMY DR HAYMARKET, VA

Total Property Views for: 16954 STORMY DR HAYMARKET, VA



### Weekly Totals

Week Ending	Property Views	Featured Tours	Featured Homes	Open Houses	Totals
08/30/2009	153	1	N/A	N/A	154
08/23/2009	635	2	N/A	N/A	637
08/16/2009	493	1	N/A	N/A	494
08/09/2009	407	N/A	N/A	N/A	407
08/02/2009	442	N/A	N/A	N/A	442
07/26/2009	405	2	N/A	N/A	407
07/19/2009	390	2	N/A	N/A	392
07/12/2009	476	2	N/A	N/A	478
07/05/2009	403	3	N/A	N/A	406
06/28/2009	406	1	N/A	N/A	407
06/21/2009	335	N/A	N/A	N/A	335
06/14/2009	377	1	N/A	N/A	378
06/07/2009	140	N/A	N/A	N/A	140

### Monthly Totals

Month	Property Views
Aug 2009	1828
Jul 2009	1907
Jun 2009	1342
May 2009	1527
Apr 2009	1681
Mar 2009	1771
Feb 2009	2361
Jan 2009	2991
Dec 2008	1417
Total:	16825

Effective 11/01/08: Data represents new site design.

Property Views: Number of times a listing is viewed on REALTOR.com®.

Featured Tours: Number of times a REALTOR.com® visitor clicks to view the listing's Featured Tour from either the Search Results Page or the Listing Detail Page.

Featured Homes: Number of times a listing appears in one of the eight Featured Homes positions plus the number of times a REALTOR.com® visitor clicks to view the listing when visible in one of the eight Featured Homes positions.

Open House: Number of times a REALTOR.com® visitor views a listing's detailed Open House information.



Homefeedback.com is a company that coordinates feed back after your home has been shown. Through e-mail homefeedback will survey the realtor that has shown your home. This is a great way to receive honest direct feed back about your home and provide us with immediate information to improve our marketing plan! Every two weeks we will send you a copy of our marketing report and included will be the statistics from Homefeedback.com

<sup>1</sup> Customizable <sup>2</sup>  
All photos, logos, questions, and answers are customizable. Easily create your own messages and requests or use our defaults. Enter your email address at the bottom of this page to receive a sample request.

### Sample Feedback Request

213 Yarn Ln. Carlsbad CA 92015	
Bedrooms	2
Bathrooms	2
Sq. Feet	2200
Year Built	1992
Crack Grout	General and Porcelain
High School	Palmdale
Listing Price	399,000
MLS Number	02000000
URL	Quikbase



**Please provide Feedback below**

On a scale of 1 to 4, 1 being our fingers for the property?

☐ 1 No  
☐ 2 Not Good  
☐ 3 Yes  
☐ 4 Very Interested

What did you think of the Price?

☐ Above Market Value  
☐ At Market Value  
☐ Below Market Value

Are they considering a second showing?

☐ Yes  
☐ Possibly  
☐ No

Are they considering making an offer?

☐ Yes  
☐ Possibly  
☐ No

Rate the exterior?

☐ Excellent  
☐ Average  
☐ Poor

Rate the interior?

☐ Excellent  
☐ Average  
☐ Poor

Rate the landscaping?

☐ Excellent  
☐ Average  
☐ Poor

Rate the location?

☐ Above Average  
☐ Average  
☐ Below Average

How was the showing experience?

☐ Above Average  
☐ Average  
☐ Below Average

Have your buyers made an offer on another property?

☐ Yes  
☐ No

Additional Comments



## Under Contract Checklist

- Home Owners Association Documents
- Home Inspection Repairs & Walkthrough Items
- Provide Mortgage Payoff & Social Security Information
- Order Termite Inspection (Wes calls)
- Order Well & Septic
- Appraisal (Buyer orders)
- Forward your mail
- Turn off Utilities including cable & phone service  
(1 day AFTER settlement)
- Power of Attorney (if needed)
- Bring Photo i.d. & voided check or deposit slip
- Bring extra door keys, mailbox keys & garage openers

Phone: 703-878-0000  
Mobile: 703-675-2836  
Fax: 703-878-0144

[Wes.Stearns@mrta.com](mailto:Wes.Stearns@mrta.com)  
<http://www.CallWes.com>





## Change of Address Checklist



- |   |   |
|---|---|
| <input type="checkbox"/> Post Office                | <input type="checkbox"/> Utilities                        |
| <input type="checkbox"/> Friends and Relatives      | <input type="checkbox"/> Schools                          |
| <input type="checkbox"/> Work                       | <input type="checkbox"/> Doctor                           |
| <input type="checkbox"/> Bank                       | <input type="checkbox"/> Dentist                          |
| <input type="checkbox"/> Finance Companies          | <input type="checkbox"/> Lawyer                           |
| <input type="checkbox"/> Investment Firms           | <input type="checkbox"/> Accountant                       |
| <input type="checkbox"/> Insurance Company          | <input type="checkbox"/> Church                           |
| <input type="checkbox"/> Car Dealership             | <input type="checkbox"/> Organizations and Clubs          |
| <input type="checkbox"/> Telephone Service Provider | <input type="checkbox"/> Newspaper/Magazine Subscriptions |
| <input type="checkbox"/> Cable Company              |   |
| <input type="checkbox"/> Internet Service Provider  |   |



**Wes Stearns**

**MO WILSON PROPERTIES**

Phone: 703-878-0000

Mobile: 703-675-2836

[Wes.Stearns@mrjs.com](mailto:Wes.Stearns@mrjs.com)

<http://www.CallWes.com>



## **EXPLANATION OF CHECKLIST**

**Homeowners Association Docs.** -It is imperative that we order, receive and provide the Purchaser a copy of the new set of the homeowners documents ASAP. It usually takes the HOA Management company 2 weeks or so to create the documents once they receive your request. Your request is usually accompanied by a \$100 check made payable to the Management company. This charge is to pay for copying and also to have a representative from the management company to inspect your property at an undisclosed date & time to make sure you are abiding by all HOA rules & guidelines. Two important notes - If any deficiencies are discovered by the management inspector, it is your responsibility to remediate those items prior to settlement. Secondly, the Buyer (as permitted by VA State law) has 72 hours upon receipt of your HOA documents, he or she MAY CANCEL THE CONTRACT FOR ANY REASON WHATSOEVER DURING THIS 72 HOURS. Let's get this 72 hour hurdle out of the way, sooner than later!

**Home Inspection Items & Walkthrough Items** - The home inspection (if agreed in the sales contract) will occur within 7-10 days of the accepted contract date. Both the seller & buyer, their agents and the home inspector have the right to be in attendance. Within 2-3 days of the home inspection, the Buyers will put together a list of items that they would like the seller to remediate prior to settlement. The Seller may refuse some or all of these items in writing. The Seller may agree to fix all of the items. During this process, the sale of the home is very dependent on the agreement between the Buyer & Seller of such items. If an agreement cannot be reached, then the contract will be voided immediately. If an agreement is reached, it is



the Sellers responsibility to repair the agreed items prior to the final walkthrough inspection (usually a day or two prior to settlement and sometimes the day of settlement). "Walkthrough Items" - These are the main components of the property: Electrical outlets, lights, heating and air conditioning, plumbing fixtures, pipes, and general plumbing items. Sometimes a last minute walkthrough items (a small leak) may rear its ugly head) which is the sellers responsibility to fix the item. With the timing in mind, it may difficult to get it fixed on the day of settlement. Not to worry, a reasonable escrow amount (held by the settlement) attorney to make sure that you are motivated to fix that item soonafter settlement. Or the Purchaser may request a small credit at settlement to repair the walkthrough item on their own. The escrow money may be held by the settlement company until the item is fixed (proof is required in writing by the purchaser agreeing that the item has been done satisfactorily). Whether you have home inspection repairs or walkthrough items, I will refer you to licensed, bonded, and insured contractors for most items that may arise (AND SOMETIMES THEY'LL WAIT UNTIL SETTLEMENT TO GET PAID).

**Mortgage Payoff & Social Security** - The settlement company will call ahead to your mortgage company or companies to obtain an actual amount due on your mortgage(s) for the date of settlement. The settlement company will collect a few extra days in order to make sure it is paid in full by the time the mortgage company receives their payoff. In order to obtain this information, the settlement company will need the loan information and your social security information, have attached a sheet and I need it returned as soon as possible via mail or my fax (703) 878-0144. Sometimes mortgage companies take a few days to provide payoff information so let's get this info. well before the week of settlement.



**Termite Inspection** - If you have a termite company or pest control contract, please let me know. If you do not, I will order the termite inspection for you. This inspection must be done within 30 days of the settlement date. I use very reputable companies and the cost is usually between \$45-\$60. If termite damage or treatment is required, the cost is the sellers' responsibility. Payment is collected at settlement from the sellers' proceeds. No treatment or damage will be done without your approval of the estimate.

**Well & Septic** - If the contract requires so, you must order a well & septic test done by a professional company or a local government authority. I have provided some numbers of the local authorities. The purpose of the inspection is to ensure that the systems are in good working condition. They will also be checking for levels of chloroform. Just like the termite, if any treatments or repairs are needed, the contract requires that the seller pays for such items. This also may be paid at settlement from the sellers proceeds. The buyer will also get a copy of the inspection report (just like the termite inspection report).

**Appraisal** - The buyers lender will be ordering an appraisal. The appraisal is an opinion of the value of the property. The appraisal is done within a few weeks of the contract ratification date (date when all terms & conditions were approved by the buyer & seller). The appraisal is crucial because the buyers' lender or bank wants to make sure that they are lending money for a home that's worth the sales price. I / We will not find out about the appraisal unless it comes in below the sales price. If it comes in below the sales price the following things can happen (1) Buyer cancels the contract (2) We agree to lower the new sales price to the appraisal price or (3) Buyer & Seller agree to a new sales contract price and the buyer has to pay the cash difference between the new sales price and the amount of the loan that the bank will give them. My philosophy is "No news is good news," when it comes to the appraisal. If the appraisal comes in

higher than the sales price, then the buyer has received a good deal and unfortunately we cannot raise the sales price.

**Forward your mail** - It is possible that some of the buyers mail may be showing up before settlement since they have forwarded their mail to your address. It is important that you do the same. There are packets available at most U.S. Post offices.

RETURN TO NEW EFAX (888) 833-6821 OR SCAN AND EMAIL  
TO WES@CALLWES.COM

PLEASE: ~~FAX BACK TO WES AT (703) 878-0144 OR~~  
MAIL TO WES, Mo Wilson Properties, Inc.  
13496 Minnieville Rd.  
Woodbridge, VA 22192

**CURRENT MORTGAGE**

Lending Company: \_\_\_\_\_  
Phone#: \_\_\_\_\_  
Loan#: \_\_\_\_\_

**2ND MORTGAGE OR HOME EQUITY LINE OF CREDIT**

Lending Company: \_\_\_\_\_  
Phone#: \_\_\_\_\_  
Loan#: \_\_\_\_\_

**SELLERS SOCIAL SECURITY NUMBERS**

A) \_\_\_\_\_  
B) \_\_\_\_\_  
C) \_\_\_\_\_

**HOME OWNER ASSOCIATION INFO.**

NAME \_\_\_\_\_  
PHONE \_\_\_\_\_

**ALL PARTIES TO BE PRESENT AT CLOSING? YES OR NO**

(IF UNABLE TO ATTEND WE WILL NEED TO HAVE A POWER OF ATTORNEY  
PREPARED ASAP)

FORWARDING ADDRESS: \_\_\_\_\_  
\_\_\_\_\_