


# Did you know...

**Question from Gary A. - Seattle:** Kurt, I am looking at selling my home and want to know if the on-line valuation websites provide a fair representation of my home's value?

**Answer:** Gary, the on-line valuation websites are guestimates of your house value. They simply take the assessed tax value of your home, along with random sale prices in your area. What they fail to do is compare the features of your home, along with any of the unique aspects of your neighborhood.

The best way to insure an accurate apple to apple comparison is to have a real estate professional provide a comparative market analysis or CMA. A CMA is an in-depth report on the features of your home (# and types of rooms, condition, size, etc.) along with the features of your neighborhood (street appeal, view, zoning, etc.) This data is combined and then measured against similar houses that have recently sold in your area. Then, depending on the circumstance, a plus or minus is attached to certain features or deficits in your home (view can be a plus, 5 bedrooms with 1 bath might be a deficit.) This combined information gives a baseline for your home's value and allows you confidence when setting your listing price.

As a normal part of my business, I provide all my clients with a free CMA. In addition, I provide an analysis of the current homes on the market in that price range in order to trend the cycles for sales and the best possible time to list. Give me a call, I would be happy to provide you with a CMA.



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