

Las Vegas Free Home Values Report

Please Contact REMAX CENTRAL today for your free no obligation Your Home Values Report

Pricing a property for selling is all about the supply and demand in the Las Vegas Real estate market - it is an art and a science that RE/MAX CENTRAL has developed during our many years in business.

The single most important factor to weigh when you are selling your Las Vegas house is the price; i.e. what is your home worth to a potential buyer. You don't want to price your property too high or you will lose the new appeal of the homes being on the market after 2-4 weeks of time. On the other hand, if you price it aggressively priced (low) you may generate have multiple offers, which will help to raise the selling price of the property to the market level.

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RE/MAX CENTRAL Comparable Listings Report

We will look at every similar home/condominium/property that was recently or is listed in your neighborhood in the previous 6-12 months. Our final list will include homes in a ½ a mile radius in general, unless there are minimal number of comps ("comparables") in your geographical location; if this is the case we will broaden our search.

We will compare property with similar square footage, styles, features, architecture, etc. with a variance of 10-15% as a guide. We know once your home has an offer the buyer's lender will have a formal appraisal done, so it is very important to compare homes with similar square footage. RE/MAX CENTRAL will also look at when the home/condominium was built, as this can dramatically change the listing price.

We will weigh why comparable homes in your geographical area did or did not sell and if there is any commonality to either variable. We even take a hard look at what agency was selling the homes that we are running; some may have utilized good marketing and say may not, which impacts the validity of the pricing and time to sales.

Las Vegas Homes Sold Comps Analysis Report

We will extract historical sales for expired and withdrawn listings, whether they were removed from the market and re-listed. If this is the case (re-listed), we will combine these time periods to get a sense for how many days it took for the house to be on the market. Report detail will include:

- A comparison of actual list price with sold price of all properties to understand if price reductions occurred.
- Fine tune pricing analysis for variances that may include lot size/acreage, specialized amenities and/or upgrades to the home or property.
- Compare the final sales price with the actual sold price to derive ratios.

Pending Sales Analysis

Actual sales data is not published for pending sales, but we call the listing agent to see if we can ascertain the actual sales price to add to our reports. We also track the days on market for a pending sales, as this gives us incremental and valuable data. RE/MAX CENTRAL also closely assesses the history of these listings to see if a price reduction has occurred.

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