

Comparative Market Analysis



**Maceri Circle, Sterling Heights, Michigan
48314**

The Walsh Family

MAY 1, 2019



May 01, 2019

Dear The Walsh Family,

I appreciate the opportunity to share my business plan with you.

In order to inform you about the current happenings in today's market, I have prepared this comparative market analysis (CMA) especially for you. There are many properties on the market today, and each has different amenities, sizes, and values. By reviewing this CMA, you will have the information needed to price your home in the appropriate range in today's market.

Home buyers always do a lot of comparison shopping. In today's market it is especially important to price your home right from the beginning and to get it "show ready". There are many homes available in all price ranges, but the homes that are priced right and show well are the ones that bring in qualified buyers.

Part of this package includes a detailed copy of my personal marketing plan. We will certainly go over this in detail so that you feel comfortable to entrust your home sale to me. I am sure that once you review the plan, you will feel very satisfied with me marketing your home.

My goal is to help you sell your home quickly and at a fair market value. I look forward to working with you on the sale of your home.

Sincerely,

Edwin St. Aubin

Edwin St. Aubin

Edwin St. Aubin is President and Owner of St. Aubin Real Estate and is among the premier agents in the country. He is a Walsh College graduate and has consistently been rated among the top 1% of agents in the United States for the past 30 years. He serves Metro Detroit, which is appropriate since he is a direct descendant of one of the first families in Detroit.

Edwin was a Century 21 associate broker for 20 years prior to starting his own firm in Sterling Heights, Michigan. While at Century 21, he achieved every top award an agent could attain, including Hall of Fame status and the prized Grand Centurion Award.

He started his own firm so he could stay "hands-on" with his clients. "Clients are pleasantly surprised that when they call, they actually reach me and not my voice mail."

Being hands-on with clients requires the ability to delegate. As referrals and new business have increased each year, he has surrounded himself with a team of talented individuals who are rising stars in their own right.

Contact Edwin today:

St. Aubin Real Estate

Office: 586-939-1400

Cell: 586-457-1011

Fax: 586-939-5258

Email: edwin@staubinrealestate.com

What is a CMA

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

What is a CMA?

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

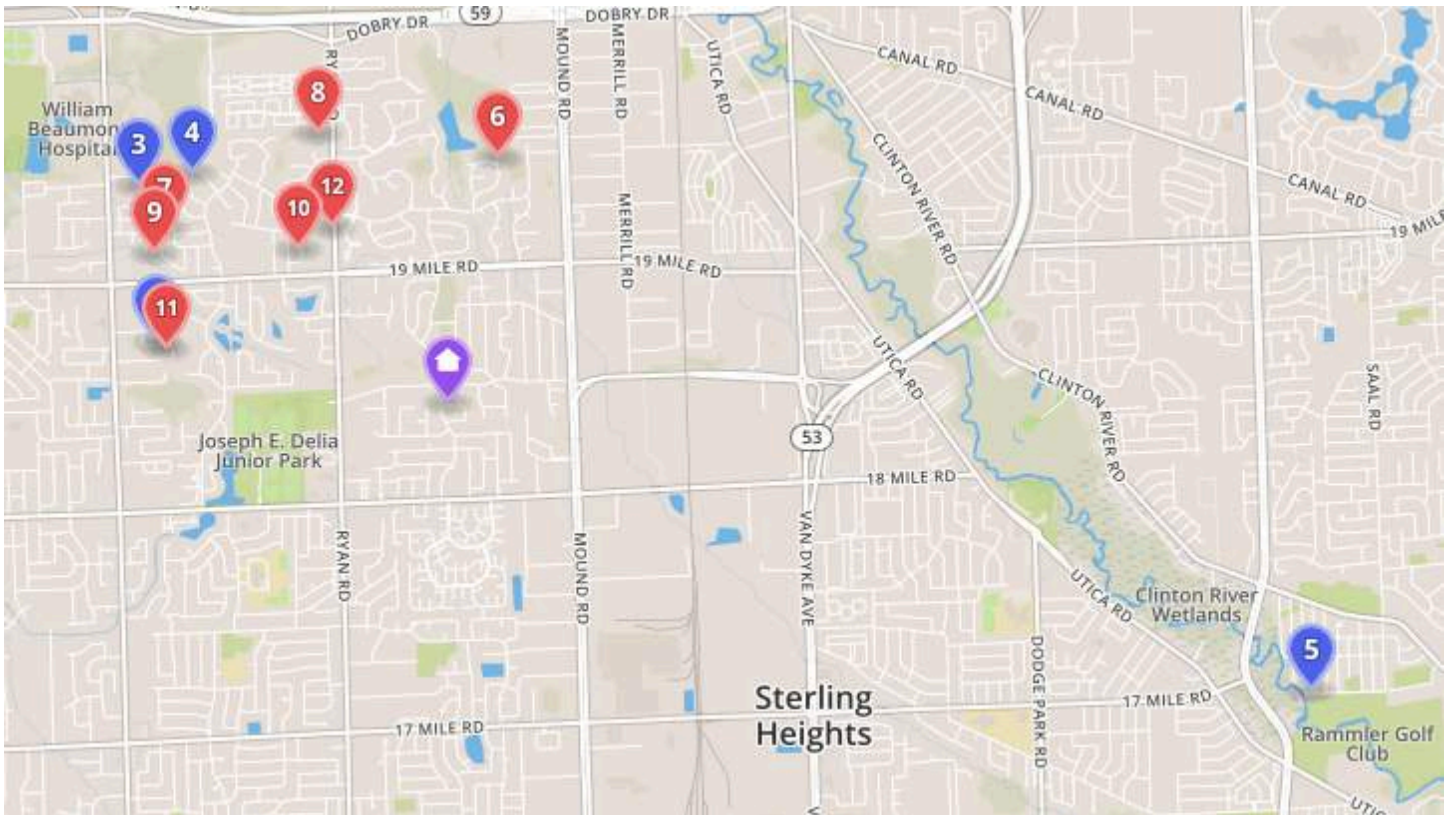
How is the CMA created?

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

How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings. CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included. As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

Map Of Comparable Homes



STATUS: X = EXPIRED W = WITHDRAWN S = SOLD

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject	🏠	Maceri Circle, Sterling Heights, Michigan 48314	4	3.00	3,373	\$549,900
2	31359192	X	2135 Meadow Reed Drive	4	4/1	3,653	\$515,000
3	21504923	W	2481 PARSLEY CRT	4	2/1	3,891	\$549,000
4	31349640	W	2732 Arrowwood Ct.	4	2/1	3,963	\$586,500
5	31361415	W	13815 Southgate Dr	4	5/0	3,672	\$549,950
6	21431967	S	43823 FALLEN TREE DR	4	3/1	3,850	\$530,000
7	21473558	S	2411 JOSEPH DR	4	3/1	4,311	\$525,000
8	21483944	S	3877 CORKWOOD DR	4	3/1	3,449	\$515,000
9	21484032	S	43302 FOREST CREEK CRT	5	5/0	4,785	\$553,000
10	21507050	S	3973 LISA MARIE	5	4/0	3,700	\$550,000
11	31342516	S	2178 Meadow Reed Dr	4	3/2	4,360	\$565,000

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
12	31344769	S	3973 Lisa Marie	5	4/0	3,700	\$550,000

2135 Meadow Reed Drive

Sterling Heights, MI 48314

MLS #31359192

\$515,000**EXPIRED** 9/7/18**4 Beds 4/1 Baths****Year Built 2005****3,653 Sq. Ft.** (\$141 / sqft)**Days on market: 153**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** Hidden Meadow**Full baths:** 4**Half baths:** 1**Acres:** 0.27**Lot Size:** 90.00X130.00**Garages:** 3**List date:** 9/7/18**Off-market date:** 2/7/19**Updated:** Mar 7, 2019 2:02 AM**List Price:** \$515,000**Orig list price:** \$525,000**Assoc Fee:** \$250**School District:** Utica
Community Schools

Features

Summer Tax Amount: 5828**Summer Tax Year:** 2017**Winter Tax Amount:** 1089**Winter Tax Year:** 2017**Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Ceiling Fan(s),
Central A/C**Heating:****Garage:****Exterior:** Lawn Sprinkler**Interior:** Sump Pump**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:****Water Heater:****Fireplaces:** LivRoom
Fireplace, Natural Fireplace**Lot Desc:**

Remarks

Be greeted by large circular drive to a custom built estate. Elegance at every turn over 5000 sq ft of living space. This gorgeous estate offers four bedrooms, four full baths and a powder room, a master bedroom with spa master bath, his and her vanity, walk in shower, extra large tubs with jets, all customly designed. You'll love the four full baths, finished lower lower level offering a second kitchen with all appliances, additional dining room, recreation room, family room, and additional room that can be a guest bedroom or private office. Granite gourmet kitchen welcomes you with island,

stainless steel appliances, premium cabinetry, dining area, open to 2.5 story great room massive mantel over fireplace, custom chandeliers throughout library, formal dining room, beautiful staircase leading to master suit, third bedroom suit. Premium carpeting in upper floor, ceramic and granite fill entry floor along with beautiful outdoor patio.

2135 Meadow Reed Drive

Sterling Heights, MI 48314

MLS #31359192

\$515,000

EXPIRED 9/7/18

4 Beds 4/1 Baths

Year Built 2005

3,653 Sq. Ft. (\$141 / sqft)

Days on market: 153



2135 Meadow Reed Drive

Sterling Heights, MI 48314

MLS #31359192







2481 PARSLEY CRT

Sterling Heights, MI 48314-4506

MLS #21504923**\$549,000****WITHDRAWN** 9/14/18**4 Beds 2/1 Baths****Year Built 1998****3,891 Sq. Ft.** (\$141 / sqft)**Days on market: 39**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** FOREST VIEW
SUB NO 6**Full baths:** 2**Half baths:** 1**Acres:** 0.45**Lot Size:** 150.00X130.00**Garages:** 3**List date:** 9/14/18**Off-market date:** 10/23/18**Updated:** Oct 23, 2018 10:37 PM**List Price:** \$549,000**Orig list price:** \$549,000**Assoc Fee:** \$160**School District:** Utica
Community Schools

Features

Summer Tax Amount: 5656**Summer Tax Year:****Winter Tax Amount:** 601**Winter Tax Year:****Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Central A/C**Heating:** Forced Air**Garage:** Attached Garage,
Electric in Garage, Gar Door
Opener**Exterior:** Patio**Interior:** Cable/Internet
Avail., Sump Pump**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick, Wood**Out Buildings:****Zoning:****Basement:****Water Heater:** Gas**Fireplaces:** FamRoom
Fireplace, Gas Fireplace**Lot Desc:**

Remarks

Exquisite all brick custom built 3800+ sqft colonial in Forest View subdivision. Open concept w/ two story foyer and 20ft ceilings. Gorgeous Master Bedroom including additional features; vaulted ceiling, double sinks, Jacuzzi Tub, Shower and walk in closet. 3 additional generous sized bedrooms each will accommodate a king size bed. New windows installed 2016, roof tear off and replaced 2015. Unfinished basement with 10ft ceilings. 3 Car Garage and additional storage for the

Car/Toy enthusiast. Beautiful landscaping. Close to Beaumont hospital and quick access to M-59. Schedule your showing today!

2481 PARSLEY CRT

Sterling Heights, MI 48314-4506

MLS #21504923

\$549,000

WITHDRAWN 9/14/18

4 Beds 2/1 Baths

Year Built 1998

3,891 Sq. Ft. (\$141 / sqft)

Days on market: 39



2481 PARSLEY CRT

Sterling Heights, MI 48314-4506

MLS #21504923





2732 Arrowwood Ct. Sterling Heights, MI 48314

MLS #31349640

\$586,500**WITHDRAWN** 6/5/18**4 Beds 2/1 Baths****Year Built 1997****3,963 Sq. Ft.** (\$148 / sqft)**Days on market: 178**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** Forest view
Sub. #2**Full baths:** 2**Half baths:** 1**Acres:** 0.47**Lot Size:** Large Irreg.**Garages:** 3**List date:** 6/5/18**Off-market date:** 11/30/18**Updated:** Nov 30, 2018 8:06 AM**List Price:** \$586,500**Orig list price:** \$589,000**Assoc Fee:** \$160**School District:** Utica
Community Schools

Features

Summer Tax Amount: 5848**Summer Tax Year:** 2017**Winter Tax Amount:** 622**Winter Tax Year:** 2017**Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Ceiling Fan(s),
Central A/C**Heating:** Forced Air**Garage:** Attached Garage,
Gar Door Opener, Side
Loading Garage**Exterior:** Deck, Lawn
Sprinkler, Sidewalks**Interior:** 9 ft + Ceilings,
Cable/Internet Avail.,
Ceramic Floors, Sump Pump,Walk-In Closet, Wet Bar/Bar,
Window Treatment(s)**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick, Wood**Out Buildings:** Gazebo**Zoning:** Residential**Basement:** Finished, Sump
Pump**Water Heater:** Gas**Fireplaces:** FamRoom
Fireplace, Natural Fireplace**Lot Desc:** Deep Lot - 150+ Ft.,
Sidewalks, Wooded, Irregular

Remarks

Beautiful 4 bedroom colonial, on a spectacular 0.47 pie shaped wooded lot. If your buyers want to feel like they are on vacation every day, show them this house. This is a one of a kind lot with a 12 x 12 peaceful gazebo, just like being up north. Large deck and patio. Just under 4,000 sq. feet plus a finished basement. Kitchen has corian counters, pantry, built

in range, appliances stay. Note large family room with high ceilings and multiple windows for light. Den w/ hardwood floors, Formal dining room, Living room, plus 1/2 bath on first floor. Laundry room on 2nd. floor with option for one on the first floor. Hugh master bedroom, w/ large sitting area and walk in closet. Large master bath. come see for yourself. Perfect location, close to shopping and Beaumont hospital.

2732 Arrowwood Ct. Sterling Heights, MI 48314

MLS #31349640

\$586,500

WITHDRAWN 6/5/18

4 Beds 2/1 Baths

Year Built 1997

3,963 Sq. Ft. (\$148 / sqft)

Days on market: 178

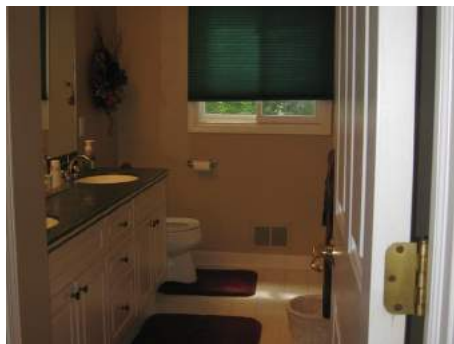


2732 Arrowwood Ct. Sterling Heights, MI 48314

MLS #31349640







13815 Southgate Dr

Sterling Heights, MI 48313

MLS #31361415

\$549,950**WITHDRAWN** 9/28/18**4 Beds 5/0 Baths****Year Built 2006****3,672 Sq. Ft.** (\$150 / sqft)**Days on market: 51**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** Wanda Park
Sub**Full baths:** 5**Acres:** 0.23**Lot Size:** 102X100**Garages:** 3**List date:** 9/28/18**Off-market date:** 11/18/18**Updated:** Apr 29, 2019 9:07 AM**List Price:** \$549,950**Orig list price:** \$549,950**School District:** Utica
Community Schools

Features

Summer Tax Amount:
4977.03**Summer Tax Year:** 2018**Winter Tax Amount:** 502.98**Winter Tax Year:** 2017**Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Central A/C**Heating:** Forced Air**Garage:** Attached Garage,
Electric in Garage, Gar Door
Opener**Exterior:** Exterior Balcony,
Lawn Sprinkler, Patio, Porch**Interior:** 9 ft + Ceilings,
Cable/Internet Avail.,
Ceramic Floors, Hardwood**Floors, Security System****Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Cedar, Stone**Out Buildings:****Zoning:** Residential**Basement:** Poured**Water Heater:** Gas**Fireplaces:** Grt Rm Fireplace,
Mstr Bedroom Fireplace**Lot Desc:** Golf Course, Large
Lot - 65+ Ft., Treed, Wooded,
Irregular

Remarks

FIRST TIME ON MARKET ONE OF STERLING HEIGHTS MOST DISTINCTIVE HOMES THIS CEDAR SHAKE/STONE ESTATE OVERLOOKS RAMBLER GOLF COURSE & SIDES TO CLINTON RIVER. BEYOND DESCRIPTION FEATURES INCL: A GRAND OPEN SPACE MEETS YOU AT THE ENTRANCE THAT ENCOMPASSES A GOURMET KITCHEN W/IMPRESSIVE GRANITE ISLAND/ADJOINING DINNING AREA/GREAT ROOM W/MASSIVE STONE FIREPLACE. PALATIAL MASTER SUITE DR WALL

TO PATIO SIZE BALCONY LOOKING OUT TO COURSE/SIZABLE WALK IN CLOSET/CLASS HOTEL FULL BATHROOM & CLAW FT TUB. 4TH BERM/FLEX RM/DEN OVER GARAGE W/2 DOOR WALLS TO EXTERIOR TILED 28X7 VERANDA/FULL BATH/KITCHENETTE & SEPARATE ENTRANCE. 2 LARGE BEDROOMS WITH SHARED BATH. 1,800 SQ FT FINISHED INDUSTRIAL LOFT STYLE LOWER LEVEL 4 DAYLIGHT WINDOWS/BRICK WALLS & COLUMNS FULL BATH. TIGER WOOD HRDW FLRS THRU-OUT INCL STAIRCASE/RAILS VINTAGE LIGHT FIXTURES, 10 FT CEILINGS/8FT DOORS. CROWN MOLDING, IDYLIC EXTERIOR W/GOLF COURSE/RIVER VIEWS, WALKWAYS/CUSTOM FIRE PIT/PATIO/STAMPED CONCRETE, 2+1 CAR ATT GARAGE. POSSESSION NEG

13815 Southgate Dr

Sterling Heights, MI 48313

MLS #31361415

\$549,950

WITHDRAWN 9/28/18

4 Beds 5/0 Baths

Year Built 2006

3,672 Sq. Ft. (\$150 / sqft)

Days on market: 51



13815 Southgate Dr

Sterling Heights, MI 48313

MLS #31361415











43823 FALLEN TREE DR

Sterling Heights, MI 48314-2053

MLS #21431967

\$530,000**SOLD** 5/18/18**4 Beds 3/1 Baths****Year Built 1998****3,850 Sq. Ft.** (\$138 / sqft)**Days on market: 8**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** VINEYARDS #
08**Full baths:** 3**Half baths:** 1**Acres:** 0.31**Lot Size:** 96.00X139.00**Garages:** 3**List date:** 4/6/18**Sold date:** 5/18/18**Off-market date:** 4/14/18**Updated:** May 24, 2018 4:19 PM**List Price:** \$549,900**Orig list price:** \$549,900**Assoc Fee:** \$375**School District:** Utica
Community Schools

Features

Summer Tax Amount: 5704**Summer Tax Year:****Winter Tax Amount:** 598**Winter Tax Year:****Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Ceiling Fan(s),**Central A/C****Heating:** Forced Air**Garage:** Attached Garage**Exterior:** BBQ/Grill Built-in,
Patio, Porch**Interior:** Security System,
Sound System, Sump Pump,
Wet Bar/Bar**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:** Finished**Water Heater:****Fireplaces:** Basement
Fireplace, Gas Fireplace, Grt
Rm Fireplace, LivRoom
Fireplace**Lot Desc:** Wooded

Remarks

WOW! THE BEST FOR THE BEST! LOCATED ON A PREMIUM WOODED LOT. CUSTOM HOME WITH ALL THE AMENITIES EXPECTED AT THIS PRICE! TURN KEY QUALITY, NOTHING TO DO HERE! GOURMET KITCHEN WITH VERY HIGH END BUILT-IN JENN-AIR APPLIANCES, ISLAND & GRANITE. HOME OFFICE W/FRENCH DOORS. DINING ROOM WITH BUILT-IN CHINA CAB. DUAL STAIRCASES. 2 STY FAMILY ROOM W/FIREPLACE & 75 IN. TV. MASTER BR W/HUGE WALK IN.

LUXURIOUS MASTER BATH W/HEATED FLR, SOAKING TUB AND NATURAL STONE SHOWER. HUGE BONUS ROOM OFF MASTER BR. GREAT FOR WORKOUT ROOM OR STUDIO. 2 BRS. CONNECT W/JACK&JILL BATH. ALL CLOSETS HAVE CUSTOM DRAWERS AND SHELVES. CONVENIENT 2ND FLOOR LAUNDRY W/NEW APPLIANCES. BEST FINISHED BASEMENT EVER W/FIREPLACE, FULL BATH, BUILT-IN WINE RACKS, BAR W/GRANITE, KITCHEN-AID APPLIANCES, 80 IN. LED TV W/HARMON KARDON SURROUND. LOTS OF HIDDEN SHELVED STORAGE. 2 FURNACES, 2 A/C & 2 HOT WATER TANKS. OVERSIZED 3 CAR GARAGE WITH 50 INCH TV. WIRED SECURITY AND HI-DEF OUTDOOR SURV. CAMS. MUCH MORE, MUST SEE!

43823 FALLEN TREE DR

Sterling Heights, MI 48314-2053

MLS #21431967

\$530,000

SOLD 5/18/18

4 Beds 3/1 Baths

Year Built 1998

3,850 Sq. Ft. (\$138 / sqft)

Days on market: 8



43823 FALLEN TREE DR

Sterling Heights, MI 48314-2053

MLS #21431967











2411 JOSEPH DR

Sterling Heights, MI 48314-4537

MLS #21473558

\$525,000**SOLD** 11/8/18**4 Beds 3/1 Baths****Year Built 2000****4,311 Sq. Ft.** (\$122 / sqft)**Days on market: 166**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** FOREST CREEK
SUB**Full baths:** 3**Half baths:** 1**Acres:** 0.37**Lot Size:** 55.64 x 149.58 x
105.87 x**Garages:** 3**List date:** 7/12/18**Sold date:** 11/8/18**Off-market date:** 10/26/18**Updated:** Dec 1, 2018 5:55 PM**List Price:** \$567,000**Orig list price:** \$567,000**Assoc Fee:** \$125**School District:** Utica
Community Schools

Features

Summer Tax Amount: 6947**Summer Tax Year:****Winter Tax Amount:** 728**Winter Tax Year:****Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Ceiling Fan(s),
Central A/C**Heating:** Forced Air**Garage:** Attached Garage,
Electric in Garage, Gar Door
Opener, Side Loading Garage,
Direct Access**Exterior:** BBQ/Grill Built-in,
Lawn Sprinkler, Porch,
Satellite Dish**Interior:** Cable/InternetAvail., Security System, Sump
Pump, Wet Bar/Bar**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:** Finished, Interior
Access**Water Heater:** Gas**Fireplaces:** Gas Fireplace,
Grt Rm Fireplace**Lot Desc:**

Remarks

This Exquisite all brick custom built 4300+ Square foot colonial is a must see! Two Story Foyer with gorgeous Crystal Chandelier, Transom windows, Va-lute finished handrails and lights on stairs. An Entertainers Dream Kitchen that boasts 720SF including an 8'X4' Granite Kitchen Island, walk in pantry, upgraded kitchen cabinets and adjoins the wet bar and

great room with Granite Gas Fireplace. Kitchen also provides access to multi tiered level patio. Gorgeous Master Bedroom including additional features; double sinks, bidet, Jacuzzi Tub, Shower and walk in closet. 3 additional generous sized bedrooms each will accommodate a king size bed. Upstairs laundry. Full finished basement with full bath, Dry Heat Sauna (conversion to steam available). Hunter Douglas Blinds throughout. 3 Car Garage with epoxy floor and additional storage for the Car/Toy enthusiast. Driveway can accommodate 26 cars. Beautiful landscaping. Too many valuable assets to mention, schedule your showing today!

2411 JOSEPH DR

Sterling Heights, MI 48314-4537

MLS #21473558

\$525,000

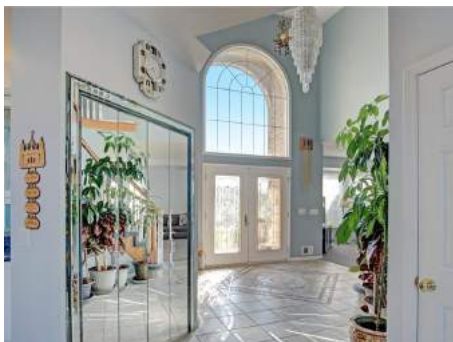
SOLD 11/8/18

4 Beds 3/1 Baths

Year Built 2000

4,311 Sq. Ft. (\$122 / sqft)

Days on market: 166



2411 JOSEPH DR

Sterling Heights, MI 48314-4537

MLS #21473558



3877 CORKWOOD DR

Sterling Heights, MI 48314-4410

MLS #21483944

\$515,000
SOLD 9/14/18

4 Beds 3/1 Baths
Year Built 2017
3,449 Sq. Ft. (\$149 / sqft)

Days on market: 284


Details

Prop Type: Residential
Condo

County: Macomb

Subdivision: RYAN WOODS
CONDOMINIUM M CCP NO.
1108

Full baths: 3

Half baths: 1

Lot Size:
100X145.26X100X153.07

Garages: 3

List date: 8/1/18

Sold date: 9/14/18

Off-market date: 9/17/18

Updated: Sep 17, 2018 3:28 PM

List Price: \$519,900

Orig list price: \$519,900

Assoc Fee: \$700

School District: Utica
Community Schools

Features

Summer Tax Amount: 409

Summer Tax Year:
Winter Tax Amount: 123

Winter Tax Year:
Sale/Rent: For Sale

Foundation Type: Basement

Cooling: Central A/C

Heating: Forced Air

Garage: Attached Garage,
Electric in Garage, Gar Door
Opener, Side Loading Garage,
Direct Access

Exterior: Lawn Sprinkler,
Porch

Interior: Cable/Internet Avail.

Community: Pets-Allowed

Style: Colonial

Assoc Fee Incl.:
Construction: Brick

Out Buildings:
Zoning:
Basement:
Water Heater: Gas

Fireplaces: Gas Fireplace,
Grt Rm Fireplace

Lot Desc:

Remarks

Exceptionally constructed home with 3,449 square feet, 4 bedrooms and 3-1/2 baths. Exterior of brick and limestone has exquisite architectural details including a covered front porch. The quality of upgrades is above and beyond a home in this price range. These features are found in homes in the \$800,000 and above price range. Solid wood 8 foot doors on the first floor, wrought iron railings, crown molding throughout, custom fireplace mantle in the Great Room, Locker room and

shelving unit built in the Laundry Room, bead board wainscoting in the Mud Room, upgraded wood floors in the Great Room, Dining Room, Living Room and Library. Kitchen and bathrooms have granite counters, over and under cabinet lighting in the kitchen. Too many more to list. Homes have sold, in the small enclave of 17 homes, for over \$500,000. 3 Car garage. Sod and sprinklers included. Award winning Utica Schools. Easy access to expressways and shopping. Quick occupancy. 1 YEAR HOME WARRANTY INCLUDED

3877 CORKWOOD DR

Sterling Heights, MI 48314-4410

MLS #21483944

\$515,000

SOLD 9/14/18

4 Beds 3/1 Baths

Year Built 2017

3,449 Sq. Ft. (\$149 / sqft)

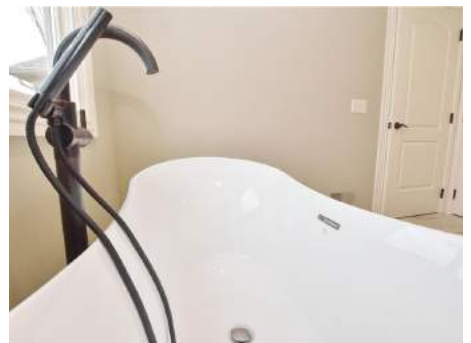
Days on market: 284



3877 CORKWOOD DR

Sterling Heights, MI 48314-4410

MLS #21483944





43302 FOREST CREEK CRT

Sterling Heights, MI 48314-4539

MLS #21484032**\$553,000****SOLD** 9/7/18**5 Beds 5/0 Baths****Year Built 2003****4,785 Sq. Ft.** (\$116 / sqft)**Days on market: 50**

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** FOREST CREEK
SUB #2**Full baths:** 5**Acres:** 0.31**Lot Size:** 100.00X136.00**Garages:** 3**List date:** 8/1/18**Sold date:** 9/7/18**Off-market date:** 9/7/18**Updated:** Sep 7, 2018 9:06 PM**List Price:** \$574,000**Orig list price:** \$574,000**Assoc Fee:** \$125**School District:** Utica
Community Schools

Features

Summer Tax Amount: 6581**Summer Tax Year:****Winter Tax Amount:** 699**Winter Tax Year:****Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Ceiling Fan(s),
Central A/C**Heating:** Forced Air**Garage:** Attached Garage,
Electric in Garage, Gar Door
Opener, Direct Access**Exterior:** Lawn Sprinkler,**Patio, Porch****Interior:** Cable/Internet Avail.**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:****Water Heater:** Gas**Fireplaces:** FamRoom
Fireplace, Gas Fireplace**Lot Desc:**

Remarks

Great opportunity to own this executive 5 bedroom brick home with features no other area home can offer. This marvelous 4700+ sqft home offers high ceilings, generous rooms throughout & a first floor in-law suite that can be used as an office/workout room with dedicated bath. Upstairs offers; master w/vaulted ceiling & a custom back-2-back Jack & Jill 3-bedroom connecting room layout. All bedrooms feature walk in closets and direct access to bathrooms, offering great flexibility for today's busy family. Home sits on a quiet cul-de-sac and enjoys the benefit of an adjacent city lot which

affords the homeowner an essential double lot. Extra features include; dual staircases up & a well-planned LL staircase offering a superior floor plan, multi zone heating and cooling system, new extensive stone patio accessible from both kitchen and driveway, beautiful chandeliers, and many more features. Perfectly located by M-59 & Beaumont hospital for easy commute no matter your occupation

43302 FOREST CREEK CRT

Sterling Heights, MI 48314-4539

MLS #21484032

\$553,000

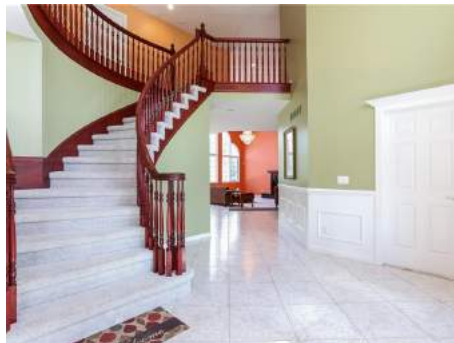
SOLD 9/7/18

5 Beds 5/0 Baths

Year Built 2003

4,785 Sq. Ft. (\$116 / sqft)

Days on market: 50



43302 FOREST CREEK CRT

Sterling Heights, MI 48314-4539

MLS #21484032









Basement

3973 LISA MARIE

Sterling Heights, MI 48313-

MLS #21507050**\$550,000****SOLD** 11/26/18**5 Beds 4/0 Baths****Year Built 2018****3,700 Sq. Ft.** (\$149 / sqft)**Days on market: 101**

Photo not available

Details

Prop Type: Residential
Condo**County:** Macomb**Full baths:** 4**Acres:** 0.3**Lot Size:** 97 x 135**Garages:** 3**List date:** 9/18/18**Sold date:** 11/26/18**Off-market date:** 9/19/18**Updated:** Jan 15, 2019 5:27 PM**List Price:** \$579,900**Orig list price:** \$579,900**Assoc Fee:** \$400**School District:** Utica
Community Schools

Features

Summer Tax Amount: 0**Summer Tax Year:****Winter Tax Amount:** 0**Winter Tax Year:****Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:** Central A/C**Heating:** Forced Air**Garage:** Attached Garage**Exterior:****Interior:** Cable/Internet Avail.**Community:****Style:** Colonial**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:****Water Heater:** Gas**Fireplaces:** Gas Fireplace,
Grt Rm Fireplace**Lot Desc:** Platted

Remarks

Beautiful 5 bedroom Builder model for sale. Beautiful Kitchen cabinets with granite tops. Too many extras to try to list. First floor bedroom and full bath. Beautiful moldings throughout. Open floor plan. This home includes a library and dining room.

2178 Meadow Reed Dr

Sterling Heights, MI 48314

MLS #31342516

\$565,000
SOLD 7/18/18

4 Beds 3/2 Baths
Year Built 2005
4,360 Sq. Ft. (\$130 / sqft)

Days on market: 59


Details

Prop Type: Residential
Condo

County: Macomb

Subdivision: Hidden Meadow

Full baths: 3

Half baths: 2

Acres: 0.3

Lot Size: 100 X 131

Garages: 3

List date: 3/19/18

Sold date: 7/18/18

Off-market date: 5/17/18

Updated: Jul 18, 2018 1:34 PM

List Price: \$599,900

Orig list price: \$599,900

Assoc Fee: \$200

School District: Utica
Community Schools

Features

Summer Tax Amount: 6353

Summer Tax Year: 2016

Winter Tax Amount: 690

Winter Tax Year: 2016

Sale/Rent: For Sale

Foundation Type: Basement

Cooling: Central A/C

Heating: Forced Air

Garage: Attached Garage

Exterior: Patio, Porch

Interior: Cable/Internet Avail.

Community:
Style: Colonial

Assoc Fee Incl.:
Construction: Brick

Out Buildings:
Zoning: Residential

Basement: Unfinished

Water Heater: Gas

Fireplaces: Grt Rm Fireplace

Lot Desc:

Remarks

Beautiful brick colonial home in great area of Utica school, with 4 bedrooms, 3 full baths and 2 half. 2013 New Front Door, fresh painting, Hardwood flooring in dining, living, library and great room. New stainless steel appliances. Beautiful custom lights, recessed lights all over and chandeliers. 2014 new blinds, hot water tank. New sump pump installed 2 months ago. New carpet from hallway to staircase, and bedrooms. Updated bathroom, shower, cabinets and door. Some driveway blocks and landscaping done 4 years ago. Huge basement. All new railing for fence and deck. Must See !

2178 Meadow Reed Dr

Sterling Heights, MI 48314

MLS #31342516

\$565,000

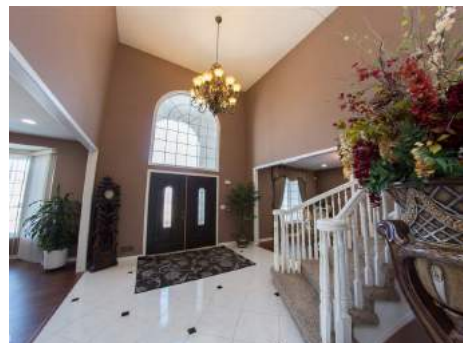
SOLD 7/18/18

4 Beds 3/2 Baths

Year Built 2005

4,360 Sq. Ft. (\$130 / sqft)

Days on market: 59



2178 Meadow Reed Dr

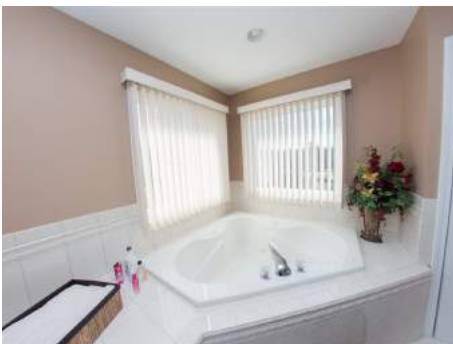
Sterling Heights, MI 48314

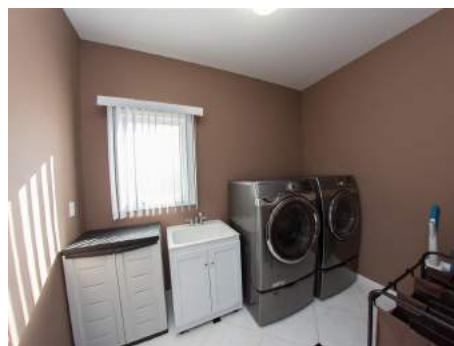
MLS #31342516













3973 Lisa Marie

Sterling Heights, MI 48313

MLS #31344769

\$550,000**SOLD** 11/26/18**5 Beds 4/0 Baths****Year Built 2018****3,700 Sq. Ft.** (\$149 / sqft)**Days on market: 158**

Photo not available

Details

Prop Type: Residential
Condo**County:** Macomb**Subdivision:** Lisa Marie
Gardens**Full baths:** 4**Acres:** 0.3**Lot Size:** 97 x 135**Garages:** 3**List date:** 4/14/18**Sold date:** 11/26/18**Off-market date:** 9/19/18**Updated:** Nov 27, 2018 10:54 AM**List Price:** \$579,900**Orig list price:** \$579,900**Assoc Fee:** \$400**School District:** Utica
Community Schools

Features

Summer Tax Amount: 0**Summer Tax Year:** 0**Winter Tax Amount:** 0**Winter Tax Year:** 0**Sale/Rent:** For Sale**Foundation Type:** Basement**Cooling:****Heating:****Garage:****Exterior:****Interior:****Community:****Style:** Split Level**Assoc Fee Incl.:****Construction:** Brick**Out Buildings:****Zoning:****Basement:****Water Heater:****Fireplaces:****Lot Desc:**

Remarks

Beautiful 5 bedroom Builder model for sale. Beautiful Kitchen cabinets with granite tops. Too many extras to try to list. First floor bedroom and full bath. Beautiful moldings throughout. Open floor plan. This home includes a library and dining room.



Analysis

Comparable Property Statistics

X Expired Listings	HIGHEST PRICE	\$515,000	AVG PRICE / SQFT	\$141
	AVERAGE PRICE	\$515,000	AVG DOM	153
	LOWEST PRICE	\$515,000	EXPIRED LISTINGS	1

W Withdrawn Listings	HIGHEST PRICE	\$586,500	AVG PRICE / SQFT	\$146
	AVERAGE PRICE	\$561,817	AVG DOM	89
	LOWEST PRICE	\$549,000	WITHDRAWN LISTINGS	3

S Sold Listings	HIGHEST PRICE	\$565,000	AVG PRICE / SQFT	\$136
	AVERAGE PRICE	\$541,143	AVG DOM	118
	LOWEST PRICE	\$515,000	SOLD LISTINGS	7

Online Valuation Analysis

How accurate are Zestimates?

6.9%

|

\$37,781

Zestimates varied on average by 6.9% or \$37,781 compared to MLS prices.

X

1 Expired

ADDRESS	PRICE	ZESTIMATE	DIFFERENCE
2135 Meadow Reed Drive	\$515,000	\$503,526	-2.2%

W

3 Withdrawn

ADDRESS	PRICE	ZESTIMATE	DIFFERENCE
2481 PARSLEY CRT	\$549,000	\$479,677	-12.6%
2732 Arrowwood Ct.	\$586,500	\$544,048	-7.2%
13815 Southgate Dr	\$549,950	\$484,593	-11.9%

S

7 Sold

ADDRESS	SOLD DATE	SOLD PRICE	ZESTIMATE	DIFFERENCE
43823 FALLEN TREE DR	5/18/18	\$530,000	\$554,562	4.6%
2411 JOSEPH DR	11/8/18	\$525,000	\$546,276	4.1%
3877 CORKWOOD DR	9/14/18	\$515,000	\$478,910	-7.0%
43302 FOREST CREEK CRT	9/7/18	\$553,000	\$618,950	11.9%
3973 LISA MARIE	11/26/18	\$550,000	\$531,825	-3.3%
2178 Meadow Reed Dr	7/18/18	\$565,000	\$607,761	7.6%

ADDRESS	SOLD DATE	SOLD PRICE	ZESTIMATE	DIFFERENCE
3973 Lisa Marie	11/26/18	\$550,000	\$531,825	-3.3%

Source: Zillow

Sold Property Analysis

Averages

95.4%

Homes sold for an average of 95.4% of their list price.

118 Days on market

It took an average of 118 days for a home to sell.

Analysis

ADDRESS	LIST PRICE	SOLD PRICE	% OF LIST PRICE	DOM	\$ PER SQFT
43823 FALLEN TREE DR	\$549,900	\$530,000	96.4%	8	\$138
2411 JOSEPH DR	\$567,000	\$525,000	92.6%	166	\$122
3877 CORKWOOD DR	\$519,900	\$515,000	99.1%	284	\$149
43302 FOREST CREEK CRT	\$574,000	\$553,000	96.3%	50	\$116
3973 LISA MARIE	\$579,900	\$550,000	94.8%	101	\$149
2178 Meadow Reed Dr	\$599,900	\$565,000	94.2%	59	\$130
3973 Lisa Marie	\$579,900	\$550,000	94.8%	158	\$149
Averages	\$567,214	\$541,143	95.4%	118	\$136

Marketing Action Plan

Marketing Action Plan

We believe the more people that see your home, the better our chance of achieving your goals. We also understand that people begin their home search online and we specialize in marketing your home on the internet. Here is what do we do to make sure this happens?

Internet Promotion: Homebuyers searching the web will be able to find your home. We have acquired enhanced placement on REALTOR.COM the nation's largest real estate database. (This is a feature only a handful of Michigan agents subscribe to.) All our listings on REALTOR.COM have 25 photos and full-text display. Your listing will also appear in several local and national databases. This enhanced version of REALTOR.COM also links you home to all the top real estate websites in the country. The first week your home is on the market St. Aubin Real Estate will run a 1-week promotion on LISTINGBOOK a site dedicated to buyer looking for homes. The promotion targets only the buyers that match the criteria of your home. We send you the results and determine together how to proceed.

We feature your home with its own custom website! This allows us to exclusively promote your home by email and social media without sending people to a web page that also shows competing homes. We also maximize your home's exposure on Google by creating a YouTube video and a blog post of your home. This strategy results in many of your listings being found on **page 1 of Google** for targeted searches within 48 hours!

Text Lead Capture: We include a text for more information code on full-color brochures and other marketing. If a prospective buyer wants to see more pictures of your home they will text and instantly receive the photos. We will instantly be notified that they made the request and will contact them immediately to see if they would like to see your home.

Multiple Listing Service: All the essential details of your home are submitted in both the Mirealsource and

Realcomp Multiple Listing Services, assuring maximum exposure to more than 21,000 area agents and their prospects. Your home will also be submitted to the Great Lakes Repository giving your home exposure to every agent in the State of Michigan.

Direct Mail Marketing: A customized direct mail campaign will market your property to potential buyers. We have learned that many sales come from people your neighbors know. Depending on the location of your home or condo, your listing will be mailed to 200 to 500 neighbors.

Print Advertising: Sellers want their home to gain the widest exposure possible. The majority of homes listed by realtors receive little or no advertising during the listing period. It is not just quantity, but the quality that gets buyers to your front door. In our marketing approach, the various types of advertising my clients can expect are outlined. I believe it is the most effective program available. See what you think.

Outdoor Promotion: Our lawn sign is one of the most distinctive in the marketplace. The website info and 7 day, 24 hour 1-800 hotline number specific to your home, are clearly visible on the sign. (See below for hotline info.) Directional signs are placed when city ordinances allow.

Status Updates

Buyer feedback is often difficult to obtain from the agent who showed your home. St. Aubin Real Estate automatically sends an email to the showing agent within minutes of leaving your home, and we attempt to reach the agent by phone. You will receive buyer and agent feedback as we obtain it by email or phone. Every seller is assigned a LISTINGBOOK account which enables you to login and see how your home is being seen by agents, and buyers and all the activity your home is attracting via the internet.

Contract Negotiation

Attention to your best interests is paramount when offers are presented. Price is just one of many aspects to consider; buyer qualification, type of loan (cash, new mortgage, FHA, VA etc..), occupancy after closing, and all factors that can determine if the sale will go to closing.

Expertise in negotiation is one of the strongest skills St. Aubin Real Estate brings to the table. Most of the homes in our market area typically sell for 1% to 2% more than the competition

Closing The Transaction

Coordination of all details after acceptance of the offer is vital. Many home sales fall through because details are overlooked.

Once a successful home inspection by the buyer is complete, everything must be in order – mortgage payoffs, title work, and appraisal. The buyer's mortgage progress must be progressing as calculated, closing documents must be inspected for accuracy, the final water bill should be ordered, gas and electric transferred and rent escrow figured in. And all of it must be completed on time