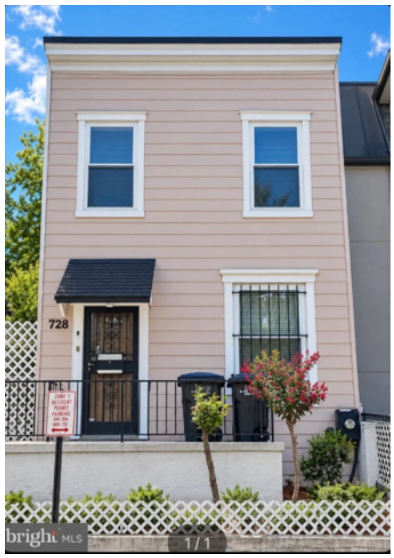
Comparative Market Analysis



726 Columbia Road Northwest, Washington, District of Columbia 20001

726 Columbia Road NW 20010

SEPTEMBER 28, 2026

Kenneth Bossard

September 28, 2026

Dear REIProforma.com,

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,

Kenneth Bossard

Kenneth Bossard

Affiliation

- D.C. Licensed Realtor, SP98347090
- D.C. Licensed Mortgage Loan Officer, NMLSA32189943

Experience

- First licensed as a Realtor in 1985
- HUD-Approved Nonprofit Housing Counselor, Bank of America and Wells Fargo Trained Communtiy Outreach and Renovation Mortgage Loan Officer

Education

- MBA, Real Estate Development, The George Washington University.

Professional Associations

- National Association of Realtors

Personal Information

- Native Washingtonian
- Real Estate Investor - BossardHomes.com

Our company is a multifaceted business that operates with you, the customer, at the forefront of our day-to-day operations. We are well known and respected in the community and our philosophies are based on both honesty and integrity. As a client centered business, you will receive personal service and be backed by a reputable company.

We implement multi-level marketing strategies that benefit our clients with every transaction. Our real estate agents have extensive access to information about the communities in which they deal. This includes, but is not limited to: schools, populations, recreation, entertainment, home values, growth potential and surrounding areas. Many agents live in the areas we serve and therefore can more accurately overcome potential obstacles and focus on the unique needs of our clients.

Our commercial division is well-equipped to provide today's growing number of real estate investors with opportunities for both income and commercial properties.

The real estate market is always changing and as a result, our agents regularly attend training sessions and events to further their knowledge and be sure that they are focusing on current conditions that affect today's buyers and sellers. This type of training is imperative if we are to be successful in obtaining top dollar on home sales. Our goal is to make sure that we satisfy the special needs of all of our clients and at the same time make the process and transactions go as smoothly as possible.

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.

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.

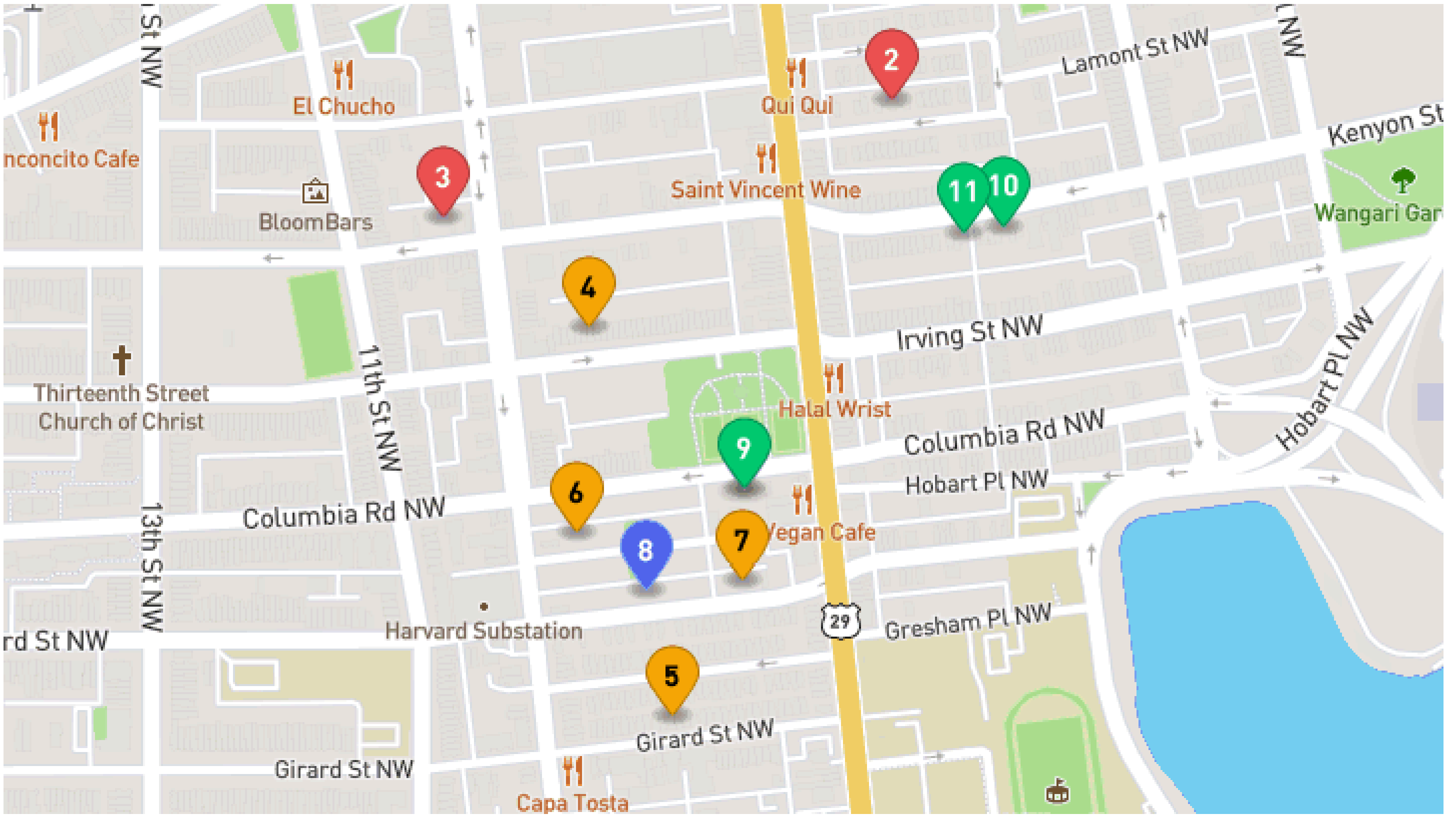
CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

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.

Contact Me

Kenneth Bossard

Map of Comparable Listings



STATUS: S = CLOSED P = ACTIVE UNDER CONTRACT C = CANCELED A = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	**Subject**		**726 Columbia Rd NW**	**3**	**1.00**	**1,236**	**-**
2	DCDC2269496	S	631 Keefer Pl Nw	3	1.00	1,242	$425,000
3	DCDC2268526	S	1011 Kenyon St Nw	3	1.10	1,168	$800,000
4	DCDC2160766	P	755 Irving St Nw	3	1.00	1,336	$650,000
5	DCDC2273142	P	749 Girard St Nw	3	1.00	1,384	$499,900
6	DCDC2261212	P	775 Hobart Pl Nw	3	2.00	864	$624,000
7	DCDC2276558	P	721 Harvard St Nw	3	2.00	918	$699,000
8	DCDC2276108	C	753 Harvard St Nw	3	1.00	864	$489,000
9	DCDC2280848	A	726 Columbia Rd Nw	3	1.00	1,236	$550,000
10	DCDC2258832	A	606 Kenyon St Nw	3	1.10	1,280	$549,999
11	DCDC2280556	A	616 Kenyon St Nw	3	2.00	1,428	$474,999

Summary of Comparable Properties

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	SOLD PRICE	$/SQ.FT
631 Keefer Pl Nw	7/30/26	3	1.00	1,242	$425,000	$342
1011 Kenyon St Nw	6/30/26	3	1.10	1,168	$800,000	$685
Averages				**1,205**	**$612,500**	**$514**

P ACTIVE UNDER CONTRACT LISTINGS

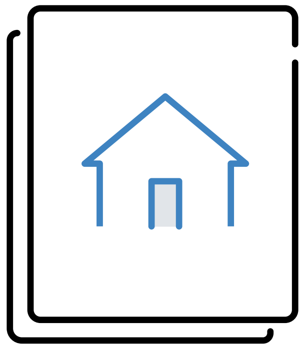
ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	$/SQ.FT
755 Irving St Nw	-	3	1.00	1,336	$650,000	$487
749 Girard St Nw	-	3	1.00	1,384	$499,900	$361
775 Hobart Pl Nw	-	3	2.00	864	$624,000	$722
721 Harvard St Nw	-	3	2.00	918	$699,000	$761
Averages				**1,125**	**$618,225**	**$583**

C CANCELLED LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	$/SQ.FT
753 Harvard St Nw	-	3	1.00	864	$489,000	$566
Averages				**864**	**$489,000**	**$566**

A ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	$/SQ.FT
726 Columbia Rd Nw	-	3	1.00	1,236	$550,000	$445
606 Kenyon St Nw	-	3	1.10	1,280	$549,999	$430
616 Kenyon St Nw	-	3	2.00	1,428	$474,999	$333
Averages				**1,314**	**$524,999**	**$402**



Listings

Kenneth Bossard

631 Keefer Pl Nw Washington, DC 20010

MLS #DCDC2269496

$425,000

CLOSED 7/30/26

3 Beds **1.00** Baths

Year Built **1910**

1,242 Sq. Ft. ($342 / sqft)

Days on market: **16**

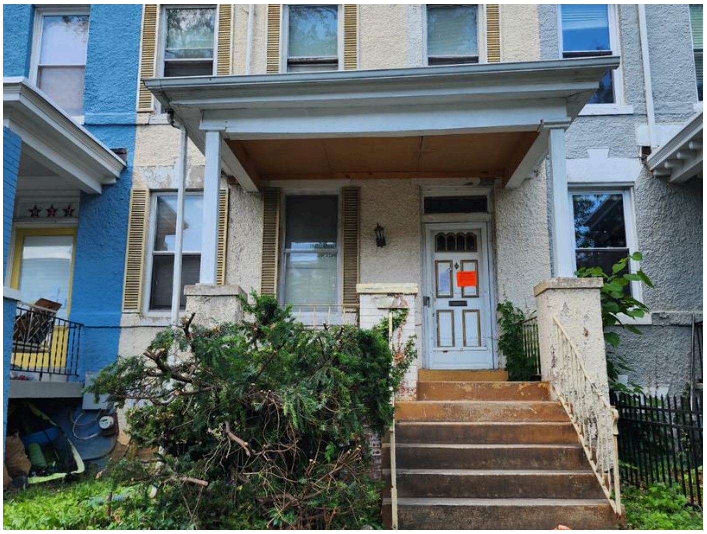


Photo not available

Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Colonial"]

Full baths: 1.0

Acres: 0.03

Lot Size (sqft): 1,307

List date: 6/29/26

Off-market date: 7/31/26

Updated: Jul 31, 2026 9:37 AM

List Price: $499,000

Orig list price: $499,000

Taxes: $65,808

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Estimated

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Total Sqft: 1842

Basement: Unfinished

Bathrooms Total Integer: 1.0

Condo Y/N: N

Construction Materials: Stucco

Cooling: None

Cooling Fuel: None

Fireplaces Total: 1

Foundation Details: Block

Heating: Steam, Radiator

Heating Fuel: Natural Gas

Hot Water: Electric

Levels: 2

Living Area Source: Estimated

Lot Size Source: Estimated

Lot Size Units: Square Feet

Other Structures: Above Grade

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Interior Row/ Townhouse

Tax Year: 2025

Water Source: Public

Zoning: R

Remarks

CALLING ALL INVESTORS! INVESTOR SPECIAL in the heart of Columbia Heights! Situated just off Georgia Ave NW, this classic DC rowhome presents an exceptional opportunity for investors, developers, and savvy buyers looking to unlock significant value.

Currently configured with 3 bedrooms and 1 full bath, this property is ready for a complete renovation and offers endless possibilities for reimagining the space. Restore its historic charm, create a modern urban residence, or explore expansion potential subject to applicable approvals.

Located on a sought-after residential block with convenient access to shopping, dining, Metro, parks, and all that Columbia Heights has to offer, the location alone makes this a compelling investment. Surrounded by revitalized homes and ongoing neighborhood growth, this property is primed for transformation.

Property is being sold strictly AS-IS. Bring your contractor, your vision, and your imaginationopportunities like this don't come around often.

Courtesy of Keller Williams Preferred Properties
Information is deemed reliable but not guaranteed.

1011 Kenyon St Nw Washington, DC 20010

MLS #DCDC2268526

$800,000

CLOSED 6/30/26

3 Beds **1.10** Baths

Year Built **1910**

1,168 Sq. Ft. ($685 / sqft)

Days on market: **9**

Photo not available

Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Federal"]

Full baths: 1.0

Half baths: 1.0

Acres: 0.03

Lot Size (sqft): 1,247

List date: 6/17/26

Off-market date: 6/30/26

Updated: Jun 30, 2026 4:31 PM

List Price: $829,000

Orig list price: $829,000

Taxes: $5,393

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Appliances: Refrigerator, Dishwasher, Disposal, Washer, Dryer, Water Heater, Microwave, Stainless Steel Appliances, Oven/Range - Gas

Total Sqft: 1168

Bathrooms Total Integer: 2.0

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: Central A/C

Cooling Fuel: Electric

Door Features: Insulated

Flooring: Hardwood

Foundation Details: Slab

Heating: Forced Air

Heating Fuel: Electric

Hot Water: Electric

Interior Features: Upgraded Countertops, Wood Floors, Recessed Lighting, Bathroom - Jetted Tub

Laundry Type: Upper Floor, Has Laundry

Levels: 2

Living Area Source: Assessor

Lot Size Source: Assessor

Lot Size Units: Square Feet

Other Structures: Above Grade, Below Grade

Patio And Porch Features: Porch(es), Patio(s)

Room Type: Living Room, Dining Room, Kitchen, Foyer, Laundry

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Urban Land-Sassafras-Chillum

Structure Type: Interior Row/ Townhouse

Tax Lot: 99

Tax Year: 2025

Water Source: Public

Window Features: Replacement

Zoning: RF-1

Remarks

Lovingly updated by its current owners, this classic, charming Federal-style townhouse perfectly pairs timeless character with everyday convenience. Set on a tree-lined street moments from Wonderland Ballroom, St. Vincent Wine Bar, and the Metro, this 3-bedroom, 1.5-bath home with private parking boasts soft finishes and whimsical details that create a home that feels welcoming and functional.

Inside, original hardwood floors and exposed brick greet you from the tiled foyer. Light streams in through the glass front door and the oversized picture window overlooking the front porch fills the living room with natural light. The living space flows seamlessly into the dining areaperfect for entertaining. Through an arched opening, the bright and airy kitchen features durable granite countertops, a windowed sink, and direct access to the back patio. Grill out back in the dogleg, enjoy cocktails by a firepit, and easily access private parking on the other side of the gate. Back inside, a moody powder room tucked away below the stairs completes the main floor.

Upstairs, flexible spaces offer room to work, relax, or recharge. The generously sized primary and secondary bedrooms easily accommodate king and queen beds, with additional space for dressers or desks. Toward the rear, a bonus room with a stacked washer and dryer can serve as a dressing area, home office, or third bedroom. A hall bathroom with a soaking tub, accessed via a pocket door, completes the upper level. Enjoy conveniences such as a new tankless hot water heater and high-velocity HVAC system.

With a 96 Walk Score, and designation as a Bikers Paradise, this location puts the best of DC at your doorstep. Enjoy neighborhood favorites like RedRocks Pizza, Odd Provisions, The Coupe, Sonnys Pizza, Doubles Coffee Shop, Queens English, and El Chucho. Just a few short blocks to the Columbia Heights Metro and the Columbia Heights Community Garden. Welcome home to Northwest DC.

Courtesy of Compass
Information is deemed reliable but not guaranteed.

755 Irving St Nw Washington, DC 20010

MLS #DCDC2160766

$650,000

ACTIVE UNDER CONTRACT 9/22/24

3 Beds **1.00** Baths

Year Built **1922**

1,336 Sq. Ft. ($487 / sqft)

Days on market: **11**

Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: NONE AVAILABLE

Style: ["Other"]

Full baths: 1.0

Acres: 0.06

Lot Size (sqft): 2,430

List date: 9/22/24

Updated: Aug 13, 2026 7:14 PM

List Price: $650,000

Orig list price: $650,000

Taxes: $6,029

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Total Sqft: 1336

Bathrooms Total Integer: 1.0

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: None

Cooling Fuel: Electric

Foundation Details: Brick/ Mortar

Heating: Hot Water

Heating Fuel: Natural Gas

Hot Water: Natural Gas

Levels: 2

Living Area Source: Assessor

Lot Size Source: Assessor

Lot Size Units: Square Feet

Other Structures: Above Grade, Below Grade

Pets Allowed: No Pet Restrictions

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Interior Row/ Townhouse

Tax Lot: 92

Tax Year: 2023

Water Source: Public

Zoning: SINGLE FAMILY

Remarks

755 Irving St NW is 3 bed, 1 bath townhouse and is now available to make your home. The property is centrally located just one block from Georgia Ave, shopping, restaurants and only minutes from downtown DC. Don't miss your opportunity to call this fantastic home yours.

Courtesy of RISM LLC
Information is deemed reliable but not guaranteed.

755 Irving St Nw Washington, DC 20010

MLS #DCDC2160766

$650,000

ACTIVE UNDER CONTRACT 9/22/24

3 Beds **1.00** Baths

Year Built **1922**

1,336 Sq. Ft. ($487 / sqft)

Days on market: **11**

749 Girard St Nw Washington, DC 20001

MLS #DCDC2273142

$499,900

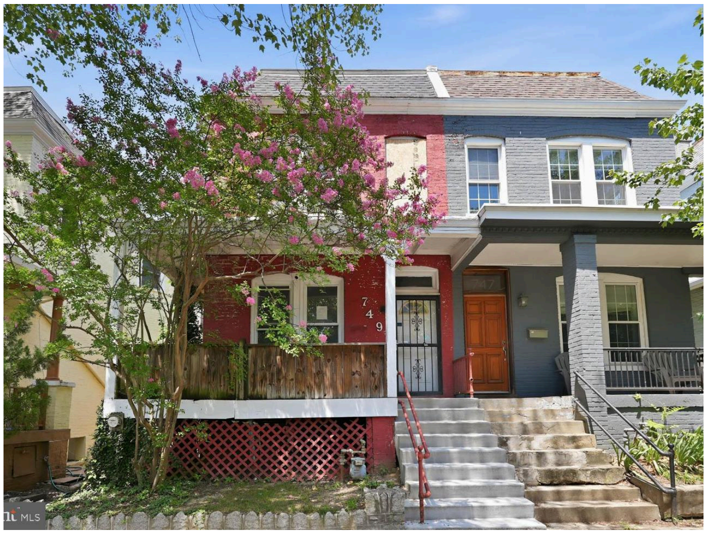
ACTIVE UNDER CONTRACT 7/23/26

3 Beds **1.00** Baths

Year Built **1910**

1,384 Sq. Ft. ($361 / sqft)

Days on market: **64**



Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Contemporary"]

Full baths: 1.0

Acres: 0.03

Lot Size (sqft): 1,375

List date: 7/23/26

Updated: Sep 24, 2026 9:33 AM

List Price: $499,900

Orig list price: $499,900

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Total Sqft: 2076

Basement: Unfinished

Bathrooms Total Integer: 1.0

Below Grade Finished Area: 522

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: None

Cooling Fuel: None

Direction Faces: South

Flooring: Wood, Other

Foundation Details: Slab

Heating: Hot Water

Heating Fuel: Natural Gas

Hot Water: Natural Gas

Levels: 3

Living Area Source: Assessor

Lot Size Source: Assessor

Lot Size Units: Square Feet

Other Structures: Above Grade, Below Grade

Road Responsibility: Public

Road Surface Type: Paved

Roof: Unknown

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Twin/Semi-Detached

Tax Lot: 280

Tax Year: 2025

Utilities: Water Available

Water Source: Public

Zoning: RF-1

Remarks

Welcome to 749 Girard St NW | Full Renovation Opportunity in Columbia Heights | Semi-Detached House | 1,906 SF | 1,375 SF Lot

Property Highlights: The home is currently a shell and requires a complete renovation. The 1,375 square foot semi-detached lot offers flexibility for expansion, redesign, or redevelopment, depending on the buyers goals.

Neighborhood Highlights: Positioned in the Columbia Heights neighborhood with quick access to numerous retail, restaurants, & parks. Close proximity to multiple metro stops, U-Street corridor, the new Reservoir District, DC USA, and much more!

This property is ready for its next chapter and is being sold strictly as-is.

Courtesy of Compass
Information is deemed reliable but not guaranteed.

749 Girard St Nw Washington, DC 20001

MLS #DCDC2273142

$499,900

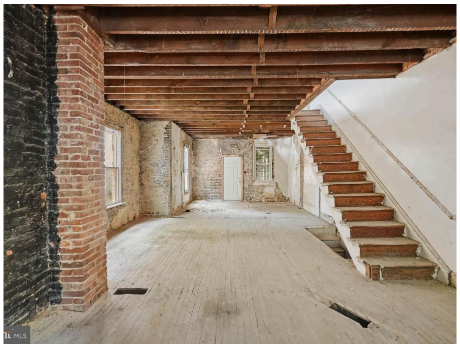
ACTIVE UNDER CONTRACT 7/23/26

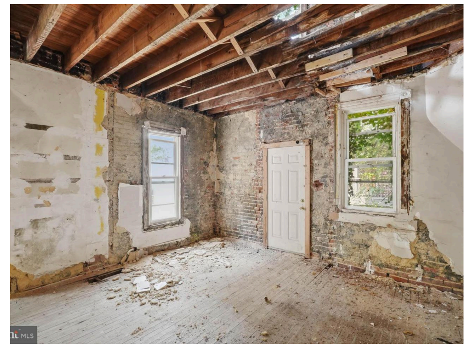
3 Beds **1.00** Baths

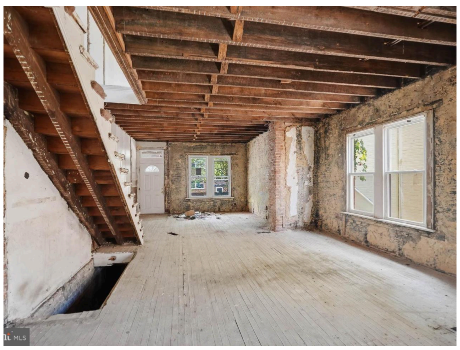
Year Built **1910**

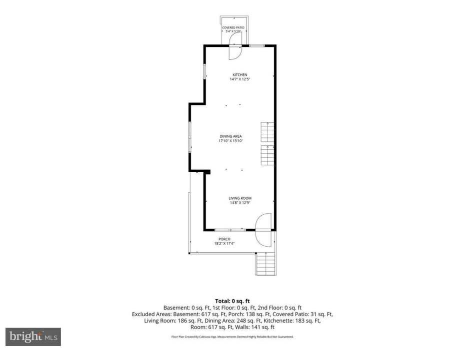
1,384 Sq. Ft. ($361 / sqft)

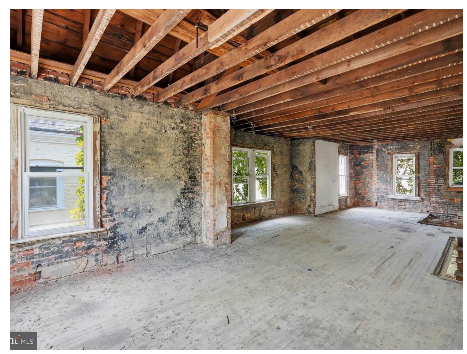
Days on market: **64**

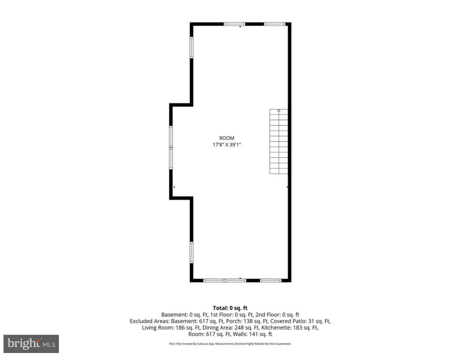












Kenneth Bossard

775 Hobart Pl Nw Washington, DC 20001

MLS #DCDC2261212

$624,000

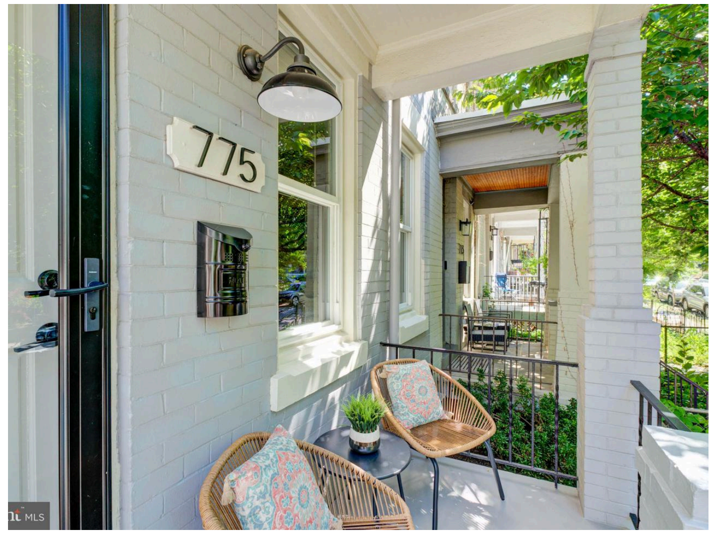
ACTIVE UNDER CONTRACT 5/12/26

3 Beds **2.00** Baths

Year Built **1913**

864 Sq. Ft. ($722 / sqft)

Days on market: **111**



Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: PARK VIEW

Style: ["Federal"]

Full baths: 2.0

Acres: 0.02

Lot Size (sqft): 960

List date: 5/12/26

Updated: Aug 31, 2026 9:07 AM

List Price: $624,000

Orig list price: $685,000

Taxes: $4,538

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: Other

Appliances: Stainless Steel Appliances

Total Sqft: 1296

Basement: Connecting Stairway, Improved, Heated, Outside Entrance, Windows

Bathrooms Total Integer: 2.0

Below Grade Finished Area: 432

Below Grade Finished Area Source: Estimated

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: Central A/C, Ductless/Mini-Split

Cooling Fuel: Electric

Foundation Details: Other

Heating: Radiator, Wall Unit

Heating Fuel: Natural Gas, Electric

Hot Water: Natural Gas

Interior Features: Formal/ Separate Dining Room, Window Treatments, Wood Floors

Laundry Type: Has Laundry

Levels: 3

Living Area Source: Estimated

Lot Size Source: Assessor

Lot Size Units: Square Feet

Other Structures: Above Grade, Below Grade

Patio And Porch Features: Porch(es)

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Interior Row/ Townhouse

Tax Lot: 141

Tax Year: 2025

Water Source: Public

Zoning: R

Remarks

Nestled in the trees on a serene Park View block, 775 Hobart Pl NW blends classic charm with a warm, efficient layout designed for comfortable city living. Offering 3 bedrooms, 2 full baths, with a finished lower level for added flexibility, the home features well-proportioned interiors and a practical floor plan that makes the most of its nearly 1,300 square feet. The homes central location puts you just minutes from the restaurants, parks, and everyday conveniences of Columbia Heights and U Street Corridor.

Courtesy of Barley & Barley Real Estate
Information is deemed reliable but not guaranteed.

775 Hobart Pl Nw Washington, DC 20001

MLS #DCDC2261212

$624,000

ACTIVE UNDER CONTRACT 5/12/26

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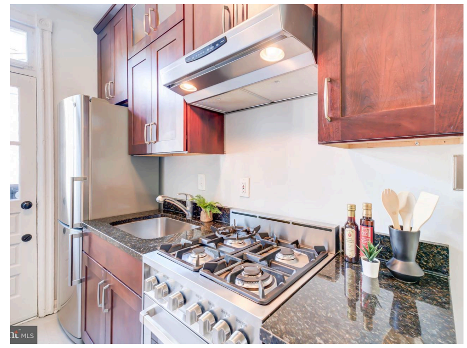
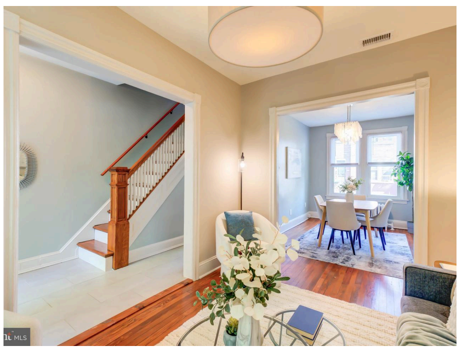
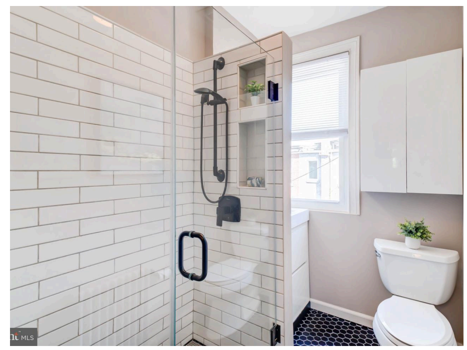
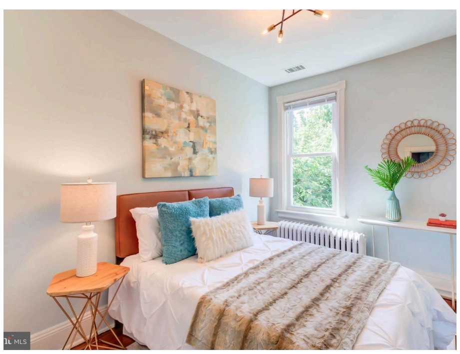
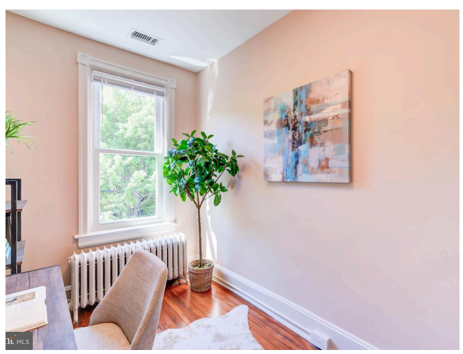
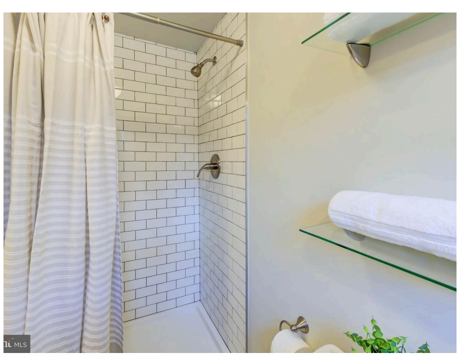
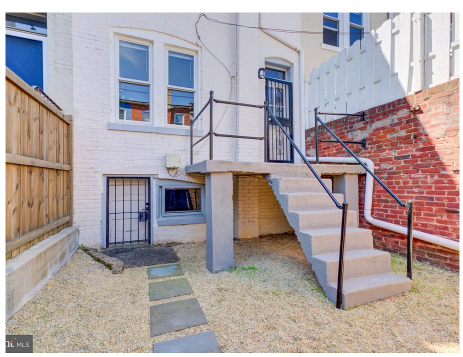



721 Harvard St Nw Washington, DC 20001

MLS #DCDC2276558

$699,000

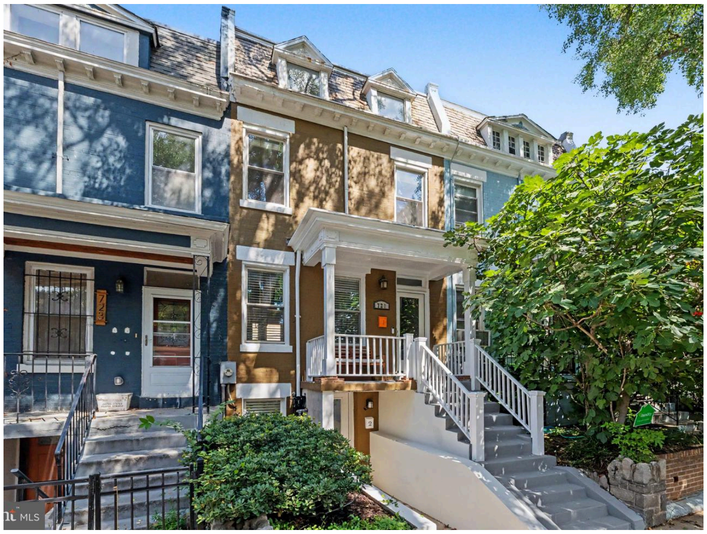
ACTIVE UNDER CONTRACT 9/9/26

3 Beds **2.00** Baths

Year Built **1913**

918 Sq. Ft. ($761 / sqft)

Days on market: **10**



Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Other"]

Full baths: 2.0

Acres: 0.02

Lot Size (sqft): 834

List date: 9/9/26

Updated: Sep 18, 2026 3:44 PM

List Price: $699,000

Orig list price: $699,000

Taxes: $4,999

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

High: CARDOZO EDUCATION CAMPUS

Elementary: TUBMAN

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Appliances: Dishwasher, Disposal, Dryer, Washer, Stove, Refrigerator

Total Sqft: 1377

Basement: Full

Bathrooms Total Integer: 2.0

Below Grade Finished Area: 459

Below Grade Finished Area Source: Estimated

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: Central A/C

Cooling Fuel: Electric

Foundation Details: Other

Heating: Heat Pump(s)

Heating Fuel: Electric

Hot Water: Natural Gas

Interior Features: Other, Dining Area, Window Treatments

Levels: 3

Living Area Source: Estimated

Lot Size Source: Assessor

Lot Size Units: Square Feet

Other Structures: Above Grade, Below Grade

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Interior Row/ Townhouse

Tax Lot: 177

Tax Year: 2026

Virtual Tour: View

Water Source: Public

Zoning: R4

Kenneth Bossard

Remarks

Welcome to 721 Harvard Street NW, a bright and inviting home tucked along a tree-lined street in Columbia Heights. Blending classic DC character with modern-day flexibility, this turn-key home offers an assumable VA loan at just 2.5% available to all buyers, a fully furnished lower-level studio, and the option for off-street parking. Natural light fills the main level, where the living and dining spaces flow easily into the kitchen. A rear door provides direct access to the yard, which can accommodate a compact parking space or be enjoyed as a private patio for outdoor dining and entertaining. Upstairs, two bedrooms and a full bathroom are joined by the convenience of bedroom-level laundry. The lower level adds exceptional versatility with a fully furnished studio featuring its own kitchenette, full bathroom, and separate laundryideal for an in-law suite, guest space, work-from-home office, or potential supplemental income. The sellers have successfully operated the studio as an Airbnb and report approximately $26,000 in annual income. Key improvements include the HVAC and tankless water heater replaced in 2019 and a dedicated lower-level mini-split added in 2021. With its sun-filled interiors, flexible floor plan and all that Columbia Heights has to offer within easy reach, 721 Harvard Street NW is a unique opportunity not to be missed.

Courtesy of Redfin Corp
Information is deemed reliable but not guaranteed.

721 Harvard St Nw Washington, DC 20001

MLS #DCDC2276558

$699,000

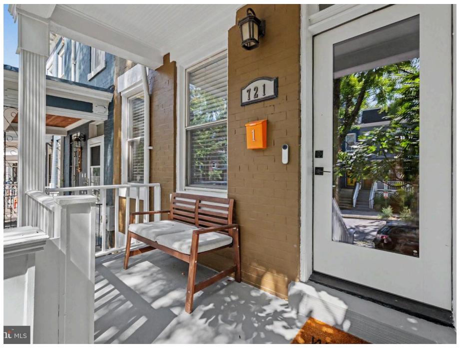
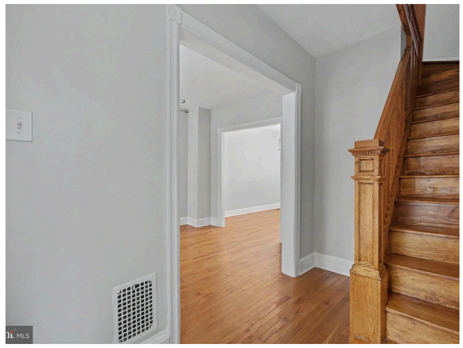
ACTIVE UNDER CONTRACT 9/9/26

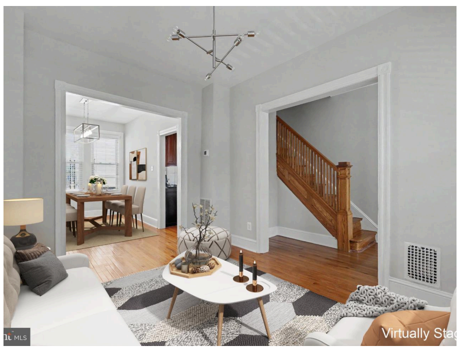
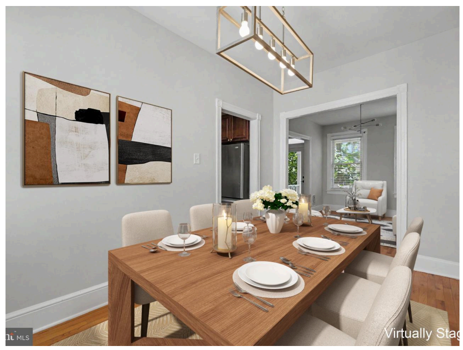
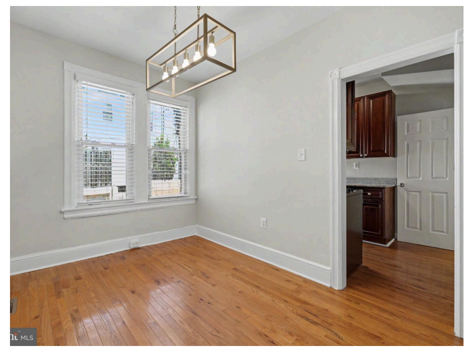
3 Beds **2.00** Baths

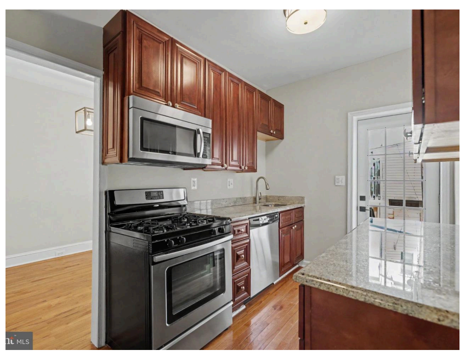
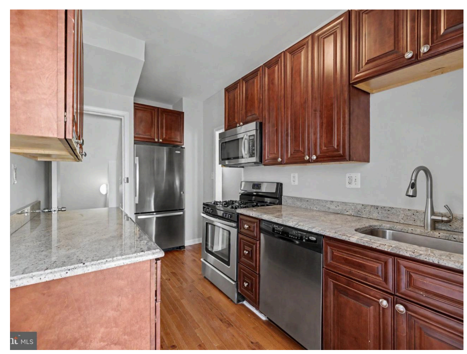
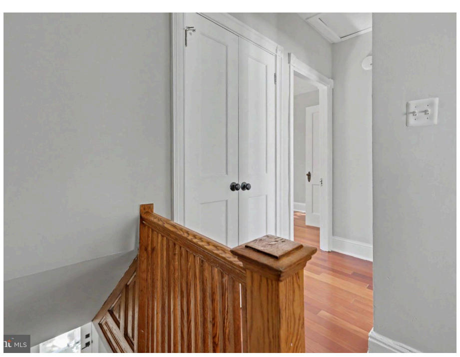
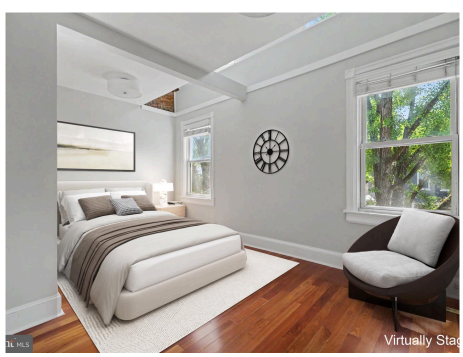
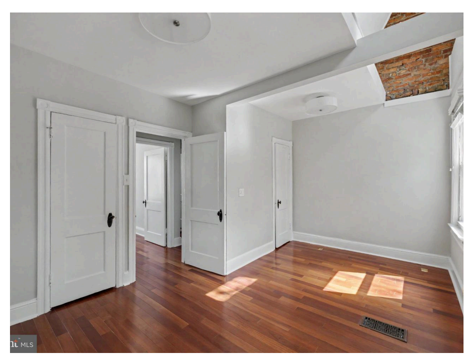
Year Built **1913**

918 Sq. Ft. ($761 / sqft)

Days on market: **10**

Kenneth Bossard

753 Harvard St Nw Washington, DC 20001

MLS #DCDC2276108

$489,000

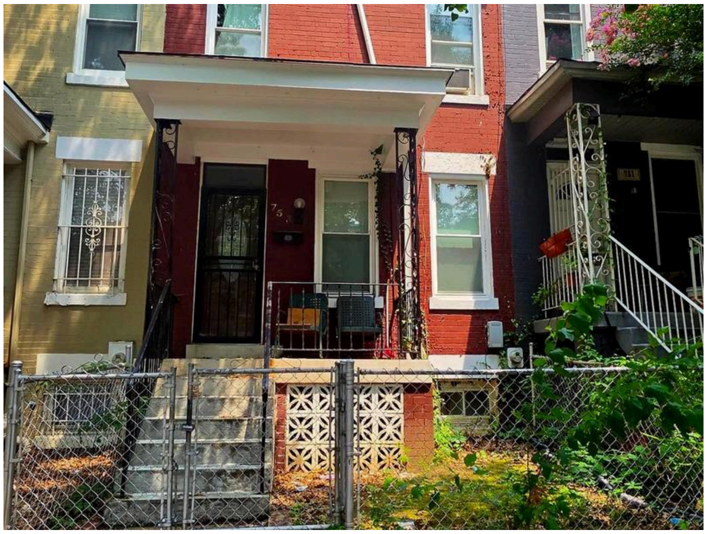
CANCELED 7/29/26

3 Beds **1.00** Baths

Year Built **1913**

864 Sq. Ft. ($566 / sqft)

Days on market: **37**



Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Federal"]

Full baths: 1.0

Acres: 0.02

Lot Size (sqft): 800

List date: 7/29/26

Off-market date: 9/3/26

Updated: Sep 2, 2026 8:21 PM

List Price: $489,000

Orig list price: $499,000

Taxes: $1,092

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: 32"+ wide Doors

Total Sqft: 1296

Basement: Connecting Stairway, Daylight, Full, Windows

Bathrooms Total Integer: 1.0

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick

Cooling: None

Cooling Fuel: None

Foundation Details: Slab

Heating: Hot Water

Heating Fuel: Natural Gas, Electric

Hot Water: 60+ Gallon Tank

Levels: 3

Living Area Source: Assessor

Lot Size Source: Assessor

Lot Size Units: Square Feet

Main Level Bedrooms: 3

Other Structures: Above Grade, Below Grade

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Unknown

Structure Type: Interior Row/Townhouse

Tax Lot: 80

Tax Year: 2026

Water Source: Public

Zoning: RF-1

Remarks

New Price! Exceptional investment opportunity on a charming, tree-lined street in one of DC's most desirable neighborhoods. Just blocks from the vibrant U Street and 14th Street corridors, Whole Foods, multiple Metro stations, major hospitals, and nearby universities, this property offers an unbeatable location for both investors and future homeowners.

A new boiler was installed just eight months ago, providing efficient radiant heat throughout the home. The spacious basement features excellent ceiling height, a washer and dryer, and a window that brings in natural light, offering tremendous potential for additional finished living space.

Whether you're looking to generate rental income, renovate and maximize the property's after-renovation value (ARV), or create your dream home, the possibilities are endless. The quaint rear yard backs to a small neighborhood park, providing a peaceful outdoor retreat in the heart of the city.

Priced to selldon't miss this outstanding opportunity.

Courtesy of McNair Realty Group, LLC
Information is deemed reliable but not guaranteed.

753 Harvard St Nw Washington, DC 20001

MLS #DCDC2276108

$489,000

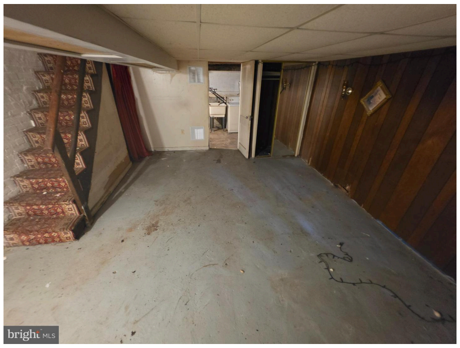
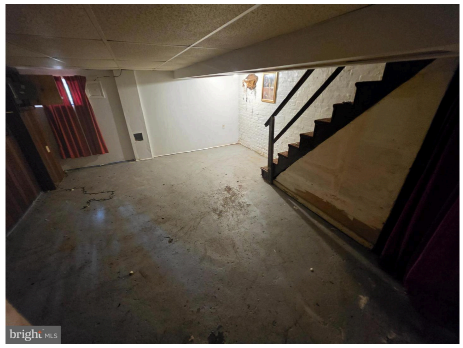
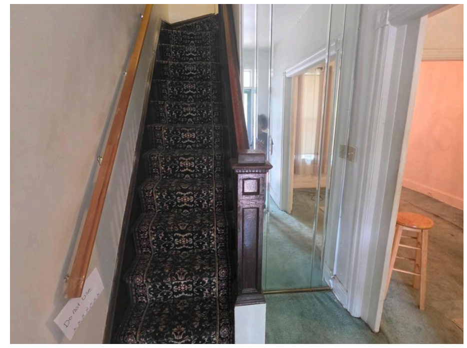
CANCELED 7/29/26

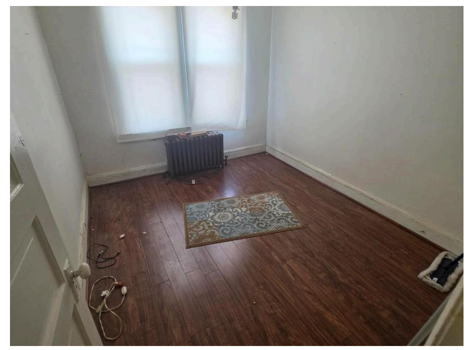
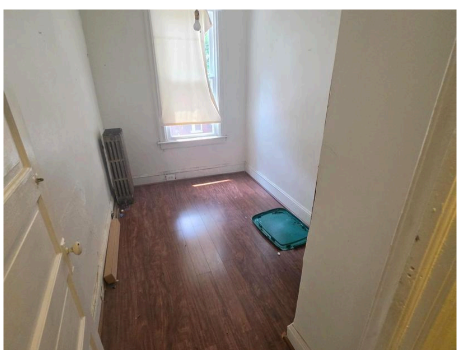
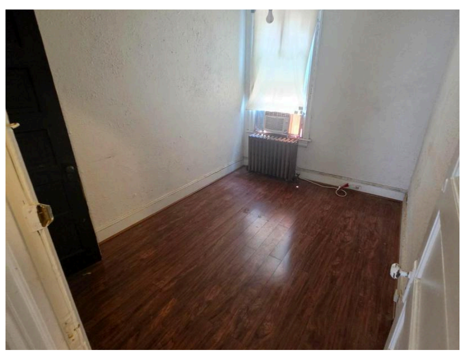
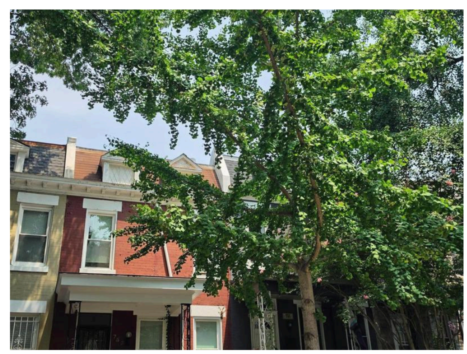
3 Beds **1.00** Baths

Year Built **1913**

864 Sq. Ft. ($566 / sqft)

Days on market: **37**

726 Columbia Rd Nw Washington, DC 20001

MLS #DCDC2280848

$550,000

ACTIVE 9/16/26

3 Beds **1.00** Baths

Year Built **1910**

1,236 Sq. Ft. ($445 / sqft)

Days on market: **1**

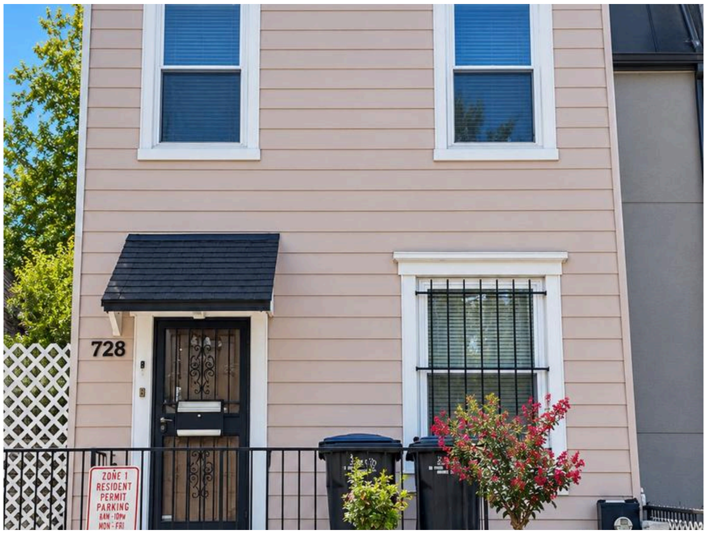


Photo not available

Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Other"]

Full baths: 1.0

Acres: 0.04

Lot Size (sqft): 1,600

List date: 9/16/26

Updated: Sep 15, 2026 8:06 PM

List Price: $550,000

Orig list price: $550,000

Taxes: $4,590

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Estimated

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Total Sqft: 1236

Bathrooms Total Integer: 1.0

Condo Y/N: N

Construction Materials: Other

Cooling: Central A/C

Cooling Fuel: Electric

Heating: Central

Heating Fuel: Natural Gas

Hot Water: Electric

Levels: 2

Living Area Source: Estimated

Lot Size Source: Estimated

Lot Size Units: Square Feet

Main Level Bedrooms: 3

Other Structures: Above Grade

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Sewer

Soil Types: Urban Land-Beltsville-Chillum

Structure Type: Other

Tax Year: 2026

Water Source: Public

Zoning: RF

Remarks

Discover a prime investment opportunity in the heart of Columbia Heights! This charming 3-bedroom, 1-bathroom residential property, built in 1910, offers a unique blend of historic character and modern potential. With a compact lot size of just 0.04 acres, this property is designed for low maintenance, making it an ideal choice for investors seeking to maximize returns. The property's strategic location in a vibrant neighborhood ensures strong rental demand, providing an excellent opportunity for cash flow. The absence of a pool and extensive outdoor maintenance means lower ongoing costs, allowing for a more favorable net operating income. While the property currently lacks parking, the surrounding area offers ample street parking and is well-connected to public transportation options, enhancing its appeal to potential tenants. The interior is a blank canvas, ready for updates that can significantly increase rental value and overall market appeal. Investors will appreciate the potential for appreciation in this sought-after area, coupled with the opportunity to renovate and increase equity. With no homeowners association fees to contend with, your investment remains flexible and profitable. Seize this chance to add a valuable asset to your portfolio in a neighborhood poised for growth. Schedule a viewing today and explore the possibilities this property has to offer!

Courtesy of Samson Properties
Information is deemed reliable but not guaranteed.

606 Kenyon St Nw Washington, DC 20010

MLS #DCDC2258832

$549,999

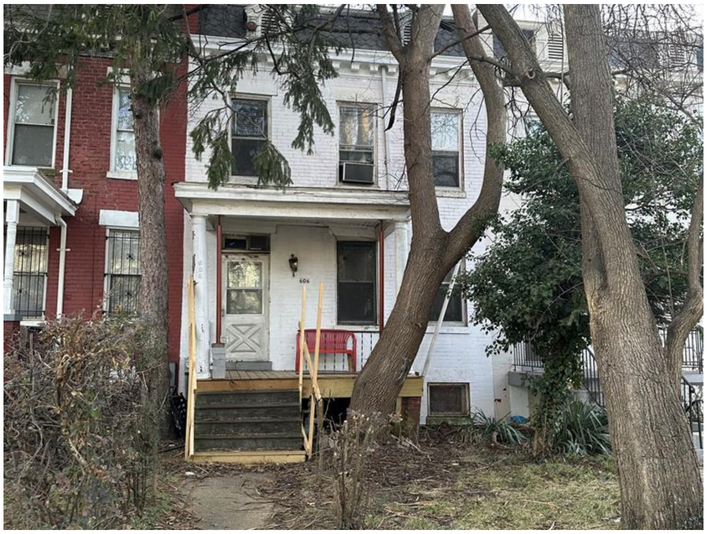
ACTIVE 4/28/26

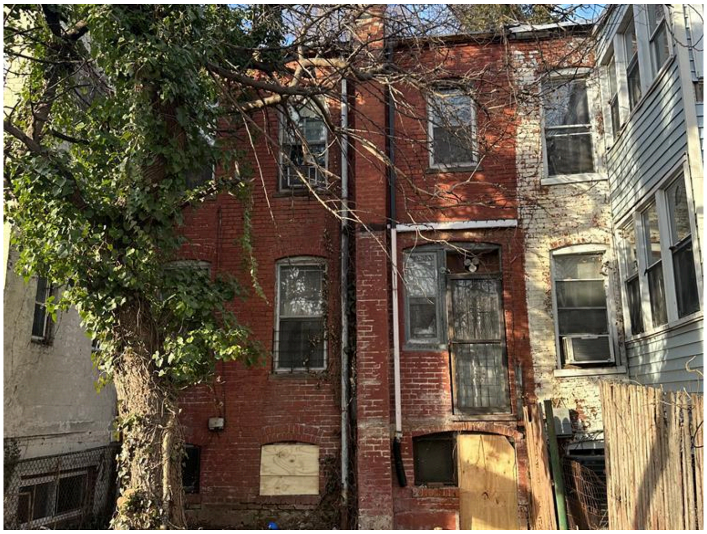
3 Beds **1.10** Baths

Year Built **1912**

1,280 Sq. Ft. ($430 / sqft)

Days on market: **143**





Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: NONE AVAILABLE

Style: ["Traditional"]

Full baths: 1.0

Half baths: 1.0

Acres: 0.05

Lot Size (sqft): 2,215

List date: 4/28/26

Updated: Sep 17, 2026 1:37 PM

List Price: $549,999

Orig list price: $650,000

Taxes: $17,780

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

High: CARDOZO EDUCATION CAMPUS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: 2+ Access Exits

Total Sqft: 1920

Bathrooms Total Integer: 2.0

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: N

Construction Materials: Brick, Masonry

Cooling: Central A/C

Cooling Fuel: Electric

Direction Faces: North

Electric: 120/240V

Exterior Features: Other

Foundation Details: Other

Heating: Forced Air

Heating Fuel: Natural Gas

Hot Water: Natural Gas

Levels: 2

Living Area Source: Assessor

Lot Size Source: Assessor

Lot Size Units: Square Feet

Main Level Bedrooms: 1

Other Structures: Above Grade, Below Grade

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Public Septic

Soil Types: Unknown

Structure Type: Interior Row/ Townhouse

Tax Lot: 103

Tax Year: 2025

Water Source: Public

Zoning: RF1

Remarks

Charming DC rowhome located in the heart of Columbia Heights, just steps from Rock Creek Park, dining, shopping, and Metro access. This well-situated property offers a functional layout with classic city living appeal, featuring proximity to green space while remaining close to all urban conveniences. Ideal for buyers seeking a vibrant neighborhood lifestyle with strong connectivity to downtown Washington, DC. We are in the process of trashing this property out.

Courtesy of XRealty.NET LLC
Information is deemed reliable but not guaranteed.

606 Kenyon St Nw Washington, DC 20010

MLS #DCDC2258832

$549,999

ACTIVE 4/28/26

3 Beds **1.10** Baths

Year Built **1912**

1,280 Sq. Ft. ($430 / sqft)

Days on market: **143**

616 Kenyon St Nw Washington, DC 20010

MLS #DCDC2280556

$474,999

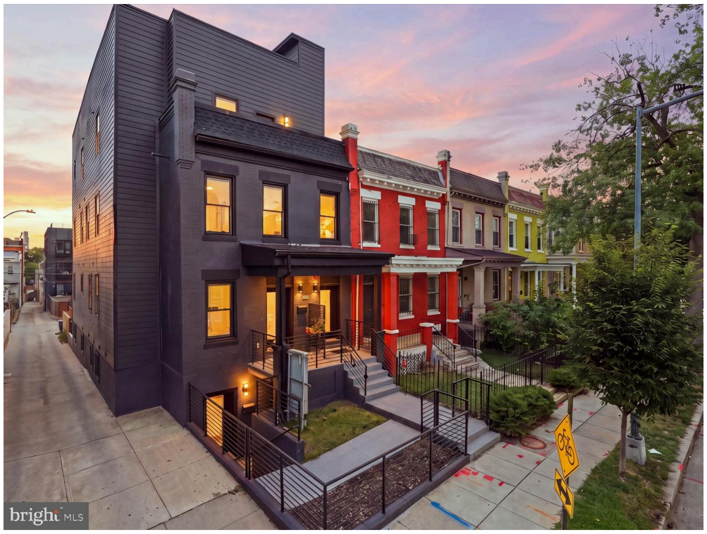
ACTIVE 8/27/26

3 Beds **2.00** Baths

Year Built **1908**

1,428 Sq. Ft. ($333 / sqft)

Days on market: **29**



Details

Prop Type: Single Family Residence

County: WASHINGTON

Subdivision: COLUMBIA HEIGHTS

Style: ["Contemporary"]

Full baths: 2.0

Lot Size (sqft):

List date: 8/27/26

Updated: Sep 24, 2026 1:25 PM

List Price: $474,999

Orig list price: $550,000

Taxes: $6,583

School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area Source: Assessor

Above Grade Finished Area Units: Square Feet

Accessibility Features: None

Total Sqft: 2142

Association Amenities: None

Association Fee 2: 256

Association Fee 2 Frequency: Monthly

Association Fee Includes: Common Area Maintenance

Bathrooms Total Integer: 2.0

Below Grade Finished Area Source: Assessor

Below Grade Finished Area Units: Square Feet

Condo Y/N: Y

Construction Materials: Brick

Cooling: None

Cooling Fuel: Electric

Entry Level: 1

Heating: Hot Water

Heating Fuel: Electric

Hot Water: Electric

Levels: 1

Living Area Source: Assessor

Main Level Bedrooms: 3

Other Structures: Above Grade, Below Grade

Pets Allowed: Case by Case Basis

Special Listing Conditions: Standard

Senior Community Yn: false

Sewer: Private Sewer

Soil Types: Chillum-Urban Land Complex

Structure Type: Unit/Flat/Apartment

Tax Lot: 78

Tax Year: 2025

Water Source: Public

Zoning: RF-1

Remarks

This newly renovated 3-bedroom, 2-bath unit at 616 Kenyon Street NW delivers a clean, modern interior with a layout that makes excellent use of the space. The open living area flows directly into a standout kitchen featuring an oversized waterfall-edge island, quartz surfaces and backsplash, white cabinetry, black hardware and fixtures, and stainless steel appliances including a wall oven. Wide-plank flooring, recessed lighting and crisp black interior doors carry a consistent modern look throughout the home. The bedrooms offer flexibility for sleeping space, guests or a home office, while two completely renovated bathrooms feature contemporary tile, updated vanities and matte black finishes. Large windows bring natural light into the lower-level setting, and a rear exterior door provides direct access outside to the building's shared rear area. An in-unit washer and dryer adds another everyday convenience. Completely renovated and ready for its first owner, this is a sharp, thoughtfully finished three-bedroom home in Columbia Heights with easy access to the restaurants, shops, Metro and neighborhood amenities along Georgia Avenue, 11th Street and throughout the surrounding area.

Courtesy of RE/MAX Distinctive Real Estate, Inc.
Information is deemed reliable but not guaranteed.

616 Kenyon St Nw Washington, DC 20010

MLS #DCDC2280556

$474,999

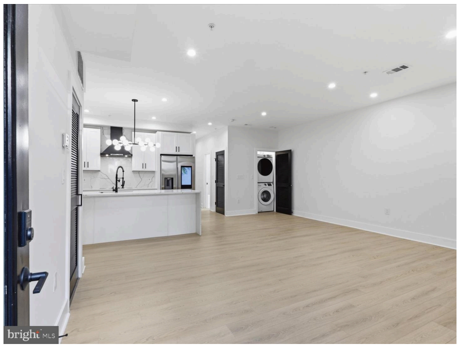
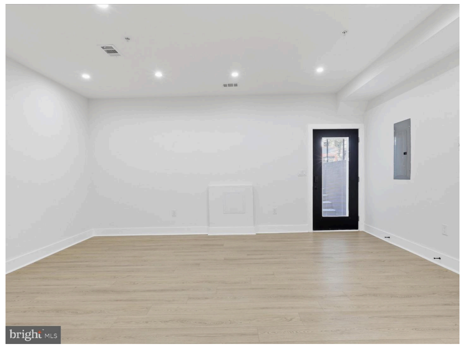
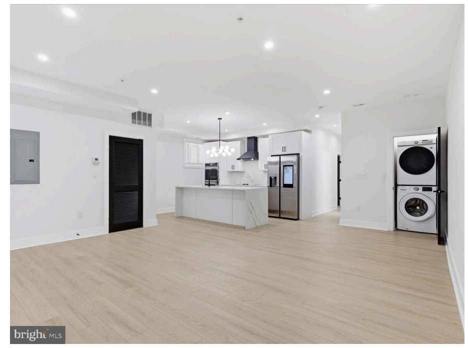
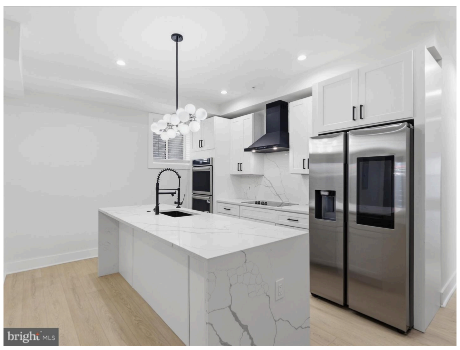
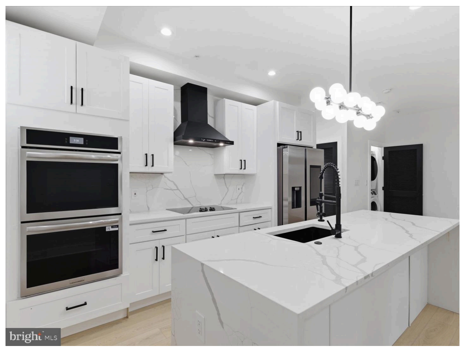
ACTIVE 8/27/26

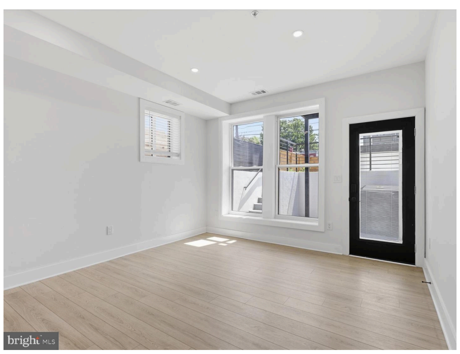
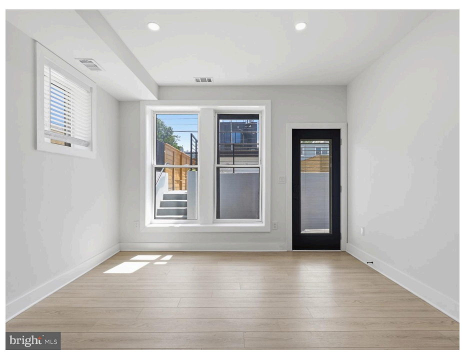
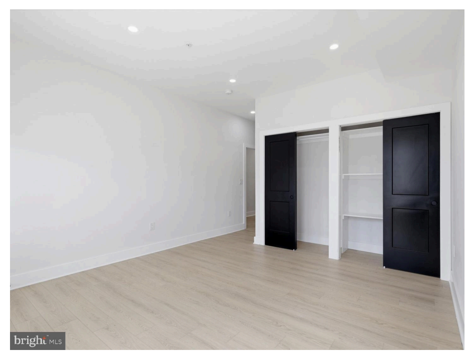
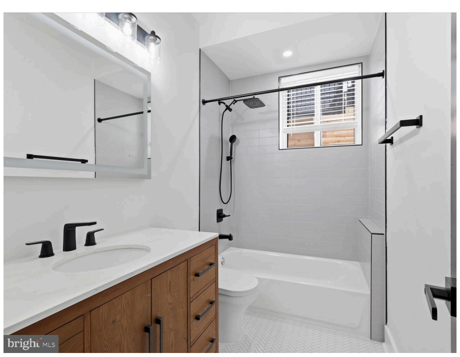
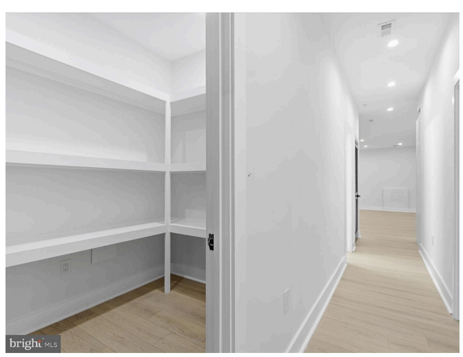
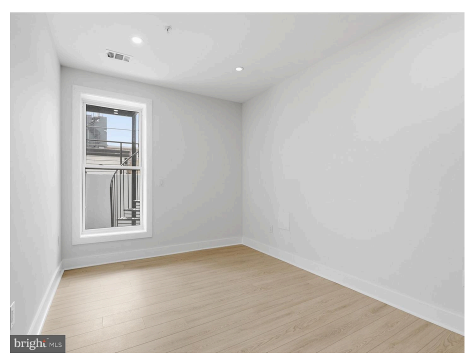
3 Beds **2.00** Baths

Year Built **1908**

1,428 Sq. Ft. ($333 / sqft)

Days on market: **29**

Analysis

Kenneth Bossard

Comparable Property Statistics

S 2 Sold Listings

LOWEST	AVERAGE	HIGH	AVG PRICE / SQFT	AVG DOM
$425,000	$612,500	$800,000	$514	13

P 4 Active Under Contract Listings

LOWEST	AVERAGE	HIGH	AVG PRICE / SQFT	AVG DOM
$499,900	$618,225	$699,000	$583	49

C 1 Cancelled Listings

LOWEST	AVERAGE	HIGH	AVG PRICE / SQFT	AVG DOM
$489,000	$489,000	$489,000	$566	37

A 3 Active Listings

LOWEST	AVERAGE	HIGH	AVG PRICE / SQFT	AVG DOM
$474,999	$524,999	$550,000	$402	58

Sold Property Analysis

Averages

90.84%

Homes sold for an average of 90.84% of their list price.

13 Days on market

It took an average of 13 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	$ PER SQFT
631 Keefer Pl Nw	$499,000	$425,000	85.17%	16	$342
1011 Kenyon St Nw	$829,000	$800,000	96.50%	9	$685
Averages	**$664,000**	**$612,500**	**90.84%**	**13**	**$514**

Suggested List Price

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

$700,000 - $800,000

$566 / sqft - $647 / sqft

Comparable Averages *per* Status

S 2 Sold

$612,500 $514 / sqft

13 Days on Market

P 4 Active Under Contract

$618,225 $583 / sqft

49 Days on Market

C 1 Cancelled

$489,000 $566 / sqft

37 Days on Market

A 3 Active

$524,999 $402 / sqft

58 Days on Market

Disclaimer

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 fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

Time To Sell

13 Days on Market

90.84% of list price

Sold homes were on the market for an average of 13 days before they accepted an offer. These homes sold for an average of 90.84% of list price.

	ADDRESS	STATUS	LIST PRICE	SOLD PRICE	DOM	% OF LIST $
1	631 Keefer Pl Nw	Closed	$499,000	$425,000	16	85.17%
2	1011 Kenyon St Nw	Closed	$829,000	$800,000	9	96.50%
3	755 Irving St Nw	Active Under Contract	$650,000	-	11	-
4	749 Girard St Nw	Active Under Contract	$499,900	-	64	-
5	775 Hobart Pl Nw	Active Under Contract	$624,000	-	111	-
6	721 Harvard St Nw	Active Under Contract	$699,000	-	10	-
7	753 Harvard St Nw	Canceled	$489,000	-	29	-
8	726 Columbia Rd Nw	Active	$550,000	-	1	-
9	606 Kenyon St Nw	Active	$549,999	-	143	-
10	616 Kenyon St Nw	Active	$474,999	-	29	-
	Averages		**$586,490**	**$612,500**	**43**	**90.84%**

Average Price Per Sq Ft

$514 Sqft.

Comparable homes sold for an average of $514 / sq. ft. Many factors such as location, use of space, condition, quality, and amenities determine the market value per square foot, so reviewing each comp carefully is important.

	ADDRESS	STATUS	SOLD PRICE	SQ. FT.	$/SQ.FT
1	631 Keefer Pl Nw	Closed	$425,000	1,242	$342
2	1011 Kenyon St Nw	Closed	$800,000	1,168	$685
3	755 Irving St Nw	Active Under Contract	-	1,336	$487
4	749 Girard St Nw	Active Under Contract	-	1,384	$361
5	775 Hobart Pl Nw	Active Under Contract	-	864	$722
6	721 Harvard St Nw	Active Under Contract	-	918	$761
7	753 Harvard St Nw	Canceled	-	864	$566
8	726 Columbia Rd Nw	Active	-	1,236	$445
9	606 Kenyon St Nw	Active	-	1,280	$430
10	616 Kenyon St Nw	Active	-	1,428	$333
	Averages		**$612,500**	**1,172**	**$513**

Closing

Kenneth Bossard

Marketing Action Plan

Below are a few of the services we can provide as part of the marketing of your home. Before we can get started, the first important step is to:

- ○ Sign and complete the Listing Agreement

First Week

- ○ Enter listing into the MLS system.
- ○ Put up "For Sale" yard sign.
- ○ Install lock box. (optional)
- ○ Schedule time to shoot property photos.
- ○ Review showing procedure.
- ○ Prepare property flyer.
- ○ Syndicate listing to real estate websites.

Second Week

- ○ Invite brokers and agents to tour home.
- ○ Begin agent to agent marketing efforts.
- ○ Review and update status.

Third Week

- ○ Hold Open House.

Ongoing activities

- Show property to potential buyers.
- Follow-up on Internet leads.
- Monitor market conditions.
- Monitor comparable properties for sale.
- Monitor foreclosures and short sales in market.

Why You Need a Real Estate Professional

Given the proliferations of services that help home buyers and sellers complete their own transaction, you may have considered whether you should go it yourself instead of working with an agent. However, there is no substitute for an experienced professional, and taking on all the responsibility yourself could be costlier than an agent's commission in the long run.

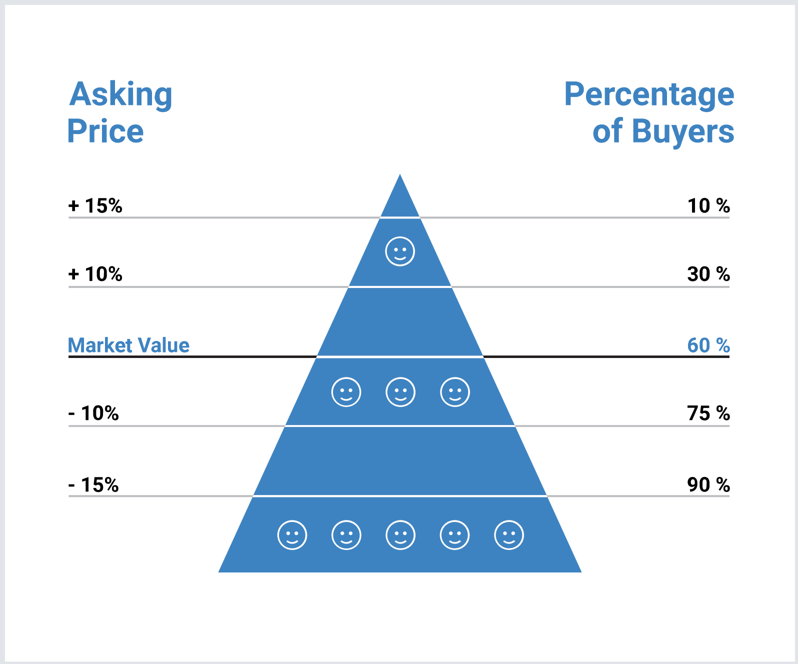
According to the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, only 7% of homes sales were accomplished as for sale by owners (FSBO), and of those, 57% knew their buyer personally. FSBO home sales had a median price of $260,000 in 2021, compared to the agent assisted home sale median price of $318,000.

Beyond the price advantage of using an agent, homes listed by real estate professionals get more exposure and their sellers get more support. Here are some other considerations:

- They're trained and licensed professionals.
- They have experience in your neighborhood and your market.
- They have oversight from brokers and state licensing officials.
- Their job is to advise you the best way to reach your goals.
- They know how to present your home and deal with buyers.
- They know how and where to market properties effectively.
- They know how to overcome typical snags that occur in real estate transactions and closings.
- They understand state-required disclosures and look out for your best interests.
- They understand personal safety and security for your belongings during showings.
- They know the best resources to make transactions go more smoothly, from bankers to home-stagers to contractors.
- They have access to the most accurate and comprehensive data - the MLS, the only data repository that has the most up-to-date listing and sales information.
- They know how to negotiate.
- Their job is making real estate transactions successful.
- Their continuing education keeps them up-to-date on housing issues.

With a real estate professional in your corner, you'll have a partner by your side to advocate for you and advise you through the entire home sale process.

Intelligent Pricing and Timing



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

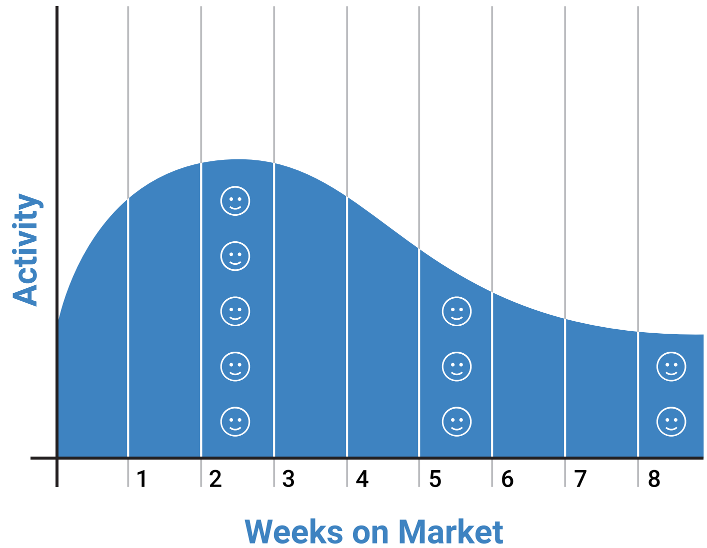
- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.

Intelligent Pricing and Timing



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.

Curb Appeal, A First Impression That Lasts

Most buyers form their first impression of your home before they even get out of the car. Curb appeal is the view from the curb that gives potential buyers the first chance to fall in love with your home.

The exterior of your home should be in pristine condition - clean, cleared of clutter, with no visible repairs needed. A broken step, overgrown bush, or abandoned toys in the yard can spoil both the home's appearance and the potential buyer's first impression.

Here's a simple cleanup and spruce up checklist to make sure your home leaves a stellar first impression:

- Clear driveways and walkways of snow, weeds, and debris. Repair or replace cracked steps or pavers. Whenever possible, driveways should be clear of vehicles.
- Keep your lawn mowed, edged, and watered. Prune dead branches and plants. Weed flower beds and replace leggy, thin landscaping with fresh plants and flowers.
- Replace loose or damaged roof shingles, clean the gutters, and paint and caulk window trim and doors.
- Make the front door area shine: consider repainting your front door and placing a new welcome mat. Polish the door hardware and make sure all front facing windows are clean.
- Power wash siding, brick, windows, and porches.
- Replace light fixtures -and if possible, pick new fixtures with the same mounting system to save time and hassle.
- Install new house numbers that match the finish of your light fixtures.
- Consider upgrading your mailbox; it's an inexpensive fix and the first thing that buyers will see when they pull up to your home.
- Install flowerboxes or pots of blooming flowers for a pop of color.
- Hang a seasonal wreath from your front door.

Staging Your Home

When you list your home for sale, it becomes a product rather than your personal retreat. You want potential homebuyers to be able to envision themselves living in the home, which can be difficult if your family's personality is still evident. Before going on market, your agent will recommend decluttering and depersonalizing, but you may also want to bring in a professional stager to help guide you through showing your home in its most marketable light.

When done correctly, staging can not only set the right emotional tone for buyers about the home, but can also help highlight the most attractive features of the home. Staging can potentially make you money, too: 77% of listing agents said a well-staged environment increases the dollar value buyers are willing to offer, according to the National Association of Realtors Profile of Home Staging. Staging can also shorten the length of time your home is on the market, with agents reporting that their staged homes were going under contract faster than those without.

A professional stager will typically begin with an in-home consultation, where they will walk through your home with you, review the property, and provide a report with their advice for the home. The report will include advice on de-cluttering, storing items, reorganizing furniture placement, and possibly changing out paint colors in different rooms. The stager may also give tips for improving curb appeal. The most common rooms that are staged are the living room, kitchen, master bedroom, and dining room.

Depending on what your home needs, and whether you want to do the work yourself or hire it done, your stager could handle bringing in supplementary furniture and décor items, manage painting or other contractors coming to your home, and have a more hands on role in getting your home ready to go on the market. The cost of services provided will vary depending how much assistance your home will need.

Showings and Open House Checklist

Once your home goes on the market, real estate agents may call to show your home anytime, even if you've listed preferred showing times in the instructions. Keeping your home in showtime condition can be challenging, especially if you have children and pets. Here are some pointers for presenting your home in the best light

Showings & Open House Checklist

- Eliminate clutter: The less cluttered your home, the better it shows. If you have a lot of knick-knacks, collections, or family mementos, consider renting a portable storage unit, which can be stored until it's time to deliver it to your new home.
- Keep, donate, throw away: If you have time before you go on the market, sort unwanted belongings into one of these three baskets. You'll receive more in tax benefits for your donations than pennies on the dollar at a garage sale. It's faster, more efficient and you'll help more people.
- Remove temptations: Take valuable jewelry and collectibles to a safety deposit box, a safe, or store them in a secure location. Also secure your prescription medicine and private financial documents.
- Remove breakables: Figurines, china, crystal and other breakables should be packed and put away in the garage or storage.
- Be hospitable: You want your home to look like a home. Open the blinds, turn on the lights, and make visitors feel welcomed.
- Have a family plan of action: When a showing happens at an inconvenient time, get the family engaged. Everyone can pitch in to tidy up in a hurry: pick up glasses, plates, clothing, and anything else left lying about.
- Get in the habit: Wash dishes immediately after meals. Clean off countertops. Make beds in the morning. Keep pet toys and beds washed and smelling fresh.
- Clean out the garage and attic: Buyers want to see what kind of storage there is.

The Essential Five-minute Clean-up for Showings

Everyone gets a basket and cleans up clutter. Check for hazards, like toys left on the floor. Make sure all toys, including bicycles, are put away.

- Put pets in daycare, sleep cages or take them with you: In the listing instructions, there should be a warning if there is a big dog on premises. Buyers with allergies also may appreciate knowing in advance if you have pets.
- Turn on lights: Open the drapes, turn on lights so buyers can really see.
- Give the buyer privacy: The buyer cannot come to your home without being accompanied by an agent. They will be more comfortable touring the home without your presence.

Moving Checklist

Moving to a new home can be an exciting but stressful journey. By finding the right movers and having a good, though flexible, moving plan, most of the common moving headaches can be easily avoided.

Start planning

Finding the best mover for you at the right price involves a simple evaluation of your needs. Moving companies provide a wide range of services, from planning your move, storing your things, packing and unpacking, to decorating and organizing your belongings in your new home. You can choose which services you want and have them tailored to suit your budget.

Compare movers

When you compare price and service estimates from several companies, you will find that estimates are based on the weight of your household items, the distance they will be moved, and the amount of packing and other services you will require. Be sure to show the estimator every item that will be moved. Estimates should be done in person and include a clear explanation of rates and charges that will apply, the mover's liability for your belongings, pick-up and delivery schedules, and claims protection.

If you are moving interstate, you should read and understand all of the information you will receive. In addition to brochures explaining their various services, moving companies should give you a copy of a consumer booklet titled "Your Rights and Responsibilities When You Move" and information regarding the mover's participation in a Dispute Settlement Program. Distribution of the consumer booklet and the requirement that movers must offer shippers neutral arbitration as a means of settling disputes that may arise concerning loss or damage on household goods shipments are requirements of the Federal Highway Administration (FHWA).

Be prepared

Even in the most well-planned moves, something unexpected may happen. In those instances, insurance is crucial. Check with your homeowner's insurance provider about coverage for your belongings while moving. Your mover will provide either released value insurance (about $0.60 per pound of goods lost or damaged, according to NAVL.com) or full replacement value, which you must sign for on your bill of lading. If you are not sure how to estimate the value of your belongings for insurance purposes, your insurance carrier can help. Items of special value such as heirlooms, paintings, or collectibles can be insured under separate riders. In the event of damage to an item, file a claim immediately. Be sure to save the packing materials to show to the adjuster, should there be any problems.

Packing up and moving on

Once the time has come to start packing and organizing, here are some tips to make the process smooth:

- Start by packing the things you use most infrequently.

- Pare down items that have accumulated over time by grouping them into 3 categories Keep, Donate, or Throw Away.
- Create an inventory sheet of valuables and a list of which boxes they were packed in.
- Label your boxes according to the rooms where they'll be moved - bedroom #2, 1st floor bath, etc. Consider using different colored stickers/tape for each room.
- Provide your movers with copies of the floorplan of your new home, so they can move more efficiently without having to stop and ask you where things go.
- Try to keep boxes under 50 lbs. whenever possible, put heavier items in smaller boxes to reduce bulkiness, and place lighter items in larger boxes.
- Dispose of items that can't be moved, like flammable liquids, cleaning fluids, etc. Prepare your mower by emptying the fuel and recycle your propane grill tanks.
- Snap a photo of the back of electronic devices so you know which wires to attach when setting them up in your new home.
- Pack an overnight bag with moving day essentials, including toiletries, clothes, medications, and charger cords.

Listing Paperwork Overview

It is my job to bring you an offer that you want, at the price you want, at the terms you want.

To begin that process we need to complete the listing agreement paperwork. This will let me start the process of marketing and selling your home, but it also serves to protect you and your assets. Here's an overview of the information I will need to begin the process of selling your home. I'm going to start off with the top 5 pieces of information we capture in the listing agreement.

1. First off I'm going to need basic information like your name and the address of the property we are listing for sale.
2. We also want to agree on what types of offers we can accept.
3. We need to include the agreed-upon list price.
4. We will also document what my compensation will be when the property is sold.
5. One of the most important aspects of a listing agreement is to highlight what items are not included with the sale of the property. For instance, is there a chandelier you want to take with you?

Here is some other important information we will also capture in the listing agreement.

- How I handle multiple offer situations
- Required disclosures
- Indemnification
- Fair housing
- HOA details
- Special Assignments?
- Yard Sign
- Lockbox
- Is the property vacant or leased, how long?
- Tax
- Mediation
- Was or is the house in foreclosure
- Has a notice of default been issued
- State laws
- Internet marketing permission

There may be other information that is tied to state or local regulations but I will make sure to go over these while we are completing the paperwork.

The Value of Your Home

In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.