

Comparative Market Analysis



**1300 Trinidad Avenue Northeast, Washington,
District of Columbia 20002**

Investor Video #1

SEPTEMBER 10, 2026

Kenneth Bossard

September 10, 2026

Dear Investor Video #1,

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.

The upside potential for a renovated property here is \$900,000 for a single family and over \$2 million for a condominium conversion.

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 Community 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.

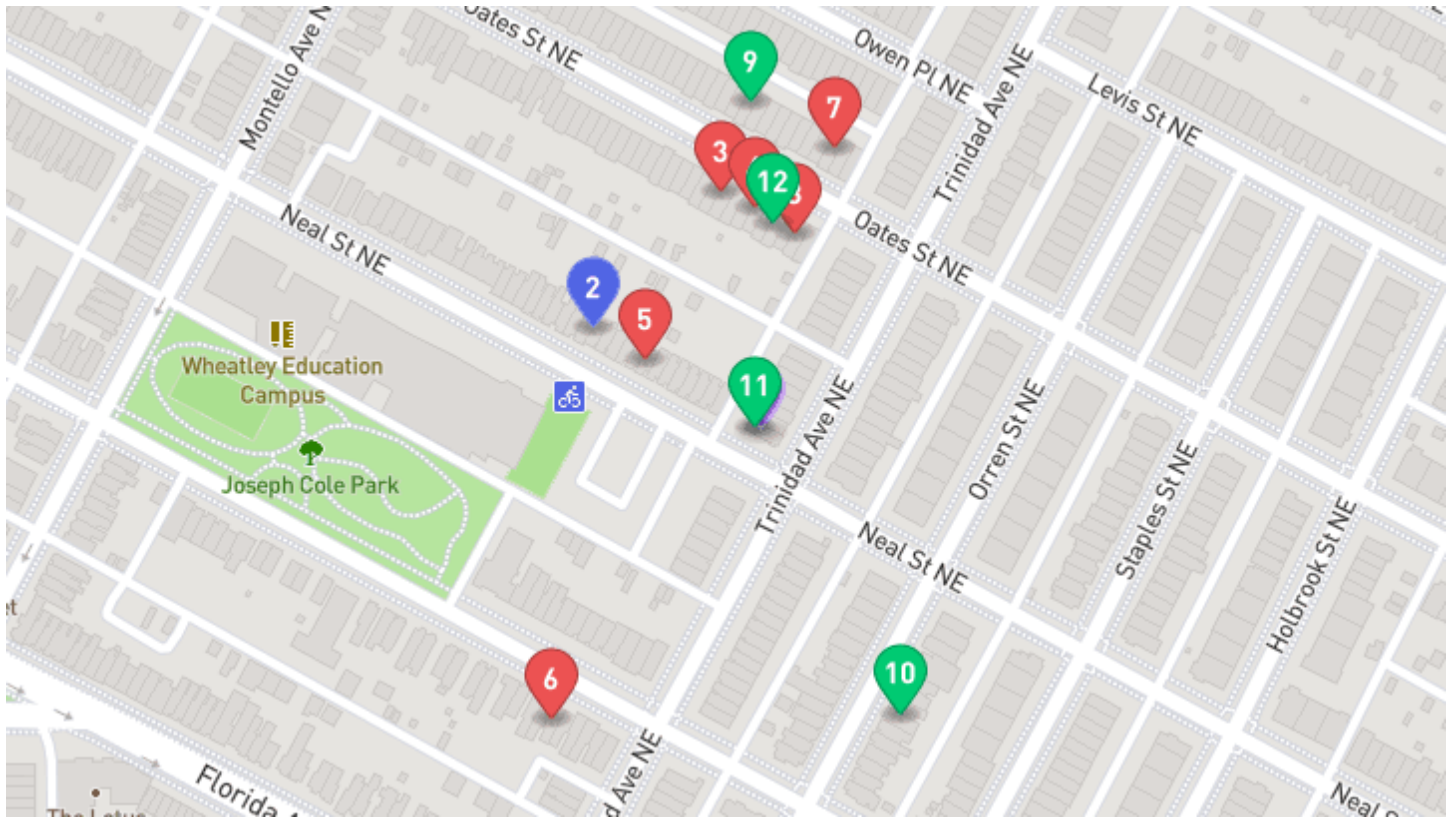
CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

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: X = EXPIRED S = CLOSED A = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject		1300 Trinidad Ave NE	3	1.00	1,408	-
2	DCDC2210906	X	1264 Neal St Ne	-	0.00	1,020	\$555,000
3	DCDC2231656	S	1269 Oates St Ne	3	1.00	1,294	\$415,000
4	DCDC2244406	S	1277 Oates St Ne	3	1.00	1,294	\$454,750
5	DCDC2191502	S	1274 Neal St Ne	3	1.00	1,020	\$410,000
6	DCDC2265610	S	1261 Morse St Ne	3	2.00	1,598	\$690,000
7	DCDC2232422	S	1278 Oates St Ne	3	1.10	1,294	\$455,000
8	DCDC2252206	S	1283 Oates St Ne	4	3.10	1,294	\$900,000
9	DCDC2278532	A	1262 Oates St Ne	3	1.00	1,294	\$546,560
10	DCDC2260678	A	1213 Orren St Ne	3	2.00	1,595	\$524,000
11	DCDC2274306	A	1300 Trinidad Ave Ne	3	1.10	1,408	\$499,000
12	DCDC2267570	A	1279 Oates St Ne	4	3.10	1,278	\$894,999

Summary of Comparable Properties

X EXPIRED LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
1264 Neal St Ne	-	-	0.00	1,020	\$555,000	\$544
Averages				1,020	\$555,000	\$544

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	SOLD PRICE	\$/SQ.FT
1269 Oates St Ne	6/25/26	3	1.00	1,294	\$415,000	\$321
1277 Oates St Ne	5/29/26	3	1.00	1,294	\$454,750	\$351
1274 Neal St Ne	5/13/26	3	1.00	1,020	\$410,000	\$402
1261 Morse St Ne	7/8/26	3	2.00	1,598	\$690,000	\$432
1278 Oates St Ne	3/13/26	3	1.10	1,294	\$455,000	\$352
1283 Oates St Ne	5/26/26	4	3.10	1,294	\$900,000	\$696
Averages				1,299	\$554,125	\$426

A ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
1262 Oates St Ne	-	3	1.00	1,294	\$546,560	\$422
1213 Orren St Ne	-	3	2.00	1,595	\$524,000	\$329
1300 Trinidad Ave Ne	-	3	1.10	1,408	\$499,000	\$354
1279 Oates St Ne	-	4	3.10	1,278	\$894,999	\$700
Averages				1,393	\$616,139	\$451



Listings

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1264 Neal St Ne

Washington, DC 20002

MLS #DCDC2210906

\$555,000

EXPIRED 7/14/25

Beds 0.00 Baths

Year Built 1923

1,020 Sq. Ft. (\$544 / sqft)

Days on market: 261



Details

Prop Type: Single Family Residence	Acres: 0.06	Updated: Apr 30, 2026 8:23 PM	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS
County: WASHINGTON	Lot Size (sqft): 2,501	List Price: \$555,000	
Subdivision: TRINIDAD	List date: 7/14/25	Orig list price: \$630,000	
Style: ["Traditional"]	Off-market date: 4/30/26	Taxes: \$30,880	

Features

Above Grade Finished Area Source: Assessor	Construction Materials: Brick	Living Area Source: Assessor	Soil Types: Urban Land-Beltsville-Chillum
Above Grade Finished Area Units: Square Feet	Cooling: None	Lot Size Source: Assessor	Structure Type: Interior Row/Townhouse
Accessibility Features: Level Entry - Main, Other	Cooling Fuel: None	Lot Size Units: Square Feet	Tax Lot: 78
Total Sqft: 1020	Exterior Features: Other	Other Structures: Above Grade, Below Grade	Tax Year: 2024
Below Grade Finished Area Source: Assessor	Foundation Details: Permanent	Patio And Porch Features: Porch(es)	Water Source: Public
Below Grade Finished Area Units: Square Feet	Heating: Hot Water	Special Listing Conditions: Standard	Zoning: RF-1
Condo Y/N: N	Heating Fuel: Electric	Senior Community Yn: false	
	Hot Water: Natural Gas	Sewer: Public Sewer	
	Levels: 2		

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Remarks**UNLOCK THE OPPORTUNITY!**

You can't overstate the huge opportunity here for the most discerning with a vision. Fantastic conversion, OR, opportunity in Trinidad. The home sits on a generous lot in a desirable neighborhood. This property offers incredible upside for those willing to roll up their sleeves. With solid bones, a layout and yard full of potential, it is the perfect canvas to reimagine and revive.

Bring your creativity, this is your chance to transform this gem into a showstopper! Home is sold AS IS.e is sold AS IS with plans ready for build.

Courtesy of Samson Properties

Information is deemed reliable but not guaranteed.

1269 Oates St Ne

Washington, DC 20002

MLS #DCDC2231656

\$415,000**CLOSED** 6/25/26**3 Beds 1.00 Baths****Year Built 1924****1,294 Sq. Ft.** (\$321 / sqft)**Days on market: 162**

Details

Prop Type: Single Family Residence**County:** WASHINGTON**Subdivision:** TRINIDAD**Style:** ["Colonial"]**Full baths:** 1.0**Acres:** 0.06**Lot Size (sqft):** 2,513**List date:** 11/19/25**Off-market date:** 6/25/26**Updated:** Jun 25, 2026 1:18 PM**List Price:** \$475,000**Orig list price:** \$600,000**Taxes:** \$1,177**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:** Disposal, Dryer, Refrigerator, Washer, Water Heater, Oven - Single**Total Sqft:** 1821**Association Fee Includes:** None**Basement:** Rear Entrance, Walkout Level, Windows, Heated**Bathrooms Total Integer:** 1.0**Below Grade Finished Area:** 258**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**Flooring:** Wood**Foundation Details:** Concrete Perimeter**Heating:** Hot Water, Radiator**Heating Fuel:** Natural Gas**Hot Water:** Natural Gas**Interior Features:** Bathroom - Tub Shower, Carpet, Dining Area, Formal/Separate Dining Room, Family Room Off Kitchen**Laundry Type:** Basement**Levels:** 2**Living Area Source:** Assessor**Lot Size Source:** Assessor**Lot Size Units:** Square Feet**Other Structures:** Above Grade, Below Grade**Pets Allowed:** Case by Case Basis**Special Listing Conditions:** Standard**Senior Community Yn:** false**Sewer:** Public Sewer**Soil Types:** Unknown**Structure Type:** Interior Row/Townhouse

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Tax Lot: 115**Tax Year:** 2025**Water Source:** Public**Zoning:** 0

Remarks

SPRING IS HERE. MAJOR PRICE REDUCTION..... Discover a true diamond in the rough in the sought-after Trinidad community! Offered strictly as is, this home sits on an oversized lot and features a desirable walk-out basement, presenting exceptional potential for renovation or expansion. With a little tender love and care, this property can truly shine.

Inside, you'll find original hardwood floors, rich wood trim, and a welcoming skylight that fills the home with natural light. The main level offers 3 bedrooms, 1 bathroom, and a comfortable family room, giving you a solid foundation to transform into your ideal space.

Enjoy relaxing on the front porch, plus the benefit of off-street parking, a rare convenience in the neighborhood.

Located near the vibrant H Street Corridor, Union Market, and offering easy access to the Metro, Maryland, and Virginia, this home blends neighborhood charm with commuter-friendly convenience.

Bring your vision this property is ready for someone to restore it to its full potential.

Courtesy of Long & Foster Real Estate, Inc.

Information is deemed reliable but not guaranteed.

1269 Oates St Ne

Washington, DC 20002

MLS #DCDC2231656

\$415,000

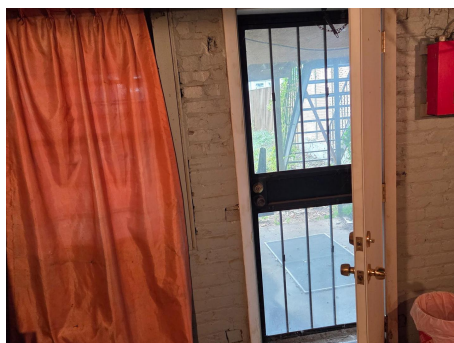
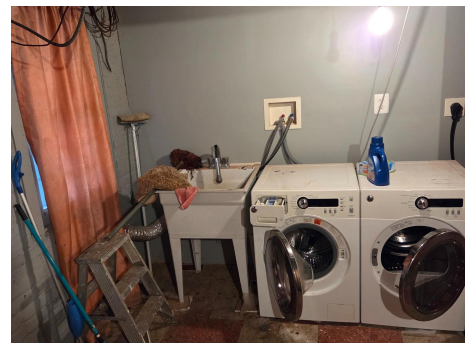
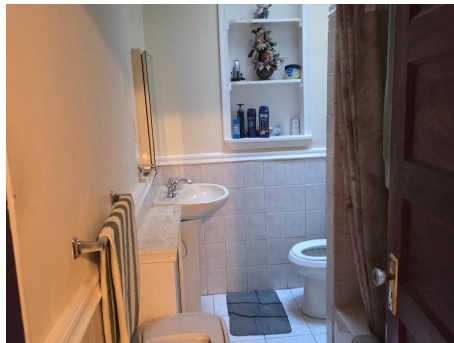
CLOSED 6/25/26

3 Beds 1.00 Baths

Year Built 1924

1,294 Sq. Ft. (\$321 / sqft)

Days on market: 162



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1277 Oates St Ne

Washington, DC 20002

MLS #DCDC2244406

\$454,750

CLOSED 5/29/26

3 Beds 1.00 Baths

1,294 Sq. Ft. (\$351 / sqft)

Year Built 1924

Days on market: 26



Details

Prop Type: Single Family Residence	Full baths: 1.0	Off-market date: 6/1/26	Taxes: \$5,709
County: WASHINGTON	Acres: 0.06	Updated: Jun 1, 2026 11:45 AM	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS
Subdivision: TRINIDAD	Lot Size (sqft): 2,513	List Price: \$450,000	High: DUNBAR SENIOR
Style: ["Colonial"]	List date: 2/6/26	Orig list price: \$599,990	

Features

Above Grade Finished Area Source: Assessor	Below Grade Finished Area Units: Square Feet	Levels: 3	Sewer: Public Sewer
Above Grade Finished Area Units: Square Feet	Condo Y/N: N	Living Area Source: Assessor	Soil Types: Unknown
Accessibility Features: None	Construction Materials: Brick	Lot Size Source: Assessor	Structure Type: Interior Row/ Townhouse
Total Sqft: 1821	Cooling: None	Lot Size Units: Square Feet	Tax Lot: 119
Basement: Daylight, Full	Cooling Fuel: None	Main Level Bedrooms: 3	Tax Year: 2025
Bathrooms Total Integer: 1.0	Foundation Details: Block	Other Structures: Above Grade, Below Grade	Water Source: Public
Below Grade Finished Area Source: Assessor	Heating: 90% Forced Air	Special Listing Conditions: Short Sale	Zoning: RESIDENTIAL
	Heating Fuel: Electric	Senior Community Yn: false	
	Hot Water: Electric		

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Remarks

Tons of potential with this diamond in the rough with this 3 level, 3 bedroom home in Trinidad with 2 enclosed back porches, one on the main level and one upstairs. Huge fenced in backyard with a garage.

Courtesy of Promised Land Realty

Information is deemed reliable but not guaranteed.

1274 Neal St Ne

Washington, DC 20002

MLS #DCDC2191502

\$410,000

CLOSED

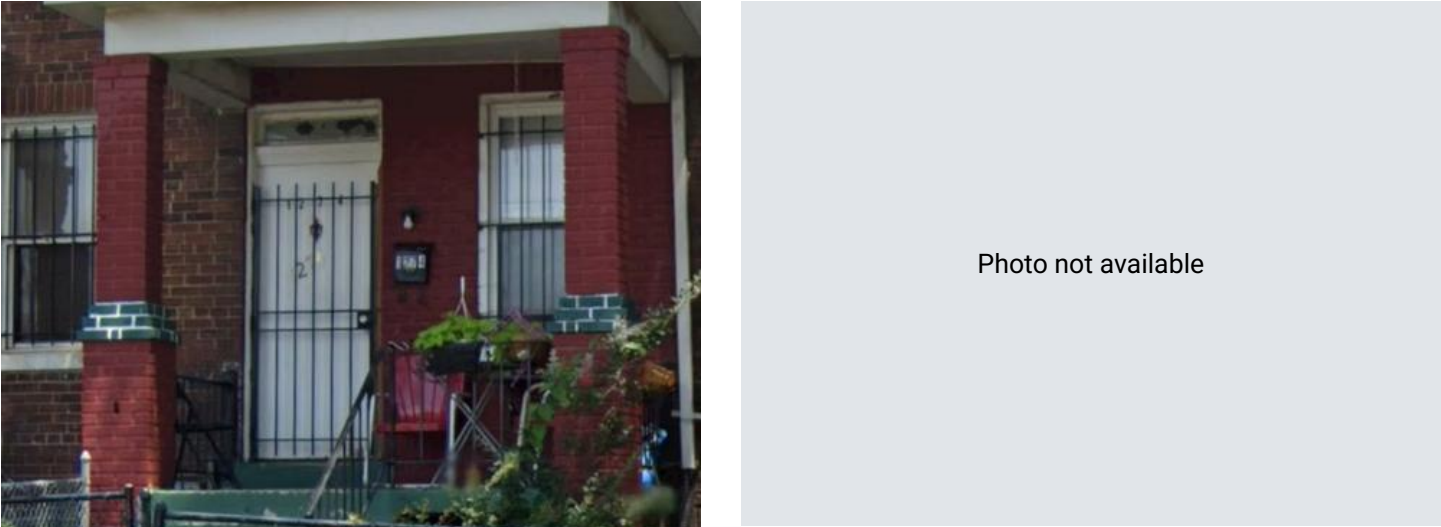
5/13/26

3 Beds 1.00 Baths

1,020 Sq. Ft. (\$402 / sqft)

Year Built 1924

Days on market: 393



Details

Prop Type: Single Family Residence	Full baths: 1.0	List date: 3/21/25	Orig list price: \$525,000
	Acres: 0.06	Off-market date: 5/13/26	Taxes: \$5,377
County: WASHINGTON	Lot Dim: 16.75 x 150	Updated: May 13, 2026 6:29 AM	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS
Subdivision: TRINIDAD	Lot Size (sqft): 2,513	List Price: \$474,000	
Style: ["Federal"]			

Features

Above Grade Finished Area Source: Assessor	Condo Y/N: N	Living Area Source: Estimated	Senior Community Yn: false
Above Grade Finished Area Units: Square Feet	Construction Materials: Brick	Lot Dimensions Source: Estimated	Sewer: Public Sewer
Accessibility Features: None	Cooling: None	Lot Size Source: Assessor	Soil Types: Urban Land-Cristiana-Sunnysider
Total Sqft: 1530	Cooling Fuel: None	Lot Size Units: Square Feet	Structure Type: Interior Row/Townhouse
Basement: Outside Entrance, Rear Entrance, Poured Concrete	Electric: Other	Other Structures: Above Grade, Below Grade	Tax Lot: 96
Bathrooms Total Integer: 1.0	Foundation Details: Slab	Pets Allowed: No Pet Restrictions	Tax Year: 2024
Below Grade Finished Area Source: Estimated	Furnished: No	Property Condition: Major Rehab Needed	Water Source: Public
Below Grade Finished Area Units: Square Feet	Heating: Hot Water	Special Listing Conditions: Standard	Zoning: RF-1
	Heating Fuel: Natural Gas		
	Hot Water: Natural Gas		
	Levels: 3		

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Remarks

Agents & Brokers, please bring your builders, architects, or developer's.

This home has a large 2,513 Sq Ft lot with room to add FAR, & parking in the rear, from the alley.

See Plat, & Zoning RF-1 Consult a local zoning expert.

Access using Sentrilock on the front iron gate, however, bring a flashlight and hardhat! There are No utilities on in the home. We are looking for offers based on full renovation and will not accept offers contingent on home inspections, due diligence or lending appraisals.

Courtesy of Frank Emmet Real Estate, Inc

Information is deemed reliable but not guaranteed.

1261 Morse St Ne

Washington, DC 20002

MLS #DCDC2265610

\$690,000**CLOSED** 7/8/26**3 Beds 2.00 Baths****Year Built 1900****1,598 Sq. Ft.** (\$432 / sqft)**Days on market: 9**

Details

Prop Type: Single Family Residence**County:** WASHINGTON**Subdivision:** TRINIDAD**Style:** ["Colonial"]**Full baths:** 2.0**Acres:** 0.06**Lot Size (sqft):** 2,423**List date:** 6/1/26**Off-market date:** 7/8/26**Updated:** Jul 8, 2026 12:21 PM**List Price:** \$675,000**Orig list price:** \$675,000**Taxes:** \$5,828**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:** Dishwasher, Disposal, Dryer, Exhaust Fan, Microwave, Oven/Range - Gas, Range Hood, Refrigerator, Stainless Steel Appliances, Washer, Water Heater**Total Sqft:** 2091**Basement:** Walkout Stairs, Rear Entrance, Partially Finished**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, Ceiling Fan(s)**Cooling Fuel:** Electric**Fencing:** Fully**Flooring:** Hardwood**Foundation Details:** Slab**Heating:** Forced Air**Heating Fuel:** Natural Gas**Hot Water:** Natural Gas**Inclusions:** Seller conveys extra paint, counter microwave, shelves in basement, stainless steel preparation table in kitchen, metal kitchen rack, yard and cleaning tools**Interior Features:** Ceiling Fan(s), Dining Area, Floor Plan - Open, Kitchen - Table Space, Walk-in Closet(s), Window Treatments, Wood Floors**Laundry Type:** Basement**Levels:** 3**Living Area Source:** Assessor**Lot Size Source:** Assessor**Lot Size Units:** Square Feet**Other Structures:** Above Grade, Below Grade

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Property Condition: Very Good	Sewer: Public Sewer	Tax Year: 2025	Window Features: Transom
Roof: Built-Up	Soil Types: Urban Land-Sassafras-Chillum	Utilities: Cable TV Available	Zoning: R4
Special Listing Conditions: Standard	Structure Type: Interior Row/Townhouse	View: Garden/Lawn	Zoning Description: Residential
Senior Community Yn: false	Tax Lot: 100	Virtual Tour: View	Water Source: Public

Remarks

BUYERS Get Ready to be Wowed! Welcome to the exciting, emerging, and energized Trinidad DC neighborhood. This attractive, appealing and affordable 3 BR, 2 BA, @1598 s.f. tastefully renovated rowhouse represents Trinidad's finest residential living opportunity. Great location, condition, convenience and price in one neat package. The inviting front porch to the entry foyer with the beautiful muraled door transom, opens to a wide hallway. Once inside, your attention is immediately captivated by the beautiful hardwood floors, oversized windows, 9+ foot ceilings, well-proportioned open, airy living and dining room leading to the updated, table-space kitchen with stainless steel appliances, quartz countertops, soft close drawers, and plenty of room to sharpen your Chef's skills and prepare culinary delights. There are two updated baths conveniently located on the main and upper level. The hot water heater, refrigerator, dishwasher and clothes dryer were replaced in 2025. The main bedroom hardwood floor will undergo repairs. The lower level offers project space, more storage, and laundry and utility areas. The rear patio, expansive yard and off-street parking welcome you to retreat, relax and call this place home. The community amenities, access to public bus and Metro, shopping, restaurants, green space and recreation, and educational facilities are plentiful: NOMA, Gallaudet University, H St Corridor, Union Market, Capital Hill, and there's so much more Seller offers a 1-year home warranty!

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

1261 Morse St Ne

Washington, DC 20002

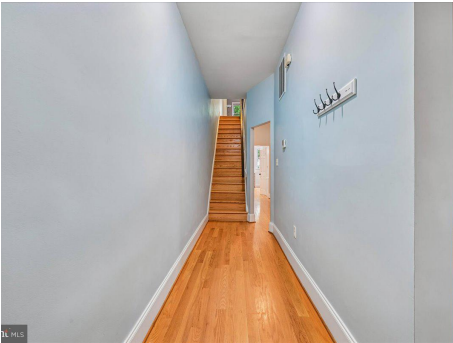
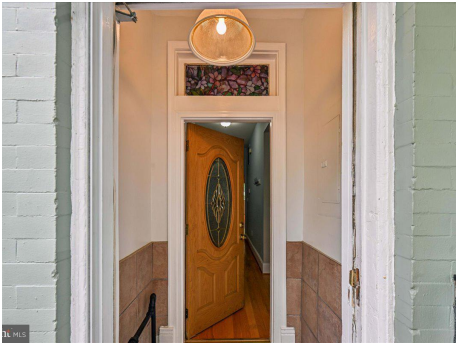
MLS #DCDC2265610

\$690,000

CLOSED 7/8/26

3 Beds 2.00 Baths
Year Built 1900

1,598 Sq. Ft. (\$432 / sqft)
Days on market: 9



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1278 Oates St Ne

Washington, DC 20002

MLS #DCDC2232422

\$455,000**CLOSED** 3/13/26**3 Beds 1.10 Baths****Year Built 1925****1,294 Sq. Ft.** (\$352 / sqft)**Days on market: 10**

Details

Prop Type: Single Family Residence**County:** WASHINGTON**Subdivision:** WASHINGTON DC**Style:** ["Colonial"]**Full baths:** 1.0**Half baths:** 1.0**Acres:** 0.03**Lot Size (sqft):** 1,298**List date:** 11/19/25**Off-market date:** 3/16/26**Updated:** Jun 12, 2026 6:18 AM**List Price:** \$449,000**Orig list price:** \$449,000**Taxes:** \$3,064**School District:** DISTRICT OF COLUMBIA PUBLIC SCHOOLS

Features

Above Grade Finished Area**Source:** Estimated**Above Grade Finished Area****Units:** Square Feet**Accessibility Features:** None**Appliances:** Dishwasher, Disposal, Dryer - Electric, Oven/Range - Gas, Range Hood, Refrigerator, Stainless Steel Appliances, Washer**Total Sqft:** 1941**Basement:** Other**Bathrooms Total Integer:** 2.0**Below Grade Finished Area:**

310

Below Grade Finished Area**Source:** Estimated**Below Grade Finished Area****Units:** Square Feet**Condo Y/N:** N**Construction Materials:**

Brick, Vinyl Siding

Cooling: Ceiling Fan(s), Window Unit(s)**Cooling Fuel:** Electric**Door Features:** Storm**Exterior Features:** Awning(s), Stone Retaining Walls**Fencing:** Chain Link, Rear**Flooring:** Hardwood, Laminated, Tile/Brick**Foundation Details:** Concrete Perimeter**Heating:** Hot Water**Heating Fuel:** Natural Gas**Hot Water:** Natural Gas**Interior Features:** Bathroom -

Walk-In Shower, Cedar Closet(s), Ceiling Fan(s), Family Room Off Kitchen, Upgraded Countertops, Wood Floors

Laundry Type: Basement, Dryer In Unit, Washer In Unit**Levels:** 3**Living Area Source:**

Estimated

Lot Size Source: Estimated**Lot Size Units:** Square Feet

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Other Structures: Above Grade, Below Grade	Pets Allowed: No Pet Restrictions	Senior Community Yn: false	Tax Year: 2024
Parking Features: Paved Driveway	Property Condition: Average	Sewer: Public Septic	Water Source: Public
Patio And Porch Features: Patio(s), Deck(s), Screened	Roof: Architectural Shingle	Soil Types: Unknown	Year Built Effective: 2012
	Special Listing Conditions: Standard	Structure Type: Interior Row/ Townhouse	Zoning: 0
		Tax Lot: 46	

Remarks

Buyer could not perform - BACK ON MARKET! Still a deal - This spacious Trinidad row home is priced to motivate and ready for a buyer with a vision to upgrade this ready-to-renovate gem into a diamond. Three levels of living space provide opportunities for an open layout, huge bedrooms, and a separate basement unit. The massive main level provides ample space for living, lounging and entertaining. The lower level with separate entry provides additional living space and potential for a separate unit. The upper level provides a massive owners suite and two additional bedrooms to combine into larger resting quarters or leave separate to make space for a home office. Alley-accessible parking for one car. Front yard offers space for growing greenery. Potential after renovation value of \$700k+ OR possible monthly rental income over \$3,500/mo. Run the numbers and let's make a deal - sellers are motivated but the numbers need to work. Make this Trinidad treasure yours today!

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

1278 Oates St Ne

Washington, DC 20002

MLS #DCDC2232422

\$455,000

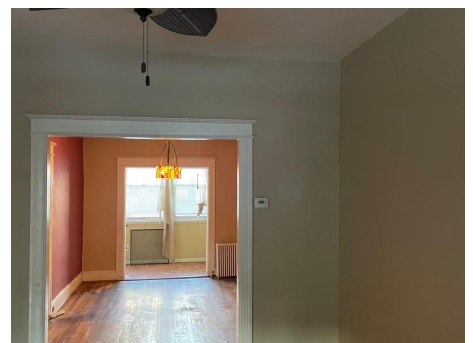
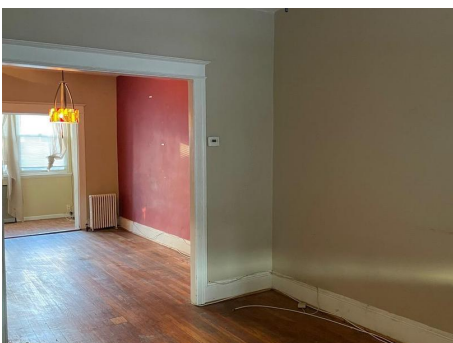
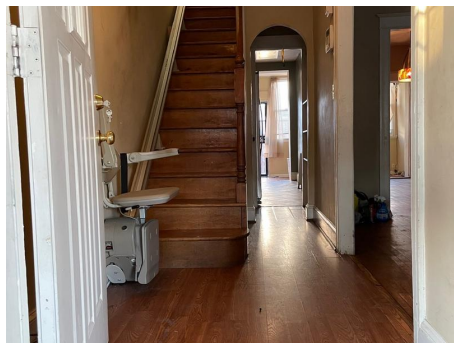
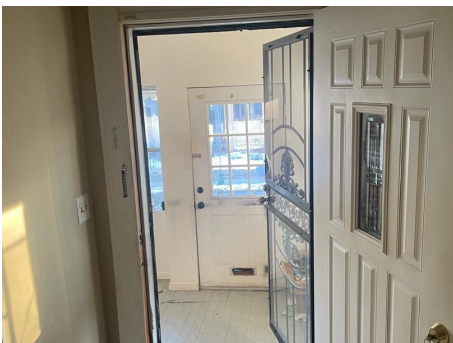
CLOSED 3/13/26

3 Beds 1.10 Baths

Year Built 1925

1,294 Sq. Ft. (\$352 / sqft)

Days on market: 10



Kenneth Bossard

1283 Oates St Ne

Washington, DC 20002

MLS #DCDC2252206

\$900,000

CLOSED

5/26/26

4 Beds 3.10 Baths

1,294 Sq. Ft. (\$696 / sqft)

Year Built 1924

Days on market: 9



Details

Prop Type: Single Family Residence	Full baths: 3.0	List date: 4/9/26	Orig list price: \$899,900
County: WASHINGTON	Half baths: 1.0	Off-market date: 5/26/26	Taxes: \$7,292
Subdivision: TRINIDAD	Acres: 0.06	Updated: Jul 31, 2026 6:37 AM	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS
Style: ["Contemporary"]	Lot Size (sqft): 2,513	List Price: \$899,900	

Features

Above Grade Finished Area Source: Assessor	Basement: Fully Finished, Front Entrance, Rear Entrance	Cooling Fuel: Electric	Living Area Source: Assessor
Above Grade Finished Area Units: Square Feet	Bathrooms Total Integer: 4.0	Flooring: Hardwood	Lot Size Source: Assessor
Accessibility Features: None	Below Grade Finished Area: 527	Foundation Details: Other	Lot Size Units: Square Feet
Appliances: Built-In Microwave, Dishwasher, Disposal, Dryer, Extra Refrigerator/Freezer, Oven/Range - Gas, Range Hood, Refrigerator, Stainless Steel Appliances, Washer	Below Grade Finished Area Source: Assessor	Heating: Forced Air	Other Structures: Above Grade, Below Grade
Total Sqft: 1821	Below Grade Finished Area Units: Square Feet	Heating Fuel: Natural Gas	Pets Allowed: No Pet Restrictions
	Condo Y/N: N	Hot Water: Electric	Special Listing Conditions: Standard
	Construction Materials: Brick	Interior Features: Ceiling Fan(s), Dining Area, Floor Plan - Open, Kitchen - Gourmet, Recessed Lighting, Wood Floors	Senior Community Yn: false
	Cooling: Central A/C	Laundry Type: Washer In Unit, Dryer In Unit	Sewer: Public Sewer
		Levels: 3	Soil Types: Urban Land Not Rated

Kenneth Bossard

Structure Type: Interior Row/
Townhouse

Tax Year: 2025

Water Source: Public

Tax Lot: 122

Virtual Tour: [View](#)

Zoning: RF-1

Remarks

Welcome to 1283 Oates St NE, where thoughtful design, modern updates, and a vibrant location come together. Soaring ceilings and a natural flow define the main level, offering a welcoming living space, a separate dining area, and a convenient half bath. The kitchen stands out with stainless steel appliances, a gas stove, pot filler, farmhouse sink, Carrara quartz countertops, and a breakfast bar opening directly to a rear deck and expansive backyard that make entertaining effortless. Custom blinds throughout add a polished touch.

Upstairs, hardwood floors carry through the bedrooms, complemented by two full bathrooms. The primary suite offers its own private balcony perfect for a quiet morning or evening retreat while a washer and dryer on this level add everyday convenience.

The finished basement provides exceptional flexibility, featuring a spacious recreation area, kitchenette, full bathroom, and an additional bedroom with direct backyard access, along with a separate front entrance ideal for guests, work, or play. Outside, the large yard and roll-up garage complete the package. Just moments from the energy of the H Street corridor, you're surrounded by grocery stores, gyms, bars, shopping, and some of the area's most popular restaurants. Recent updates include a new roof (2021), HVAC (2022), and hot water heater (2025), offering comfort and peace of mind.

Courtesy of TTR Sotheby's International Realty

Information is deemed reliable but not guaranteed.

1283 Oates St Ne Washington, DC 20002

MLS #DCDC2252206

\$900,000

CLOSED 5/26/26

4 Beds 3.10 Baths
Year Built 1924

1,294 Sq. Ft. (\$696 / sqft)
Days on market: 9



Kenneth Bossard

1262 Oates St Ne

Washington, DC 20002

MLS #DCDC2278532

\$546,560

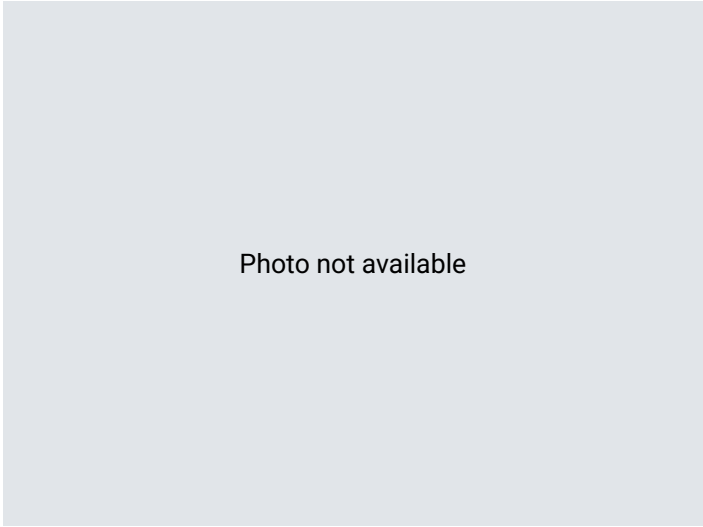
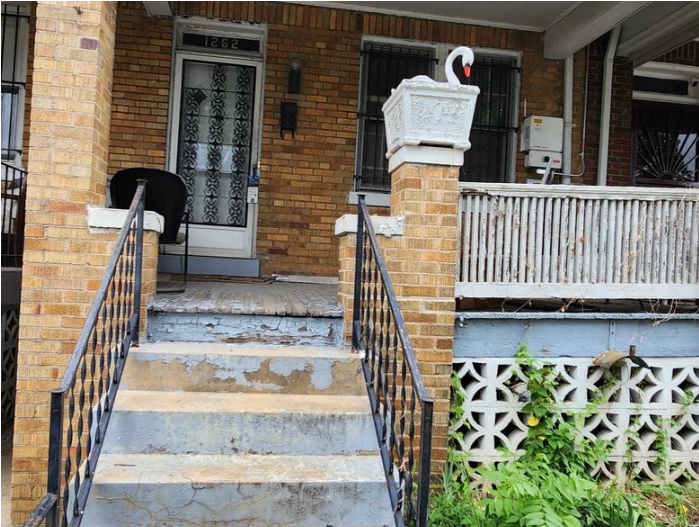
ACTIVE 8/14/26

3 Beds 1.00 Baths

1,294 Sq. Ft. (\$422 / sqft)

Year Built 1925

Days on market: 16



Details

Prop Type: Single Family Residence	Full baths: 1.0	Updated: Sep 9, 2026 1:41 PM	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS
County: WASHINGTON	Acres: 0.03	List Price: \$546,560	
Subdivision: TRINIDAD	Lot Size (sqft): 1,307	Orig list price: \$425,130	
Style: ["Colonial"]	List date: 8/14/26	Taxes: \$59,656	

Features

Above Grade Finished Area Source: Estimated	Below Grade Finished Area Source: Estimated	Heating Fuel: Other	Senior Community Yn: false
Above Grade Finished Area Units: Square Feet	Below Grade Finished Area Units: Square Feet	Hot Water: Other	Sewer: Private Sewer
Accessibility Features: None	Condo Y/N: N	Levels: 3	Soil Types: Unknown
Total Sqft: 1824	Construction Materials: Brick	Living Area Source: Estimated	Structure Type: Interior Row/ Townhouse
Basement: Other	Cooling: Other	Lot Size Source: Estimated	Tax Year: 2025
Bathrooms Total Integer: 1.0	Cooling Fuel: Other	Lot Size Units: Square Feet	Total Garage And Parking Spaces: 2
Below Grade Finished Area: 260	Foundation Details: Other	Other Structures: Above Grade, Below Grade	Water Source: Public
	Heating: Other	Special Listing Conditions: Probate Listing, Standard	Zoning: RESIDENTIAL
			Driveway Spaces: 2

Remarks

Opportunity in the Trinidad neighborhood of Washington, DC. Traditional rowhome offering convenient access to major commuter routes, neighborhood amenities, parks, shopping, dining, and public transportation. Property is being sold in as-is condition. Seller makes no representations or warranties. Buyer to perform their own due diligence.

Courtesy of Hawkins Real Estate Company

Information is deemed reliable but not guaranteed.

1213 Orren St Ne

Washington, DC 20002

MLS #DCDC2260678

\$524,000**ACTIVE** 5/7/26**3 Beds 2.00 Baths****Year Built 1914****1,595 Sq. Ft.** (\$329 / sqft)**Days on market: 82**

Details

Prop Type: Single Family Residence**County:** WASHINGTON**Subdivision:** TRINIDAD**Style:** ["Traditional"]**Full baths:** 2.0**Acres:** 0.07**Lot Dim:** 20x12x60x12**Lot Size (sqft):** 3,049**List date:** 5/7/26**Updated:** Jul 27, 2026 6:56 AM**List Price:** \$524,000**Orig list price:** \$525,000**Taxes:** \$3,600**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:** 1595**Basement:** Walkout Level**Bathrooms Total Integer:** 2.0**Below Grade Finished Area Source:** Estimated**Below Grade Finished Area Units:** Square Feet**Condo Y/N:** N**Construction Materials:** Other**Cooling:** Window Unit(s)**Cooling Fuel:** Electric**Fencing:** Fully**Flooring:** Wood**Foundation Details:** Other**Heating:** Central**Heating Fuel:** Natural Gas**Hot Water:** Natural Gas**Levels:** 1**Living Area Source:** Estimated**Lot Dimensions Source:** Estimated**Lot Size Source:** Estimated**Lot Size Units:** Square Feet**Main Level Bedrooms:** 3**Other Structures:** Above Grade, Below Grade**Pets Allowed:** No Pet Restrictions**Roof:** Shingle**Room Type:** Living Room, Primary Bedroom, Bedroom 2, Bedroom 3, Kitchen**Special Listing Conditions:** Standard**Senior Community Yn:** false**Sewer:** Public Sewer**Soil Types:** Unknown**Structure Type:** Interior Row/Townhouse**Tax Lot:** 38**Tax Year:** 2025**Utilities:** Electric Available, Sewer Available, Water Available**Water Source:** Public

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Zoning: RESIDENTIAL

Remarks

This is an Investor/builder dream, because the architectural plans/drawing have been totally completed to turn this property into a beautiful 2 family unit with a 2 car off street parking, Unit 1: has 3 bedrooms, 2 1/2 bathrooms, living, dining spacious kitchen, lots of storage with a walkout desk. 1700 sq feet Unit 2 has 3 bedrooms, 2 1/2 bathrooms, kitchen, dining spacious kitchen 1700 sq with a private Rooftop Deck only available to Unit 2. The plans are amazing with homes in this Trinidad. All permits has been approved.

Courtesy of ListWithFreedom.com

Information is deemed reliable but not guaranteed.

1213 Orren St Ne

Washington, DC 20002

MLS #DCDC2260678

\$524,000

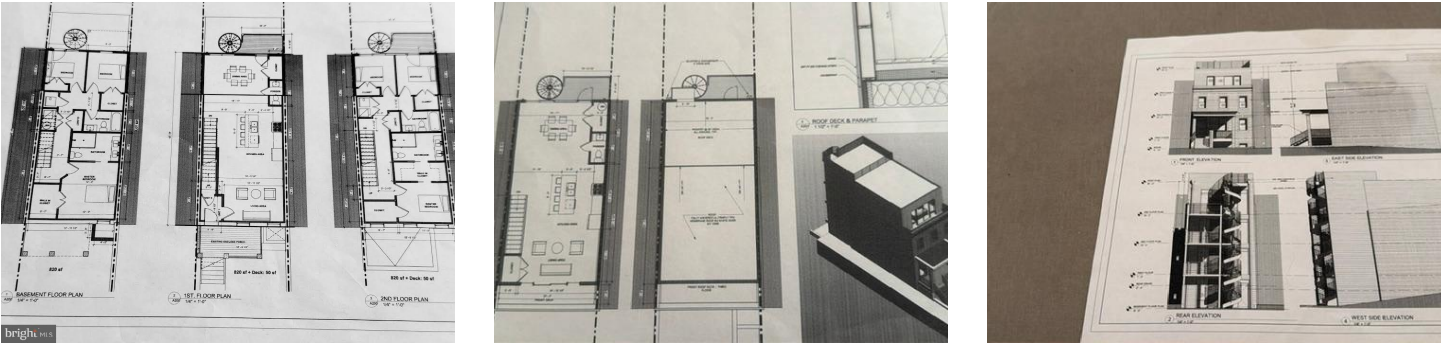
ACTIVE 5/7/26

3 Beds 2.00 Baths

Year Built 1914

1,595 Sq. Ft. (\$329 / sqft)

Days on market: 82



1300 Trinidad Ave Ne

Washington, DC 20002

MLS #DCDC2274306

\$499,000

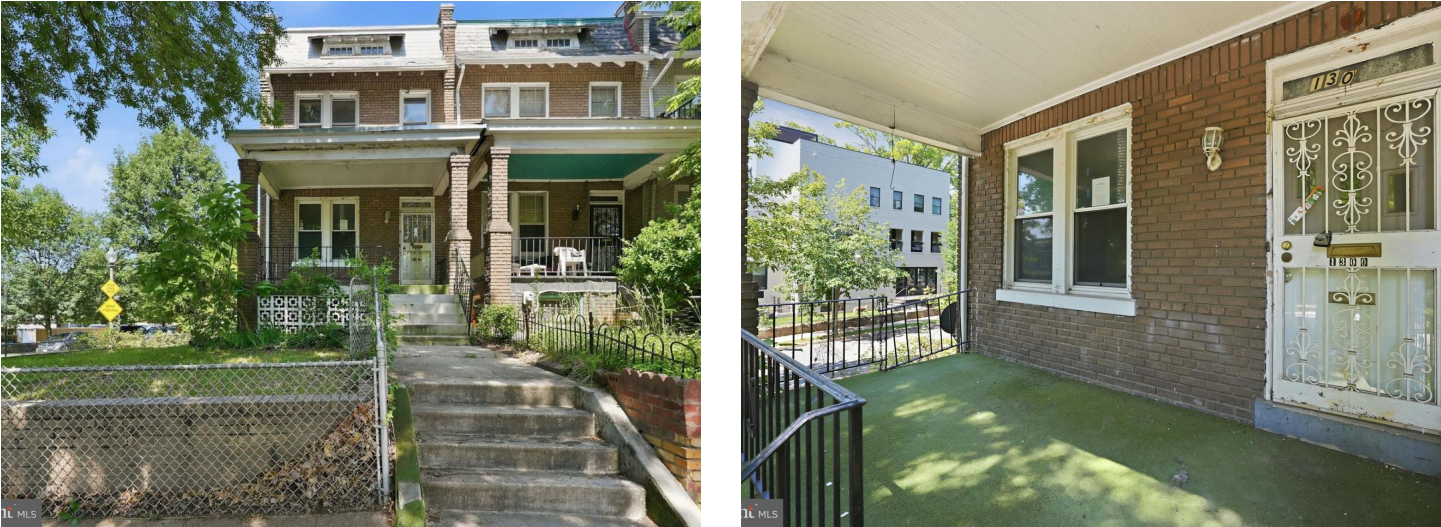
ACTIVE 7/20/26

3 Beds 1.10 Baths

Year Built 1925

1,408 Sq. Ft. (\$354 / sqft)

Days on market: 37



Details

Prop Type: Single Family Residence	Acres: 0.06	Orig list price: \$499,000	Elementary: MINER
County: WASHINGTON	Lot Size (sqft): 2,477	School District: DISTRICT OF COLUMBIA PUBLIC SCHOOLS	
Subdivision: TRINIDAD	Garages: 1	High: DUNBAR SENIOR	
Style: ["Other"]	List date: 7/20/26	Middle: WHEATLEY EDUCATION CAMPUS	
Full baths: 1.0	Updated: Aug 25, 2026 9:46 AM		
Half baths: 1.0	List Price: \$499,000		

Features

Above Grade Finished Area Source: Assessor	Below Grade Finished Area: 270	Door Features: Insulated	Living Area Source: Assessor
Above Grade Finished Area Units: Square Feet	Below Grade Finished Area Source: Assessor	Exterior Features: Awning(s), Street Lights	Lot Size Source: Assessor
Accessibility Features: None	Below Grade Finished Area Units: Square Feet	Fencing: Fully	Lot Size Units: Square Feet
Total Sqft: 1984	Condo Y/N: N	Foundation Details: Concrete Perimeter	# Of Attached Garage Spaces: 1
Basement: Connecting Stairway	Construction Materials: Brick	Furnished: No	Other Structures: Above Grade, Below Grade
Basement Finished Percent: 100.0	Cooling: None	Heating: None	Patio And Porch Features: Deck(s)
Bathrooms Total Integer: 2.0	Cooling Fuel: None	Heating Fuel: None	Pets Allowed: No Pet Restrictions
		Hot Water: None	
		Levels: 3	

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Property Condition: Major Rehab Needed	Senior Community Yn: false	Structure Type: End of Row/ Townhouse	Total Garage And Parking Spaces: 1
Roof: Unknown	Sewer: Public Sewer	Tax Lot: 88	View: City
Special Listing Conditions: Standard	Soil Types: Urban Land-Cristiana-Sunnysider	Tax Year: 2026	Water Source: Public
			Zoning: R4

Remarks

Welcome to 1300 Trinidad Ave NE | Full Renovation Opportunity | Semi-Detached Corner Lot | 1,984 SF with 2,477 SF Lot

Property Highlights: The home is currently a shell and requires a complete renovation. The 2,477 square-foot corner lot offers flexibility for expansion, redesign, or redevelopment, depending on the buyers goals. Keep it a single-family house, or convert it into condos. Being sold strictly as-is.

Neighborhood Highlights: positioned in the Trinidad neighborhood with quick access to retail, restaurants, & parks. Close proximity to Union Market, H-Street, Ivy City, and the National Arboretum.

This property is ready for buyers, builders, or investors seeking a renovation project in a high-demand NE DC location.

Courtesy of Compass
Information is deemed reliable but not guaranteed.

1300 Trinidad Ave Ne

Washington, DC 20002

MLS #DCDC2274306

\$499,000

ACTIVE 7/20/26

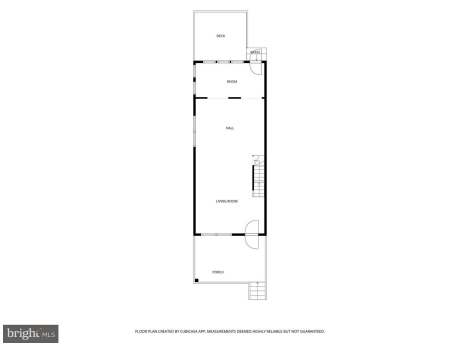
3 Beds 1.10 Baths

Year Built 1925

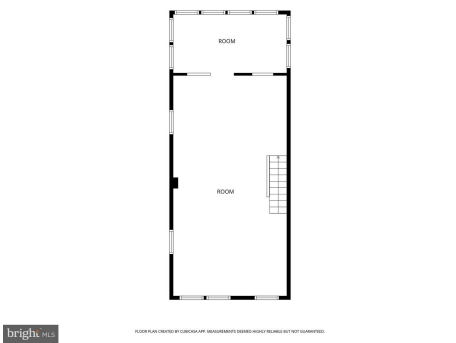
1,408 Sq. Ft. (\$354 / sqft)

Days on market: 37









Kenneth Bossard

1279 Oates St Ne

Washington, DC 20002

MLS #DCDC2267570

\$894,999**ACTIVE** 6/11/26**4 Beds 3.10 Baths****Year Built 1924****1,278 Sq. Ft.** (\$700 / sqft)**Days on market: 13**

Details

Prop Type: Single Family Residence**County:** WASHINGTON**Subdivision:** TRINIDAD**Style:** ["Traditional"]**Full baths:** 3.0**Half baths:** 1.0**Acres:** 0.06**Lot Size (sqft):** 2,513**Garages:** 2**List date:** 6/11/26**Updated:** Jun 23, 2026 5:28 PM**List Price:** \$894,999**Orig list price:** \$894,999**Taxes:** \$6,893**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:** 1805**Basement:** Daylight, Full, Full, Fully Finished, Heated, Improved, Interior Access, Outside Entrance, Rear Entrance**Bathrooms Total Integer:** 4.0**Below Grade Finished Area:** 527**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**Foundation Details:** Brick/Mortar**Furnished:** Partially**Heating:** Forced Air**Heating Fuel:** Electric**Hot Water:** Electric**Laundry Type:** Basement, Dryer In Unit, Has Laundry, Washer In Unit**Levels:** 3**Living Area Source:** Assessor**Lot Size Source:** Assessor**Lot Size Units:** Square Feet**# Of Detached Garage Spaces:** 2**Other Structures:** Above Grade, Below Grade**Parking Features:** Electric Vehicle Charging Station(s), Lighted Parking, Private, Secure Parking**Pets Allowed:** No Pet Restrictions**Property Condition:** Excellent**Special Listing Conditions:** Standard**Senior Community Yn:** false**Sewer:** Public Sewer**Soil Types:** Unknown**Structure Type:** Interior Row/Townhouse

Kenneth Bossard

Tax Lot: 120**Tax Year:** 2025**Total Garage And Parking****Spaces:** 2**Virtual Tour:** [View](#)**Water Source:** Public**Zoning:** RF-1

Remarks

Ask about seller credit to buyer for full price or above offer. Trinidad Ten! Discover an exceptional single-family residence in excellent condition at 1279 Oates Street NE, a property that truly stands out. This attractive three-story home offers a unique blend of sophisticated living and thoughtful design, promising an elevated lifestyle. The heart of this home is undoubtedly its open-plan kitchen, seamlessly flowing into the living and dining room. It's a culinary dream, equipped with stainless steel appliances, a double oven, and a wine cooler, all centered around a functional island perfect for both everyday meals and entertaining. Relaxation is redefined in the bathroom, where a walk-in shower offers a spa-like retreat. Exposed brick on the first floor and in the primary bedroom offers a unique charm to this home. Beyond the main living spaces, an indoor wet bar provides an ideal setting for gatherings, or potential for an income producing lower level. While the inviting deck offers a tranquil outdoor escape, you can also choose shade in the lower level patio. The distinctive mansard roof adds a touch of architectural elegance to the property's exterior. TWO car garage, **already equipped with a Tesla electric car charger**, making this deep lot and two car garage a rare find on this block. This property invites you to experience refined living; schedule your private viewing today.

Courtesy of Coldwell Banker Realty - Washington

Information is deemed reliable but not guaranteed.

1279 Oates St Ne

Washington, DC 20002

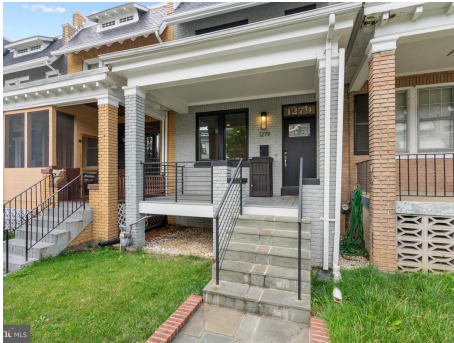
MLS #DCDC2267570

\$894,999

ACTIVE 6/11/26

4 Beds 3.10 Baths
Year Built 1924

1,278 Sq. Ft. (\$700 / sqft)
Days on market: 13



Kenneth Bossard



Analysis

Kenneth Bossard

Comparable Property Statistics

X

1 Expired Listings



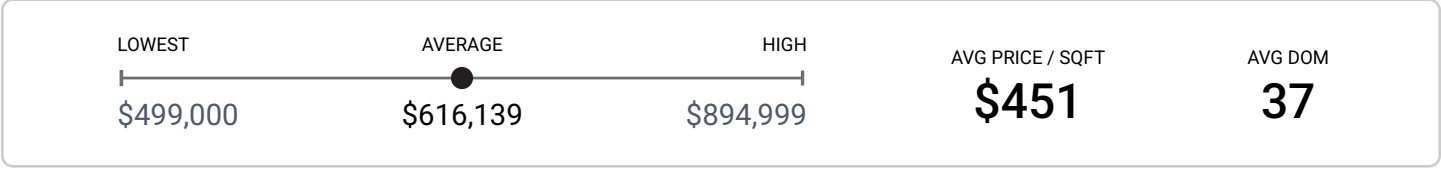
S

6 Sold Listings



A

4 Active Listings



Sold Property Analysis

Averages

87.77%

Homes sold for an average of 87.77% of their list price.

102

Days on market

It took an average of 102 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
1269 Oates St Ne	\$600,000	\$415,000	69.17%	162	\$321
1277 Oates St Ne	\$599,990	\$454,750	75.79%	26	\$351
1274 Neal St Ne	\$525,000	\$410,000	78.10%	393	\$402
1261 Morse St Ne	\$675,000	\$690,000	102.22%	9	\$432
1278 Oates St Ne	\$449,000	\$455,000	101.34%	10	\$352
1283 Oates St Ne	\$899,900	\$900,000	100.01%	9	\$696
Averages	\$624,815	\$554,125	87.77%	102	\$426

Time To Sell

102 Days on Market

|

96.42% of list price

Sold homes were on the market for an average of 102 days before they accepted an offer. These homes sold for an average of 96.42% of list price.

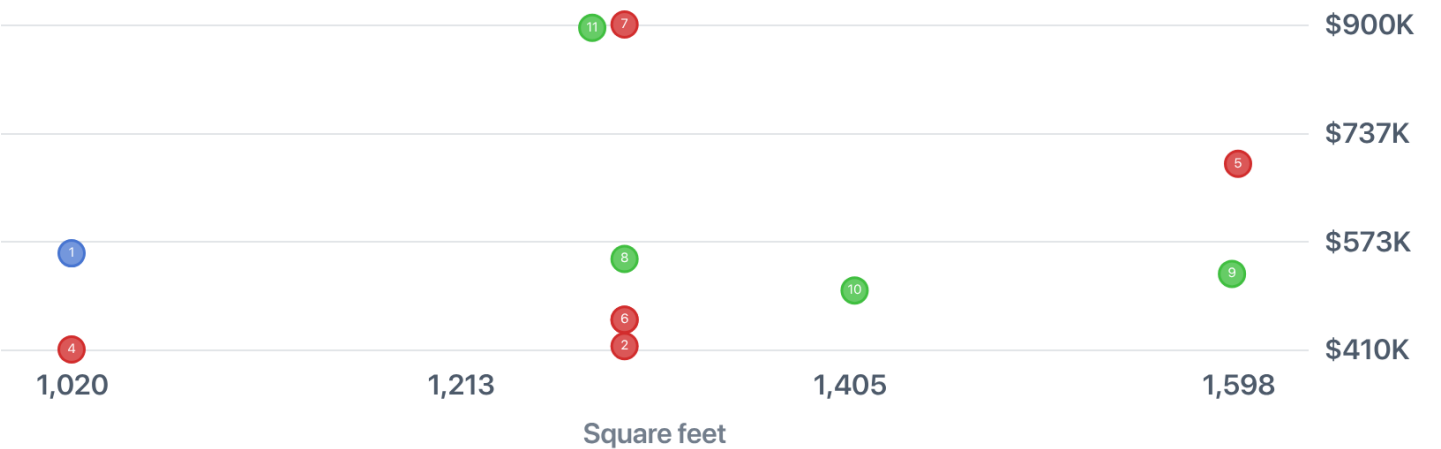


	ADDRESS	STATUS	LIST PRICE	SOLD PRICE	DOM	% OF LIST \$
1	1264 Neal St Ne	Expired	\$555,000	-	261	-
2	1269 Oates St Ne	Closed	\$475,000	\$415,000	162	87.37%
3	1277 Oates St Ne	Closed	\$450,000	\$454,750	26	101.06%
4	1274 Neal St Ne	Closed	\$474,000	\$410,000	393	86.50%
5	1261 Morse St Ne	Closed	\$675,000	\$690,000	9	102.22%
6	1278 Oates St Ne	Closed	\$449,000	\$455,000	10	101.34%
7	1283 Oates St Ne	Closed	\$899,900	\$900,000	9	100.01%
8	1262 Oates St Ne	Active	\$546,560	-	16	-
9	1213 Orren St Ne	Active	\$524,000	-	82	-
10	1300 Trinidad Ave Ne	Active	\$499,000	-	37	-
11	1279 Oates St Ne	Active	\$894,999	-	13	-
Averages			\$585,678	\$554,125	93	96.42%

Average Price Per Sq Ft

\$426 Sqft.

Comparable homes sold for an average of \$426 / 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.



Subject Property

Trendline (based on SOLD listings only)

	ADDRESS	STATUS	SOLD PRICE	SQ. FT.	\$/SQ.FT
1	1264 Neal St Ne	Expired	-	1,020	\$544
2	1269 Oates St Ne	Closed	\$415,000	1,294	\$321
3	1277 Oates St Ne	Closed	\$454,750	1,294	\$351
4	1274 Neal St Ne	Closed	\$410,000	1,020	\$402
5	1261 Morse St Ne	Closed	\$690,000	1,598	\$432
6	1278 Oates St Ne	Closed	\$455,000	1,294	\$352
7	1283 Oates St Ne	Closed	\$900,000	1,294	\$696
8	1262 Oates St Ne	Active	-	1,294	\$422
9	1213 Orren St Ne	Active	-	1,595	\$329
10	1300 Trinidad Ave Ne	Active	-	1,408	\$354
11	1279 Oates St Ne	Active	-	1,278	\$700
Averages			\$554,125	1,308	\$446



Closing

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.

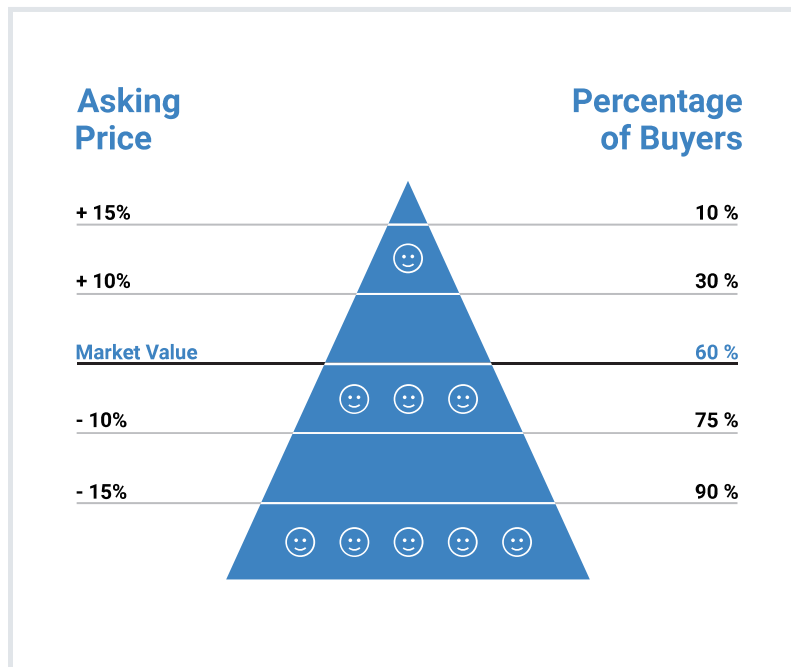
According to the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, only 7% of homes sales were accomplished as for sale by owners (FSBO), and of those, 57% knew their buyer personally. FSBO home sales had a median price of \$260,000 in 2021, compared to the agent assisted home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

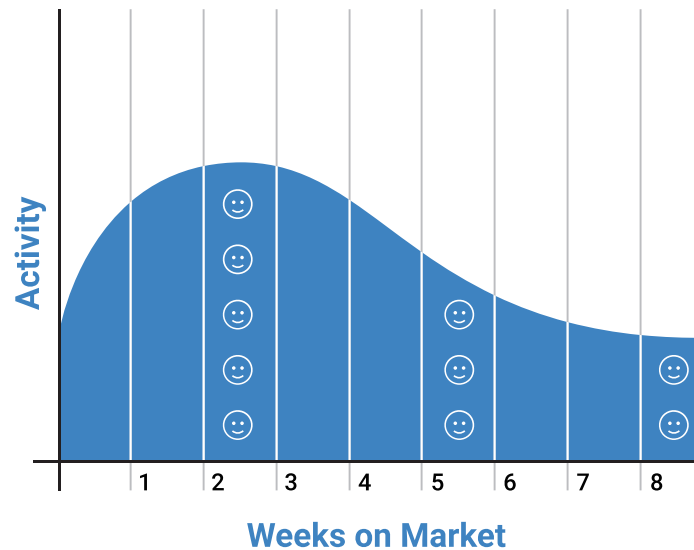
- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

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.