



[WWW.MARTHASVINEYARD-REALTY.COM](http://WWW.MARTHASVINEYARD-REALTY.COM) A. DEL VALLE SALES AND VACATION RENTALS  
IS AFFILIATED WITH MURIEL W. LAVERTY REAL ESTATE / MARTHA'S VINEYARD  
PREMIER PROPERTIES

Let us perform a CMA (Competitive Market Analysis) which is used to defend the price of your home. Should a customer make an offer on your property below the asking price, we show other properties that have sold within 12 months and the same specifications. Meaning properties that are similar in lot size, number of rooms, the living space, and the surrounding area. To arrive at this price there are two variables: (1: the price of the land; and 2: the price of the building).

In today's market homebuyers use all the tools they have at their disposal to arrive at a price similar to what we have done. Most people use the same CMA approach when searching for a home to purchase. Take a close look at the asking price of the competing properties and what they have sold for and how many days on the market.

The reality of a poorly priced home in a changing market may cost you time and eventually sell for under the market value. Even worse the home may sit for an indefinite period with no sale in its immediate future. Have a proper CMA performed on the subject property and review it with your listing broker. Your collaborative efforts will create a best case scenario.

Help us ensure your chances to maximize your sale potential. We look forward to working with you and thank you for the opportunity to serve your needs.

Sincerely, Tony Del Valle Owner / Broker  
[www.marthasvineyard-realty.com](http://www.marthasvineyard-realty.com).  
Phone: 508-627-3214 Fax: 508-627-3214  
A. Del Valle Vacation Rentals of Martha's Vineyard,  
P.O. Box 450, Vineyard Haven MA 02568