



# Factors That Contribute To Establishing Market Value

A Competitive Market Analysis (CMA) is prepared from information available through the Multiple Listing Service (MLS) to estimate what buyers would be willing to pay for a property based on recent actions in the marketplace.

## **RECENT SALES**

These are properties whose selling prices reflect what qualified buyers most recently paid for properties comparable to yours. (SLD stands for sold.)

## **FAILED TO SELL**

These are properties recently offered "For Sale" but failed to sell. Listing prices of these properties suggest what potential buyers will not pay. (WTH stands for withdrawn or EXP stands for expired.)

## **PENDING SALES**

These are properties currently under contract, but not closed. Pending sales can be useful in identifying listing prices that encouraged buyers to make offers. (CND stands for conditional, CTG stands for contingent or PND stands for pending.)

## **COMPETITIVE ACTIVE LISTINGS**

These are properties that will compete with yours in the market. Since they have not sold, their market value is not determined. (ACT stands for active.)

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