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seller's guide

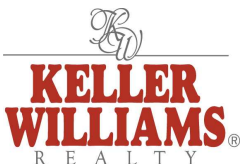
Listing Consultation

To establish top market value of

2850 Conns Creek Rd

Prepared for George and Steffi James

By Steven Ballew MBA, Realtor, eAgent



Serving those who Serve!

Date: February 28, 2007
To: George and Steffi James
From: Steven Ballew MBA, Realtor, eAgent
Re: Comparative Market Analysis

I know that your home is probably the most valuable possession that you have.

In fact, many of the people I serve have only the equity in their property to see them through their retirement years. With this in mind, I wish to thank you for placing your trust in me to help you through the process.

My first goal is to help you set a list price that represents top market value, without going so high that it does not sell at all. This can only be accomplished by thoroughly understanding the market. To help you in this regard, you will find a detailed market analysis attached. It has been painstakingly prepared to ensure that you feel comfortable and confident as we proceed to reach this important first goal.

Additionally, you will find significant information that will help you feel confident that you are being represented by an agent and organization that is second to none.

I welcome the opportunity to serve you, and insist that you contact me with any questions you may have, should they arise now, or during the marketing process.

Sincerely,

Steven Ballew

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Agent Resume



Steven Ballew
MBA, Realtor, eAgent

Education

MBA - Embry Riddle Aeronautical University (Honor Graduate)
BS - North Georgia College & State University (Honor Graduate)

Real Estate

Qualifications - Realtor, eAgent, MBA

Education

- Real Estate Sales person course
- Post License course
- Real Estate Ethics course
- KW eAgent course
- Accredited Buyers Representative (**ABR®**) - (50% complete)

Professional memberships - National Association of Realtors, Georgia Association of Realtors, 400N Board of Realtors.

Family

Married with 3 Children - Thomas (13), Nathan (11), & Leslie (9). I'm the Scoutmaster (3+ years) for BSA Troop 1755 in Ball Ground.

Area of Expertise

Single Family Residential Sales - This is my passion and the only thing I do. I'm not a jack of all trades, I'm a professional Realtor that **ONLY** works with home Buyers & Sellers.

A Few Words about Keller Williams Realty



My affiliation with the fastest growing Real Estate company in North America is no accident.

I wanted to affiliate my real estate services with a company whose values closely matched my own/ours, a company that offered exceptional tools for their agents to in-turn provide an exceptional home-buying experience to each client, and a company that actually listened to suggestions from it's agents on ways to improve the company.

Here are the beliefs at Keller Williams Realty:

– WI4C2TS –

Win - Win or no deal

Integrity - to do the right thing

Commitment - in all things

Communication - seek first to understand

Creativity - ideas before results

Customer - always comes first

Teamwork - together we achieve more

Trust - starts with honesty

Success - results through people

With a business belief system this well-defined, I am assured that my past and current customers always come first. It's Keller Williams Realty's & my commitment to you.

Client Testimonials

Dear Steve,

Thank you for helping sell my home. I had no idea how hard it was going to be to sell my home myself. If it wasn't for your help, I would still be trying to sell my home. You did it in 14 days! You are the man. Thanks and when I get back from Iraq, I want you to help me buy another home.

William Y. (Sep 06)

Dear Steve and Team,

Thank you for the positive buying experience. When Vanessa and I started looking, we had no idea what we wanted. You helped us identify features that we liked and only showed us what we wanted. We really enjoyed your no pressure, no timeline approach to doing business. We liked the way you did our bidding for us and kept us informed. Everyone told us we wouldn't be able to close as fast as we did, but you kept your promise. You changed the way we thought about agents and put us in the house of our dreams. We will definitely be using your services in the future. Thanks Again!

Geoff & Vanessa M. (Oct 06)

Preparing Your Home

With buyers, first impressions count. A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

Here are some suggestions that will help you to get top market value:

General Maintenance

- Oil squeaky doors
- Tighten doorknobs
- Replace burned out lights
- Clean and repair windows
- Touch up chipped paint
- Repair cracked plaster
- Repair leaking taps and toilets

Curb Appeal

- Cut lawns
- Trim shrubs and lawns
- Weed and edge gardens
- Pick up any litter
- Clear walk and driveway of leaves
- Repair gutters and eaves
- Touch up exterior paint

Spic and Span

- Shampoo carpets
- Clean washer, dryer, and tubs
- Clean furnace
- Clean fridge and stove
- Clean and freshen bathrooms

The Buying Atmosphere

- Be absent during showings
- Turn on all lights
- Light fireplace
- Open drapes in the day time
- Play quiet background music
- Keep pets outdoors

The First Impression

- Clean and tidy entrance
- Functional doorbell
- Polish door hardware

The Spacious Look

- Clear stairs and halls
- Store excess furniture
- Clear counters and stove
- Make closets neat and tidy

Marketing Plan

We are committed to offering the highest standards of professional service to all our customers. To assure you that your property is marketed to its fullest potential and to obtain the highest possible market value, the following will be completed.

- Prepare CMA to establish fair market value
- Prepare and sign listing contract
- Send listing contract to MLS board (GaMLS, FMLS, and KWLS)
- Place 'For Sale' sign on property
- Place lock box on property, if needed
- Notify the Top 100 Agents of this new listing
- Schedule property for office tour
- Schedule property for MLS tour
- Mail 'Just Listed' flyers to neighborhood
- Place 'Open House' ad in local paper
- Phone all potential buyers with details of listing
- Hold open houses
- Arrange showings for other agents
- Contact you regularly with verbal progress reports
- Prepare and deliver Marketing Service report to owner
- Review marketing activities with owner
- Pre-qualify potential buyers
- Present and discuss all offers on property with owner
- Negotiate the transaction with other agent
- Finalize the closing
- Arrange for relocation agent, if required
- Arrange for moving company
- Other services...

Market Analysis Explanation

The correct selling price of a home is the highest price the market will bear. To assist you in determining the correct asking price we have provided you with a comprehensive market analysis of comparable properties that have been recently offered for sale in your neighborhood.

This analysis is based strictly on homes that can be considered similar to yours, and has been specially prepared for you over the last few days.

This 'Comprehensive' property analysis is divided into four categories:

1. Similar properties that are currently listed
2. Similar properties that have recently sold
3. Similar properties that have sales pending
4. Similar properties that failed to sell

By carefully studying the comparable property locations, features, and the terms under which they are offered, we can develop a clear picture of the potential market for your property.

By looking at the properties currently listed, we can see exactly what alternatives a serious buyer has to choose from. We can be certain that we are not under pricing the property.

By looking at similar properties recently sold, we can see what homeowners have actually received over the last few months. This is the acid test that is used by lending institutions to determine how much they will be willing to lend a buyer for your home.

While we naturally want top market value for the home, we can agree that there's a point where the price would be too high. By looking at homes that didn't sell, we can accurately determine that price point and be careful not to get too close to it. By doing our homework diligently, we can get maximum dollars in a reasonably short period of time.

Subject Property

2850 Conns Creek Rd

114 - Cherokee County \$172,000

Style	Manufactured/Mobile
List \$/Sqft	
Square Ft	1,800-2,000
Bedrooms	3
Baths	2
Parking	2 Car - Carport
Taxes	\$856
List Date	02/04/2007
DOM	24
Age	8
Lot Size	2.25
Levels	1.0

Features:

Comments:

Comparable Properties

Subject Property

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
2850 Conns Creek	1,800 -	2.25	Manufactur	3	2	2 Car -	\$172,000			24

Comparable Properties

Average for comparable type	List Price	Sale Price	\$/Sqft	DOM
Current listings	\$132,766			0
Recent sales	\$155,616	\$146,816		210
Pending sales	\$104,900			0
Expired listings	\$157,283			307

Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
Current listings										
1358 Kraft Trail,	4.98		Mobile	3	2	Driveway,P	\$159,900			0
192 Wooten Dr,	250x1		Modular	3	2	Driveway	\$155,900			0
1359 Old Mill Road,	2.1		Ranch,	3	2	2 Car	\$150,000			0
1305 Puckett Rd,	1.92		Mobile	4	2	Driveway	\$121,000			0
1200 Jerusalem	2.687		Mobile	3	2	Kitchen	\$109,900			0
275 Patriot Trail,	5 Ac		Mobile	2	2	Driveway	\$99,900			0
Recent sales										
2415 Pleasant Arbor	Approx		Mobile	3	2	None	\$184,900	\$183,000		246
1664 Edwards Mill	5.40	Ac	Mobile	3	2	None	\$198,900	\$178,900		396
1705 Land Road,	2.76		Modular,	4	2	2 Car	\$149,900	\$146,000		156
323 Birchwood Ct,	6.5+		Mobile,	4	2	2 Car	\$129,000	\$127,000		105
1371 Lower	4.74		Mobile,	4	3	Kitchen	\$148,000	\$125,000		277
310 Fate Conn Road,	2.01		Modular	3	2	2 Car	\$123,000	\$121,000		83
Pending sales										
219 Pritchett Drive,	Approx		Modular	3	2	2 Car	\$119,900			0

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Comparable Properties

Subject Property

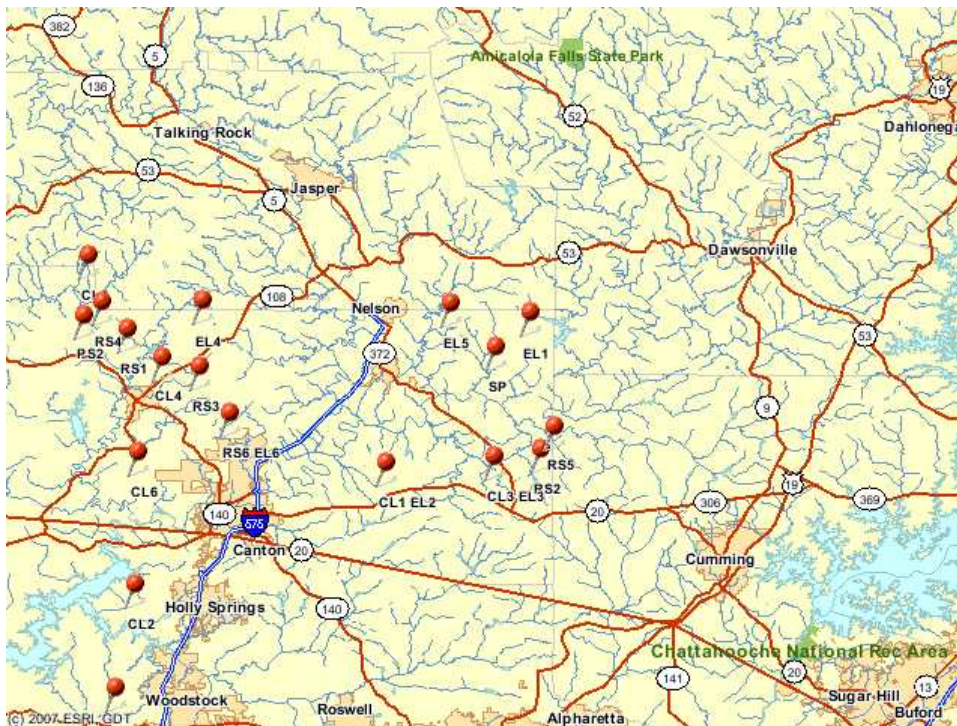
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2850 Conns Creek	1,800 -	2.25	Manufactur	3	2	2 Car -	\$172,000			24

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Address	SqFt	Lot size	Style	Bed	Bath	Parking	List Price	Sale Price	\$/Sqft	DOM
Pending sales										
1565 Addington		8.128	Mobile,	4	2	Driveway,Ki	\$89,900			0
Expired listings										
155 Yellow Creek		4.93	Mobile	3	2	Driveway,P	\$215,000			351
1358 Kraft Trail,		5	Mobile	3	2	None	\$179,000			313
1359 Old Mill Rd, Ball		2.10	Mobile	3	2	2 Car	\$150,000			196
1115 Dry Pond Ln,		3.48	Mobile	3	2	Parking	\$149,900			278
1545 Cherokee Gold		5.2	Mobile	4	2	Driveway,P	\$124,900			377
310 Fate Conn Rd,		2.01	Modular	3	2	2 Car	\$124,900			330

Map of All Comparable Properties



Subject Property (SP) - 2850 Conns Creek Rd, Ball Ground, GA - \$121,000 - \$183,000

Current listing (CL1) - 1358 Kraft Trail, Canton, Georgia - \$159,900

Current listing (CL2) - 192 Wooten Dr, Canton, Georgia - \$155,900

Current listing (CL3) - 1359 Old Mill Road, Ball Ground, Georgia - \$150,000

Current listing (CL4) - 1305 Puckett Rd, Waleska, Georgia - \$121,000

Current listing (CL5) - 1200 Jerusalem Church Rd, Waleska, Georgia - \$109,900

Current listing (CL6) - 275 Patriot Trail, Canton, Georgia - \$99,900

Recent sale (RS1) - 2415 Pleasant Arbor Road, Waleska, Georgia - \$183,000

Recent sale (RS2) - 1664 Edwards Mill Rd, Ball Ground, Georgia - \$178,900

Recent sale (RS3) - 1705 Land Road, Canton, Georgia - \$146,000

Recent sale (RS4) - 323 Birchwood Ct, Waleska, Georgia - \$127,000

Recent sale (RS5) - 1371 Lower Creighton Rd, Cumming, Georgia - \$125,000

Recent sale (RS6) - 310 Fate Conn Road, Canton, Georgia - \$121,000

Pending sale (PS1) - 219 Pritchett Drive, Woodstock, Georgia - \$0

seller's guide

George and Steffi James

Pending sale (PS2) - 1565 Addington Lane, Waleska, Georgia - \$0
Expired listing (EL1) - 155 Yellow Creek Court, Ball Ground, Georgia - \$215,000
Expired listing (EL2) - 1358 Kraft Trail, Canton, Georgia - \$179,000
Expired listing (EL3) - 1359 Old Mill Rd, Ball Ground, Georgia - \$150,000
Expired listing (EL4) - 1115 Dry Pond Ln, Canton, Georgia - \$149,900
Expired listing (EL5) - 1545 Cherokee Gold Trail, Ball Ground, Georgia - \$124,900
Expired listing (EL6) - 310 Fate Conn Rd, Canton, Georgia - \$124,900



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Current Listings

1358 Kraft Trail, Canton, Georgia
114 - Cherokee \$159,900



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking Driveway,Parking
Taxes \$502
List Date
DOM 0
Age
Lot Size 4.98 Acres
Levels 1

Features: Heating: Electric,
Cooling: Central Electric, Sewer:
Septic Tank, Water: Well, Lot Desc:
Level Driveway, Private Backyard,

Comments: 4.98 Acres Of Beautiful
Land With Mobile Home. Great
Investment Property Or Build Your
Dream Home. Convient To Canton,
Alpharetta, Cumming, County:
Cherokee, Subdiv: None, Map Code:
465j8, Elem: Macedonia, Junior:

192 Wooten Dr, Canton, Georgia
112 - Cherokee \$155,900

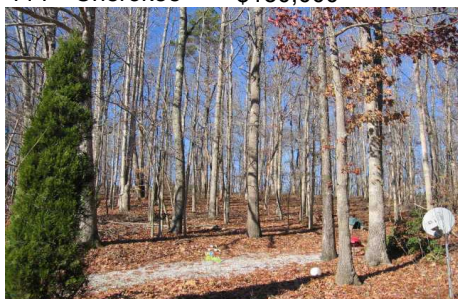


Style Modular
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking Driveway
Taxes \$120
List Date
DOM 0
Age 22
Lot Size 250x150
Levels 1

Features: Fireplace: 2factory Built,
Heating: Gas, Cooling: Window
Units, Sewer: Septic Tank, Water:
Public Water, Lot Desc: Wooded,

Comments: Walking Distance To
Lake Backs Up To Corps Of
Eng.Property. There Are 2 Modular
Homes On This Property. Both Have
Their Own Septic And Water And
Power. They Do Need Repair But Are
Currently Lived In.Fix These Up For

1359 Old Mill Road, Ball Ground,
114 - Cherokee \$150,000



Style Ranch, Modular
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking 2 Car
Taxes \$483
List Date
DOM 0
Age 19
Lot Size 2.1
Levels 1

Features: Fireplace: In Great/Fam
Room, Heating: Propane, Cooling:
Central Electric, Sewer: Septic Tank,
Water: Well, Lot Desc: Level,

Comments: Great Investment Or
Ideal Location To Build Your Custom
Home. Live In The Mobile While
Building Is Underway. Great
Location!!!, County: Cherokee,
Subdiv: None, Map Code: 467a8,
Elem: Free Home, Junior: Creekland,

Current Listings

1305 Puckett Rd, Waleska, Georgia
111 - Cherokee \$121,000



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 4
Baths 2
Parking Driveway
Taxes \$753
List Date
DOM 0
Age 6
Lot Size 1.92 Acre
Levels 1

Features: Fireplace: 1masonry,
Heating: Heat Pump, Cooling:
Ceiling Fans, Heat Pump, Sewer:
Septic Tank, Water: Public Water,

Comments: Think Big And Show
This Huge Mobile Home On 1.92
Acre Lot Next To R.M. Moore Elem.
School. Like New Condition On
Permanent Block Foundation. Easy
Access Drive Way And Heavily
Wooded Backyard. Wood Burning

1200 Jerusalem Church Rd,
111 - Cherokee \$109,900



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking Kitchen
Taxes
List Date
DOM 0
Age 22
Lot Size 2.687 Acres
Levels 1

Features: Heating: Propane,
Cooling: Central Electric, Sewer:
Septic Tank, Water: Public Water,
Lot Desc: Lake View, Level

Comments: Tucked Away From It All!
Mobile Hm On 2.69 Ac. In Salacoa
Valley. Freshly Painted Interior,
Seasonal View Of Lake On
Neighboring Property, 3 Out Bldgs.,
County: Cherokee, Subdiv: None,
Map Code: 999a9, Elem: R.M. Moore,

275 Patriot Trail, Canton, Georgia
111 - Cherokee \$99,900



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 2
Baths 2
Parking Driveway
Taxes
List Date
DOM 0
Age 26
Lot Size 5 Ac
Levels 1

Features: Heating: Gas, Propane,
Cooling: Ceiling Fans, Central
Electric, Sewer: Septic Tank, Water:
Well, Lot Desc: Private Backyard,

Comments: 5 Beautiful Wooded
Acres With Stream. And Mobile
Home In Good Condition., County:
Cherokee, Subdiv: Highland Ridge,
Map Code: 463a7, Elem: R.M. Moore,
Junior: Teasley, High: Cherokee

Recent Sales

2415 Pleasant Arbor Road, Waleska,
111 - Cherokee \$183,000



Style Mobile
List Price \$184.900
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking None
Taxes
Sale Date 10/31/2006
Sale \$/Sqft
DOM 246
Age 21
Lot Size Approx. 5-10 Acres

Features: Heating: Electric, Cooling: Window Units, Sewer: Septic Tank, Water: Well, Lot Desc: Pasture, Private Backyard, Bsmt: Slab/None, Const: Concrete
Comments: Improved, Mobile Home W/Concrete Siding. Full Rocking Chair Front Porch. 32x42 Garage W/Rollup Doors. 4 Stall Barn. 90% Of Property Fenced. Alot Of Potential. Several Building Sites., County: Cherokee, Subdiv: None, Map Code: 9999a99, Elem: R.M.

1664 Edwards Mill Rd, Ball Ground,
114 - Cherokee \$178,900



Style Mobile
List Price \$198.900
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking None
Taxes \$1,200
Sale Date 10/23/2006
Sale \$/Sqft
DOM 396
Age 11
Lot Size 5.40 Ac

Features: Fireplace: 1in Living Room, Heating: Forced Air, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water: Public Water, Lot Desc:
Comments: Great Opportunity 5.40 Level Acres With 2 Mobile Homes In Great Area. Close To I575 And Ga 400. Land Lays Great With Road Frontage On Two Roads. Partially Wooded. Great Investment Or Build Your Dream Home., County: Cherokee, Subdiv: None, Map Code:

1705 Land Road, Canton, Georgia
111 - Cherokee \$146,000



Style Modular, Ranch
List Price \$149.900
List \$/Sqft
Square Ft
Bedrooms 4
Baths 2
Parking 2 Car
Taxes \$329
Sale Date 3/30/2006
Sale \$/Sqft
DOM 156
Age 8
Lot Size 2.76 Acres

Features: Fireplace: 1blower, Factory Built, In Great/Fam Room, Heating: Electric, Forced Air, Cooling: Central Electric, Sewer: Septic Tank, Water: Public Water,
Comments: Home On Almost 3 Acres W/Gorgeous Mountain View& Home Is Only 6 Years Old,Approx 6 Miles To Riverstone Shopping & Only 2 Miles To Reinhardt College, Garage Is 29x45 Plenty Of Storage, 3 Outbuildings, No Calls Before Noon. Cc Seller, County:

Recent Sales

323 Birchwood Ct, Waleska, Georgia
111 - Cherokee \$127,000



Style Mobile, Modular
List Price \$129,000
List \$/Sqft
Square Ft
Bedrooms 4
Baths 2
Parking 2 Car
Taxes \$723
Sale Date 9/22/2006
Sale \$/Sqft
DOM 105
Age 13
Lot Size 6.5+ Acres

Features: Heating: Heat Pump, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water: Well, Lot Desc: Cul-De-Sac, Mountain View, Bsmt: Crawl Space,
Comments: 1994 4 Bedroom 2 Bath Mobile Home On Permanent Foundation In Excellent Condition With A Pond, Gargage, Workshop, Covered Back Deck, Above Ground Pool, Paved Drive And Lots Of Mountain Privacy On The End Of A Culdesac With 6.5+ Acres., County:

1371 Lower Creighton Rd,
114 - Cherokee \$125,000



Style Mobile, Ranch
List Price \$148,000
List \$/Sqft
Square Ft
Bedrooms 4
Baths 3
Parking Kitchen Level
Taxes \$481
Sale Date 1/9/2007
Sale \$/Sqft
DOM 277
Age 32
Lot Size 4.74 Acres

Features: Fireplace: In Other Room, None, Heating: Forced Air, Gas, Propane, Cooling: Central Electric, Sewer: Septic Tank, Water: Well, Lot Desc: Mountain
Comments: Acreage, 4.74ac, Wooded Pvt Lot, Clean, Move In Condition Doublewide Mobile, Lrg Rooms, Large Deck W/View, Double Pane Windows, Ready To Live In While You Build Your Dream Home Or Rent Now Build Equity. Home On

310 Fate Conn Road, Canton,
111 - Cherokee \$121,000



Style Modular
List Price \$123,000
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking 2 Car
Taxes \$521
Sale Date 10/31/2006
Sale \$/Sqft
DOM 83
Age 7
Lot Size 2.01

Features: Fireplace: 1factory Built, In Living Room, Heating: Electric, Forced Air, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water: Public Water, Lot
Comments: Newly Appraised Home. Great Home In Wonderful Community. Just Minutes From Shopping. Must See Upgrades!! Seller Will Pay Up To \$3500.00 Toward Closing Cost., County: Cherokee, Subdiv: None, Map Code: 174b3, Elem: Clayton, Junior:

Pending Sales

219 Pritchett Drive, Woodstock,
112 - Cherokee



Style Modular
List Price \$119,900
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking 2 Car Carport, Kitchen
Taxes \$1,065
Sale Date
Sale \$/Sqft
DOM 0
Age 34
Lot Size Approx 1.5 Acres

Features: Fireplace: 1 in Great/Fam Room, Heating: Forced Air, Propane, Cooling: Central Electric, Sewer: Septic Tank, Water: Public Water, Lot Desc: Level, Level

Comments: Great Opportunity For First Time Buyers! Approx 1.5 Acres. Clean. New Carpet & Interior Paint. Large Family Room With Fireplace. Screened Porch, Deck, Large Carport., County: Cherokee, Subdiv: None, Map Code: 9a9, Elem: Carmel, Junior: Woodstock, High:

1565 Addington Lane, Waleska,
111 - Cherokee



Style Mobile, Modular
List Price \$89,900
List \$/Sqft
Square Ft
Bedrooms 4
Baths 2
Parking Driveway, Kitchen
Taxes
Sale Date
Sale \$/Sqft
DOM 0
Age 15
Lot Size 8.128

Features: Fireplace: 1 factory Built, Heating: Electric, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water: Well, Lot Desc: Wooded, Bsmt: Crawl Space,

Comments: Beautiful Scenic Land..Some Gentle Some Rolling. Mature Hardwoods, Spring Fed Creek, Grt Bldg Site..Cd Have Small Pasture. Situated Among Large Land Tracts & Horse Farms..Serene Privacy Yet 5 Min To 140. Mobile Stay Or Go, County: Cherokee, Subdiv:

Expired Listings

155 Yellow Creek Court, Ball
114 - Cherokee \$215,000



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking Driveway, Parking
Taxes \$829
List Date 3/14/2006
DOM 351
Age 12
Lot Size 4.93
Levels 1

Features: Fireplace: 1blower, Circulating, Factory Built, Glss Doors Remain, Heating: Forced Air, Gas, Propane, Cooling: Central Electric,

Comments: Home On Acreage. Great Corner Lot W/Pasture For Horses. Small Creek On Back Of Property Line. All Lots In This Subdivision Are 5 +/- Acres. Covenants Protected., County: Cherokee, Subdiv: Yellow Creek

1358 Kraft Trail, Canton, Georgia
114 - Cherokee \$179,000



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking None
Taxes \$502
List Date 4/21/2006
DOM 313
Age 23
Lot Size 5 Acres
Levels 1

Features: Heating: Electric, Cooling: Central Electric, Sewer: Septic Tank, Water: Well, Lot Desc: Wooded, Bsmt: Slab/None, Const:

Comments: Come Quick! 5 Acres Not In Subdivision. Mobile Home Has Lease For 1 Yr @ \$870.00 Per Month. Great Neighborhood And Convient To Canton, Cumming, & Alpharetta, County: Cherokee, Subdiv: None, Map Code: 510a1,

1359 Old Mill Rd, Ball Ground,
114 - Cherokee \$150,000



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking 2 Car
Taxes \$482
List Date 8/16/2006
DOM 196
Age 19
Lot Size 2.10
Levels 1

Features: Fireplace: 1in Great/Fam Room, Heating: Propane, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water: Private

Comments: Location, Location 2.10 Ac With Mobile Home In Great Area. Large Homes Being Built In Area. Live In Mobile While You Build Your Dream Home On This Nice Trac. No Covenants Or Restrictions. Plenty Of Hardwoods And Great Place For

Expired Listings

1115 Dry Pond Ln, Canton, Georgia
114 - Cherokee \$149,900



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking Parking Pad
Taxes \$908
List Date 5/26/2006
DOM 278
Age 4
Lot Size 3.48
Levels 1

Features: Fireplace: 1in Great/Fam Room, Heating: Electric, Cooling: Heat Pump, Sewer: Septic Tank, Water: Public Water, Lot Desc:

Comments: Very Well Kept Double Wide With Huge Deck, On Private 3.48 Acres. Land Also Has 2nd Single Wide That Is Rented And Fully Remodeled., County: Cherokee, Subdiv: None, Map Code: 99a9, Elem: Other, Junior: Teasley, High:

1545 Cherokee Gold Trail, Ball
114 - Cherokee \$124,900



Style Mobile
List \$/Sqft
Square Ft
Bedrooms 4
Baths 2
Parking Driveway,Parking
Taxes
List Date 2/16/2006
DOM 377
Age 10
Lot Size 5.2 Acres
Levels 1

Features: Fireplace: 1factory Built, Heating: Heat Pump, Propane, Cooling: Ceiling Fans, Central Electric, Sewer: Septic Tank, Water:

Comments: 5.2 Acres In Ballground. Very Large Home. Very Private Four Bedrooms, Two Bathrooms, Approx 28x76. Motivated Seller.Needs Immediate Sale., County: Cherokee, Subdiv: Cherokee Gold Acres, Map Code: 422e2, Elem: Ball Ground,

310 Fate Conn Rd, Canton, Georgia
111 - Cherokee \$124,900

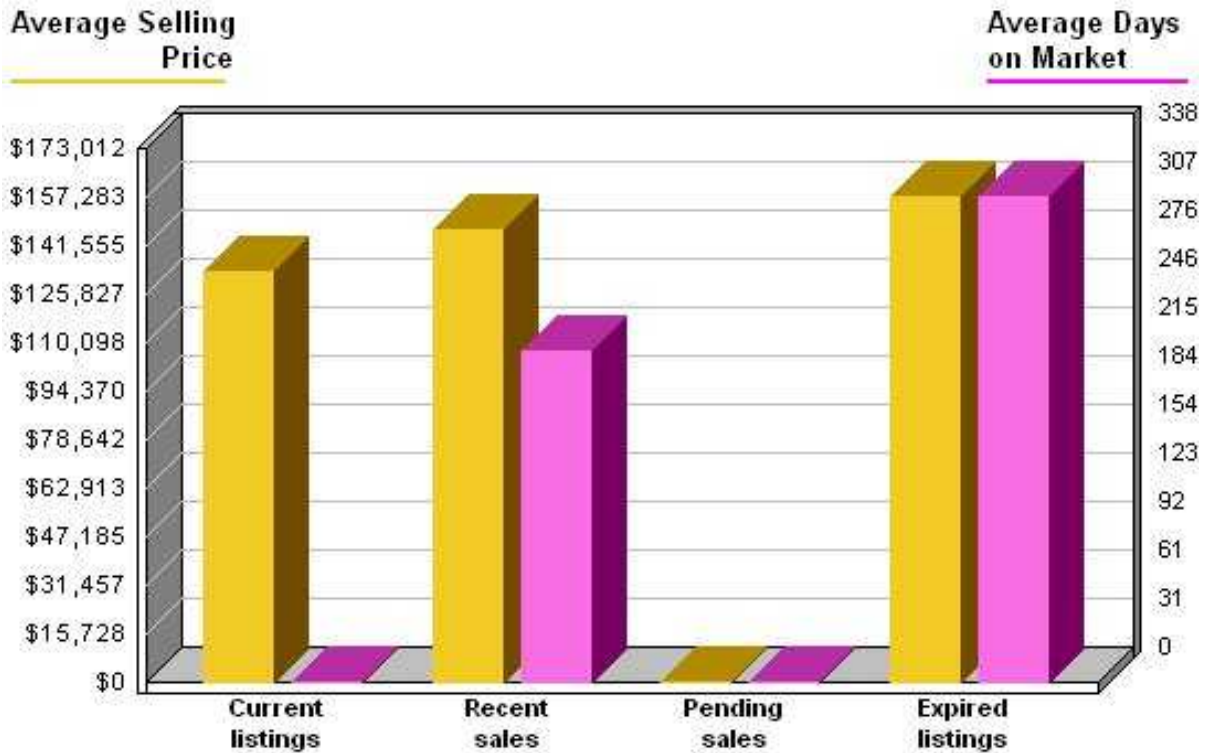


Style Modular
List \$/Sqft
Square Ft
Bedrooms 3
Baths 2
Parking 2 Car
Taxes \$521
List Date 4/4/2006
DOM 330
Age 7
Lot Size 2.01 Acres
Levels 1

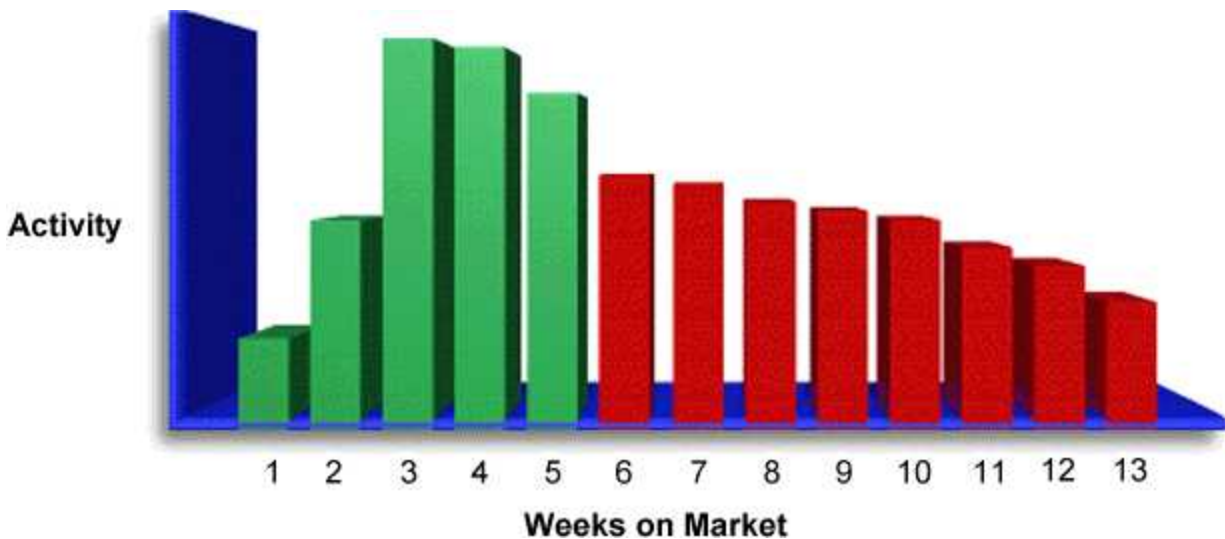
Features: Fireplace: 1blower, Factory Built, Glss Doors Remain, In Great/Fam Room, Heating: Electric, Forced Air, Cooling: Ceiling Fans,

Comments: Location!Location!Location! Just Minutes From Anywhere In Canton, But The Privacy Of Country Living. Well Keep Modular Home W/ Permanent Block Foundation. Great Starter Home W/ Great Neighbors.

Average Selling Price



Market Activity

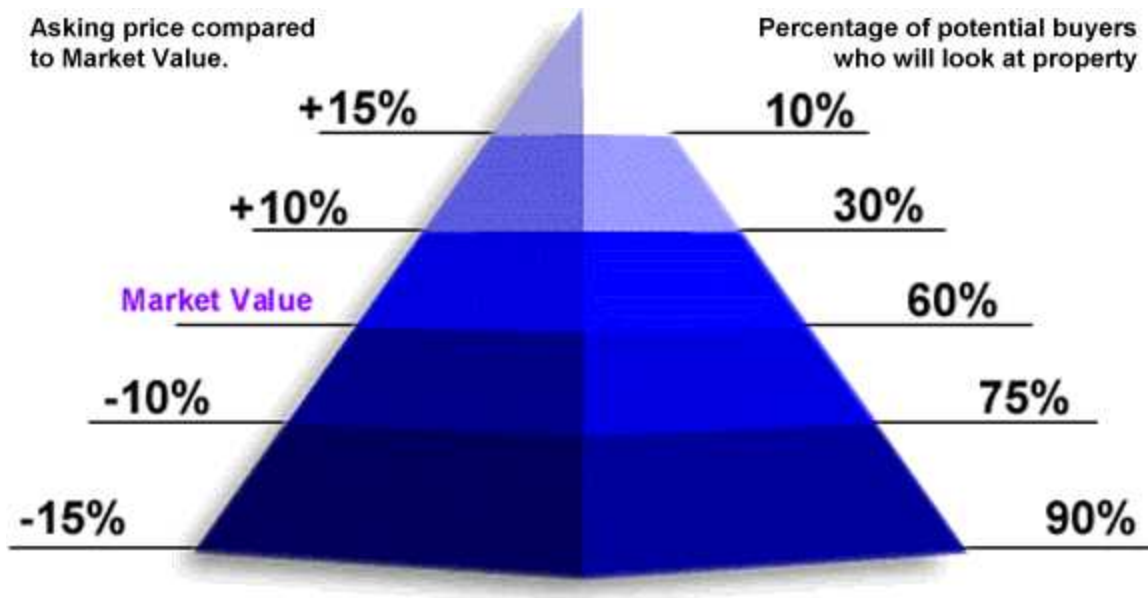


Well-priced properties generate immediate interest among agents and buyers.

If the price is too high, that excitement never happens.

Dropping the price later will not generate the same enthusiasm.

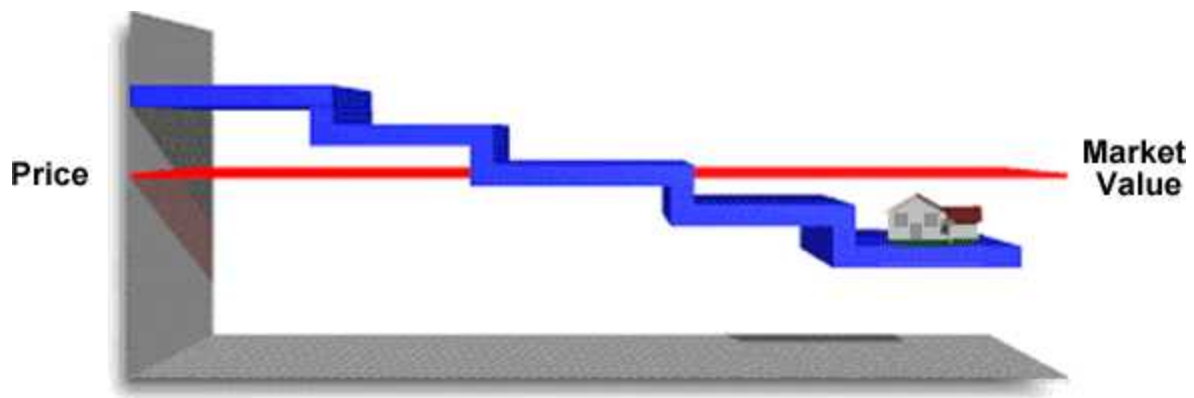
Pricing Pyramid



Properties priced too high attract fewer buyers, showings and offers.

Properties priced at market value generate more buyer interest.

Consequences of Overpricing on Selling Time and Price



Buyers and Agents lose interest in properties that are priced too high.

To generate interest, the price might have to drop below the competition.

Price Recommendation

The recommended list price is based on comparable properties that have recently sold in your area.

Recommended List Price: \$121,000 - \$183,000
Average Sale Price: \$146,817

A home priced at market value will attract more buyers than a home priced above market value. Also consider that a home priced competitively will attract a greater number of potential buyers and increase your chances for a quick sale.

I look forward to working together with you to get your home sold as soon as possible.

Our Commitment to You

1) ACCURATE EVALUATION

The correct selling price of a home is the highest price that the market will bear. To assist you in determining the correct asking price we provide you with a comprehensive market analysis of comparable properties sold and offered for sale in your neighborhood.

2) PROFESSIONAL ADVICE

We will advise you of any necessary repairs and how you may best prepare your home for showing. You will be kept up to date on the state of the market, the sale of similar properties and any other factors which may affect the progress of the sale.

3) PROMOTION OF YOUR HOME TO OTHER REALTORS

The major selling points of your home will be distributed to other real estate firms throughout the community.

4) SIGNAGE

The highly respected Keller Williams Lanier Partners advertises your property 24 hours a day.

5) NOTIFY PURCHASERS

We will use our advanced computer system to identify people who have been looking for homes in your neighborhood. They will be contacted and given the details of your property.

6) OPEN HOUSES

If appropriate, open houses will be arranged and held during reasonable hours.

7) ADVERTISING

We will advertise your home in appropriate publications and communicate our results to you.

8) PROGRESS REPORT

Every step in the sales effort will be documented. Our Progress Report will keep you up to date.

9) PRE-APPROVED MORTGAGES AND FINANCING GUIDANCE

We offer pre-approved mortgages which encourage buyers by letting them know the mortgage potential in advance. Your Keller Williams Lanier Partners representative will provide professional financing guidance to both the buyer and the seller.