



AGENT TRAINING

Sunday, July 24th 2022

7:00pm – 7:50pm

ZOOM

AGENDA

7:00pm – Agent Updates

7:02pm – Changes to TXR Forms

7:12pm – Mandatory Disclosures & Liability

7:20pm – Exclusions vs Non-Realty Items

7:26pm - Procedures for New Construction Homes

7:32pm – Marketing Tenacity

7:37pm – Expiration Dates on Forms & MLS

7:42pm – CMA's (Always Prepare More Than 1)

7:50pm – The More You Know

7:00pm

Agent Updates



Welcome Johanna Pineda

Johanna comes to us from Keller Williams Metropolitan. She also went through the real estate program at San Jacinto College and is eager to grow her real estate career with us at San Jacinto Properties. Johanna is fluent in Spanish too.

Congratulations to agents Jeremy Ellison and Weiye Shi for reaching the \$5000 cap already for 2022 in commissions to the Broker. Their Broker Fees are only \$99 per transaction for the remainder of the year



7:02pm

NEW/MODIFIED FORMS

All adopted and revised forms go into effect July 8. They are available on texasrealestate.com and through approved forms vendors except zipForm. **They will be published on zipForm July 8.**

Representation Agreements, Generally

- Modernized contact information of parties.
- Added language to clarify that a broker has a right terminate a representation agreement if a client defaults.
- Added a disclosure of the location of a property in a public improvement district or municipal utility district.

Residential Forms

TXR 1925 Buyer's Walk-Through and Acceptance Form

- Added a section for the buyers to specify whether they have seen the property in person or whether they are purchasing the property sight unseen.
- Added a section where the buyers will indicate whether they have chosen to have the property reinspected after repairs are completed.
- Added a section where the buyers will indicate whether they have chosen to purchase a residential service contract.
- Updated the title to reflect these additions: *Buyer's Walk-Through, Confirmation and Acceptance Form*.

TXR 1935 Seller's Estimated Net Proceeds and TXR 1936 Approximation of Buyer's Closing Costs

- The task force proposed pulling down these forms. However, members voiced overwhelming support to keep them. Therefore, these forms will remain available for use.

TXR 2301 Independent Contractor Agreement for Sales Associate

- Added a place for the broker to authorize the geographic areas and disciplines in which the associate is authorized to practice.

TXR 1608 New Residential Condominium Contract (Complete Construction) and TXR 1609 New Residential Condominium Contract (Incomplete Construction)

- Added that if the buyer elects to terminate pursuant to provisions related to the delivery of update of a Condominium Information Statement, the buyer will get a refund of the earnest money.

New Form: TXR 2405 Referral Agreement Between Brokers

- An agreement for a referral fee to be paid to a broker who has referred a prospective client to another broker.

Commercial Forms

TXR 1408 Commercial Property Condition Statement

- Clarified that this form can be used by a sublessor with a sublease.
- Expanded the flood disclosures to mirror language in the residential *Seller's Disclosure Notice*.

TXR 1801 Commercial Contract – Improved Property

- Independent consideration for the feasibility period is now delivered to the title company.
- Additional money paid by the buyer for the extension of the feasibility period may now be considered as additional earnest money and/or independent consideration.
- Clarified that the seller is only required to deliver to the buyer property information that is in the seller's possession.
- Clarified that an overnight delivery service is an acceptable method to deliver notices under the agreement.
- The term “legal holiday” was changed to “federal reserve bank holiday.”
- Reflects the requirement of the seller to provide a Public Improvement District disclosure form.

TXR 2101 Commercial Lease

- The terms contained in the *Commercial Lease Addendum for Expense Reimbursement* (TXR 2103) have been incorporated directly into the *Commercial Lease* under Paragraph 4J.
- The landlord was given the authority to reserve portions of the common area parking for a specific tenant's short-term use (i.e., curbside pickup spaces).

New Form: TXR 1419 Commercial Listing Agreement Termination

- May be used to terminate any Texas REALTORS® commercial listing agreement.

Leasing & Property Management Forms

- Changed all references of “pets” to “animals”

TXR 1102 Residential Real Estate Listing Agreement, Exclusive Right to Lease

- Added a notice making landlords aware of the risks of refusing a valid request for an assistance animal.
- Removed pre-checked box for *Information About Brokerage Services* under Paragraph 19.

TXR 2001 Residential Lease

- Clarified language about where to pay the rent, and added options about who can accept the first month’s rent.
- Added language to clarify the tenant has to produce documentation for assistance animals.
- Added a question for landlord to note whether the property is part of an HOA.
- Added a prohibition against planting, growth, consumption, or distribution of cannabis plants or products.
- Added a prohibition against listing the property on lodging/short term rental websites and added language about guest stay limits.
- Added that all unpaid debts will bear 18% interest or the maximum allowed by law.

TXR 2003 Residential Lease Application

- Added a question asking whether the applicant has viewed the property prior to applying.
- Changed all references of “pets” to “animals,” and added a question asking if any animal identified is an assistance animal.

TXR 2201 Residential Leasing and Property Management Agreement

- Added language to cover fees if the property is not leased on the date the agreement ends and owner terminates the agreement.
- Added language to cover compensation from benefit programs or packages.
- Added language to clarify that a broker is not responsible for performing or certifying any inspections or surveys that may be required by local, state, or federal regulations.

New Form: TXR 2016 Tenant and Occupant Information

- Provides additional space for tenant and occupants to insert information that would not be inserted in the lease.

New Form: TXR 2017 Residential Lease Sight Unseen Addendum

- Asks if the tenants have viewed the property before signing the lease, the manner in which the tenants viewed it, and provides notice that the tenants who lease the property sight unseen do so at their own risk.

New Form: TXR 2018 Addendum Regarding Fee In Lieu of a Security Deposit

- Allows the landlord and tenant to agree to a recurring monthly fee instead of a security deposit.

New Form: TXR 2228 Residential Tenant Estoppel Certificate

- Asks the tenant to certify that the statements in the certificate are true



BUYER'S WALK-THROUGH, CONFIRMATION, AND ACCEPTANCE FORM

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CONCERNING THE PROPERTY AT

NOTICE TO BUYER: The contract provides that the Seller will deliver possession of the Property to the Buyer in its present or required condition, ordinary wear and tear excepted. Before closing, the Buyer should verify that the condition of the Property meets the terms of the contract.

A. Inspections:

- (1) The Property was inspected by an inspector or inspectors of Buyer's choice. Buyer has reviewed the inspection report(s).
- (2) Buyer has chosen not to have the Property inspected.

B. Reinspections:

- (1) After completion of agreed repairs, the Property was inspected by an inspector or inspectors of Buyer's choice. Buyer has reviewed the inspection report(s).
- (2) Buyer has chosen not to have the Property reinspected.

C. Residential Service Contract:

- (1) Buyer has purchased a residential service contract.
- (2) Buyer has chosen not to purchase a residential service contract.

D. Before Closing Walk-Through:

- (1) Buyer has walked through and reviewed the Property before closing on _____
- (2) Buyer chooses not to walk through or review the Property before closing.

E. Sight Unseen:

- (1) Buyer has visited and reviewed the Property in person.
- (2) Buyer chooses not to visit or review the Property in person and is purchasing the Property sight unseen.

F. Acceptance: Buyer accepts the Property in its present condition.

NOTICE TO BUYER: The brokers have no knowledge of any defects in the Property other than what has been disclosed in the Seller's Disclosure Notice or other written information the brokers may have provided. The brokers have no duty to inspect the property for unknown defects. It is the Buyer's responsibility to have inspections completed.

Buyer _____ Date _____ Buyer _____ Date _____



REFERRAL AGREEMENT BETWEEN BROKERS

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1. PARTIES: The parties to this agreement are:

Receiving Broker: _____ License number: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____ Mobile: _____ Fax or E-Mail: _____
 Sales agent name: _____ License number: _____

Referring Broker: _____ License number: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____ Mobile: _____ Fax or E-Mail: _____
 Sales agent name: _____ License number: _____

2. PROSPECT: The Prospect being referred to Receiving Broker is:

Prospect Name: _____
 Contact person: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____ Mobile: _____ Fax or E-Mail: _____
 Comments/Instructions: _____

3. REFERRING BROKER'S FEE: In the event Receiving Broker earns a fee or other payment for services rendered in connection with a real estate transaction involving Prospect within _____ days after the date this agreement is signed by both parties (termination date), Referring Broker will be entitled to a referral fee and Receiving Broker will pay Referring Broker's fee in the amount and manner stated below. Referring Broker's fee is payable at the time Receiving Broker receives the Receiving Broker's fee, and is payable only from a portion of Receiving Broker's fees. If Receiving Broker's fee is received in multiple installments, Referring Broker's fee will be paid in proportion to the fees received by Receiving Broker under the same schedule as received by Receiving Broker.

A. Sales:

- (1) If Prospect enters into a binding agreement to buy or sell all or part of a property at any price, Receiving Broker will pay Referring Broker a fee equal to:
 - (a) _____ % of Receiving Broker's fee
 - (b) _____ % of the sales price.
 - (c) _____
- (2) Any escrow or closing agent may pay Referring Broker's fee from Receiving Broker's fee at closing.

B. Leases: (the term "lease" includes subleases, assignments of leases, and beneficial terminations of leases)

- (1) **Initial Lease:** If Prospect enters into a lease agreement, Receiving Broker will pay Referring Broker a fee equal to:
 - (a) _____ % of Receiving Broker's fee
 - (b) _____ % of the rents upon which Receiving Broker's fee is calculated.
 - (c) _____

Registration Agreement concerning _____

(2) **Renewals:** If Prospect enters into a lease and subsequently extends, renews, or expands the lease (including new leases for more, less, or different space in the same building, center, or complex), Receiving Broker will pay Referring Broker a fee equal to:

- (a) _____ % of Receiving Broker's fee.
- (b) _____ % of the rents upon which Receiving Broker's fee is calculated.
- (c) _____

(3) **Subsequent Sale to a Tenant:** If Prospect leases all or part of a property and later agrees to buy all or part of the property, and Receiving Broker receives a fee, Receiving Broker will pay Referring Broker a fee equal to:

- (a) _____ % of Receiving Broker's fee.
- (b) _____ % of the sales price.
- (c) _____

4. **SURVIVAL:** The obligation to pay a fee earned on or before the termination date and the obligation to pay a fee under paragraphs 3B(2) and 3B(3) will survive the termination of this agreement.

5. **RELATED PARTIES:** If a related party of Prospect agrees to buy or lease all or part of a property within the term of this agreement, Referring Broker will be entitled to all compensation under this agreement as if Prospect had acquired the property. "Related party" means any assignee of Prospect, any family member or relation of Prospect, any officer, director, or partner of Prospect, any entity owned or controlled, in whole or part, by Prospect, and any entity that owns or controls Prospect, in whole or part.

6. **SPECIAL PROVISIONS:**

7. **LICENSED BROKERS:** The parties to this agreement represent they are licensed real estate brokers in Texas or their respective state.

Receiving Broker: _____

By: _____
Printed Name & Title: _____
Date: _____

Referring Broker: _____

By: _____
Printed Name & Title: _____
Date: _____

Residential Lease Application concerning _____

Applicant's Previous Address: _____ Apt. No. _____
(city, state, zip)

Landlord or Property Manager's Name: _____ Email: _____
Phone: Day: _____ Mt: _____ Mb: _____ Fax: _____
Date Moved-In: _____ Move-Out Date: _____ Rent \$: _____
Reason for move: _____

Applicant's Current Employer: _____

Address: _____ (street, city, state, zip)
Employment Verification Contact: _____ Phone: _____
Fax: _____ E-mail: _____
Start Date: _____ Gross Monthly Income: \$ _____ Position: _____
Note: If Applicant is self-employed, Landlord may require one or more previous year's tax return attested by a CPA, attorney, or other tax professional.

Applicant's Previous Employer: _____

Address: _____ (street, city, state, zip)
Employment Verification Contact: _____ Phone: _____
Fax: _____ E-mail: _____
Employed from _____ to _____ Gross Monthly Income: \$ _____ Position: _____
Note: Applicant is responsible for including the appropriate contact information for employment verification purposes.

Describe other income Applicant wants considered: _____

List all vehicles to be parked on the Property:

| Type | Year | Make | Model | License Plate No./State | Mo. Payment |
|------|------|------|-------|-------------------------|-------------|
| | | | | | |
| | | | | | |
| | | | | | |

Will any animals (dogs, cats, birds, reptiles, fish, and other animals) be kept on the Property? yes no

If yes, list all animals to be kept on the Property:

| Type & Breed | Name | Color | Weight | Age in Yrs. | Gender | Neutered? | Bite History? | Rabies Shots Current? | Assistance Animal? |
|--------------|------|-------|--------|-------------|--------|---|---|---|---|
| | | | | | | <input type="checkbox"/> Y <input type="checkbox"/> N |
| | | | | | | <input type="checkbox"/> Y <input type="checkbox"/> N |
| | | | | | | <input type="checkbox"/> Y <input type="checkbox"/> N |
| | | | | | | <input type="checkbox"/> Y <input type="checkbox"/> N |

If any of the animals listed above are assistance animals, please provide appropriate documentation with a reasonable accommodation request for the assistance animal(s).

| | |
|--------------------------|--------------------------|
| Yes | No |
| <input type="checkbox"/> | <input type="checkbox"/> |

Will any waterbeds or water-filled furniture be on the Property?

Does anyone who will occupy the Property smoke?

Will Applicant maintain renter's insurance?

Is Applicant or Applicant's spouse, even if separated, in military?

If yes, is the military person serving under orders limiting the military person's stay to one year or less?

7:12pm

Mandatory Disclosures & Liability

Remember that the following material facts must be disclosed on all properties. Failure to disclose could expose you to a lawsuit and/or sanctions from TREC and/or the Board of Realtors. SHOULD you have known is the big question

Death caused by murder or the property itself (faulty wiring, rotten wood, toxic fumes, etc)

Previous fire or flooding in the home

Is the home in a flood zone? If so, include the flood addendum and ask for a copy of the flood insurance

Was the home built prior to 1978? If so, the **Lead Based Paint Addendum** is required by Federal Law

Previous foundation repairs (or current signs of foundation issues that a reasonable person would notice)

If the home is in a HOA, MUD / Utility District or other special taxation zone (**use the correct disclosure notice**)

Are there things in the home that do not work that should be working

Is the seller going to remove anything that is a fixture and should be staying with the home (Exclusions)

Are there any leases (tenants) or fixture leases (solar panels, security system, water softener, etc) on the home?

7:20pm

Exclusions and Non-Realty Items

Paragraph 2 of the contract spells out what is considered a fixture and what is not, however sometimes there may be some grey area. If an item is attached or fastened to the property or built-in, it is considered a fixture and must stay with the home unless it is listed on the exclusions list and disclosed to the buyers upfront and also written into the contract in Paragraph 2D

These items are usually NOT fixtures because they are not built-in or permanently attached to the home: Washer, Dryer, Refrigerator, furniture, outdoor grill on wheels, patio furniture, decorative mirrors hanging by picture hooks, Televisions, countertop kitchen appliances, lawn equipment, hoses, etc

These items ARE considered fixtures and must stay with the home unless they are mentioned in Paragraph 2D (Exclusions). If you are the listing agent be sure to mention any exclusions in the MLS in “Agent Remarks” and again in “Exclusions: TV Mounts, Surround Sound Speakers, Ceiling Fans, Built-In Refrigerator (like Sub Zero brand), Curtains/Drapes, Blinds, Stove/Oven, Cooktop, Built-In Microwave, outdoor landscaping, Security System, Water Softener, Solar Panels, Security Cameras, Ring Doorbell. **Also, be sure that the seller provides all codes and passwords at closing for items like the security system, garage door, etc that can be operated by apps, remotes or PIN codes. The seller is also required by law to remove all apps and codes to the home from their phone at closing**

Non-Realty Items

Any item that is not considered a fixture but the seller either wants to leave at the house or the buyer wants the seller to leave it. Because these items are considered PERSONAL PROPERTY the Non-Realty Items Addendum must be used if any of these items are going to be left by the seller. The seller should never leave anything without the approval of the buyer first. Typical Non-Realty Items would be: Refrigerator, Washer/ Dryer, furniture, outdoor furniture, decorative mirrors, decorative rugs, hoses, plants, etc. **When using the Non-Realty Items Addendum be sure to describe each item in detail to ensure that is the item the seller leaves and does not switch it out with a different one. Use brand name, color and serial number if possible**

7:26pm

Procedures For New Construction Homes

Make sure that your buyer clients know that you are able to help them with NEW CONSTRUCTION homes as well as resale homes and that it won't cost them any more to have you represent them

Always attend visits/showings to new home neighborhoods and introduce yourself and your client to the Builder's Sales Agent before they speak to your clients. Explain to your clients that you must accompany them to all visits to the new home communities and that they should speak the sales agents without you present

Be sure to REGISTER your buyer using the builder's registration card/form and include your name and contact information. Take a photo of the registration as evidence in case the form gets "conveniently" lost by the sales agent.

Almost all builders have a discretionary allowance that they will use to negotiate with a new home buyer. Press the sales agent to throw in upgrades for FREE (within reason) . Some builders will negotiate on the price of a new home if it has already been completed and is sitting there unsold. It costs them money every day it's not sold.

Many builders will not have their homes listed in the MLS so you may not get credit in MLS for the sale, but that's no big deal. The important thing is that you get paid your commission. Be sure to upload all documents into Dotloop just like you would on any other transaction

You ARE allowed to give your buyer client a rebate / Realtor Contribution if you want to, but remember that it must be disclosed to all parties on the CDA because the lender has to approve it. Prepare your CDA and get my signature at least 2 weeks before the scheduled closing to avoid any delay or loan issues. Builders are notorious for delays and you must use their Title Company.

7:32pm

Marketing Tenacity

If you aren't marketing yourself, other agents are going to steal your clients (even the ones you thought would stay with you forever). Real Estate is all about "out of sight, out of mind" and "what have you done for me lately"

Last month I sent out an email to all of you that had this link to a short video about a real estate marketing study that showed residents in a neighborhood chose an agent that did not even exist as the #1 real estate agent in that neighborhood based solely off of the advertising that was sent out. It wasn't a real agent and they had never sold a single home

<https://www.tiktok.com/t/ZTRdAgJTS/?k=1>

"Sometimes it's not about being the best, it's about being the most known"

An agent on Facebook shared this story: I heard from my friend who said they hired me over their other friend who's in real estate because they felt that their other Realtor friend was always on vacation based on their social media posts versus my social media posts which were more focused and professional.

Be sure that you are farming your neighborhood, driving with your door magnets on your car, wearing your Realtor name badge, volunteering for committees and organizations, contacting your sphere of influence, whatever it takes to be seen and known. Don't be a secret agent. Marketing is a 24/7/365 job

7:37pm

Expiration Dates & Timelines on Contracts

“Time is of the essence”

One of your biggest responsibilities as an agent is knowing and understanding the contracts and addenda and making sure you, your client and the other parties are adhering to the dates and timelines that are in each contract. Be sure you are using the CHECKLISTS for each contract to ensure that you don't forget to do something before it's too late.

- 1) Is the contract executed? Don't assume the other agent executed it just because their client signed last. Also, never execute a contract until it has all required signatures
- 2) Has the Earnest Money and Option Fee been delivered to the Title Company within 3 days?
- 3) Has the Seller's Disclosure been delivered to the buyer within the timeline on the contract?
- 4) Has the Survey (if applicable) been delivered to the buyer within the timeframe on the contract
- 5) Has the Title Commitment been delivered by the Title Company?
- 6) Have other disclosures been delivered to the buyer that were not initially delivered at the time the contract was executed, such as Lead Based Paint, MUD, HOA, Non-Realty Items, etc?
- 7) Is the lender working at a pace to get the buyer APPROVED before the deadline in the Third Party Financing Addendum?
- 8) Have the repairs been completed by the seller according to the Repair Amendment?
- 9) Have you set a closing day and time with the Title Company
- 10) Have you sent me your CDA and had it signed and returned by me at least 5 days before closing?

7:42pm

CMA's (Always provide more than 1 to your client)

By using multiple sources you can get a more accurate assessment of the real value of the property. Also remember that you control which comps to include in the report, so be sure that you are comparing apples to apples and find homes that are the most similar and that sold within the last 6 months. Throw out anomalies that would skew the data. Also look at Days on Market in that area. Practicing doing CMA's on other listings and sold

HAR Quick CMA

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San Jacinto Properties



Property Type is 'Single-Family' Status is 'Sold' Status Contractual Search Date is 07/16/2022 to 01/17/2022 Year Built is 2000+ Subdivision is like 'baywood oaks' Zip Code is like '77055'

Market Analysis Summary | Single-Family

Listings as of 7/16/2022 at 4:35:40PM, Page 1 of 2

| # | MLS # | Address | Subdivision | Pool | BR | FB | HB | # Gar | BLA | SqFt | Yr Blt | Lot SF | List Price | LP/SqFt | CDOM | Cls Date | Sold Price | SP/SqFt | SP10% |
|-----------------------|-----------------------|--------------------------|--------------------------|------|----|----|----|-------|-------|-------|-----------|-----------|------------|---------|-----------|-----------|------------|---------|-------|
| Listings: Sold | | | | | | | | | | | | | | | | | | | |
| 1 | 63517163 | 6119 Spanish Oak Drive | Baywood Oaks West | No | 3 | 2 | 0 | 2 | 2,026 | 2,000 | 6,325 | \$289,000 | \$142.65 | 2 | 02/11/22 | \$289,000 | \$142.65 | 100.00 | |
| 2 | 63090244 | 4903 Sea Oak Court | Baywood Oaks West | No | 3 | 2 | 1 | 2 | 2,417 | 2,004 | 7,040 | \$310,000 | \$128.26 | 4 | 04/29/22 | \$310,000 | \$128.26 | 100.00 | |
| 3 | 55809825 | 5411 Summer Oak Drive | Baywood Oaks West Sec 04 | No | 4 | 2 | 1 | 2 | 2,332 | 2,004 | 6,255 | \$315,000 | \$135.08 | 7 | 01/18/22 | \$315,000 | \$135.08 | 100.00 | |
| 4 | 24591366 | 5210 Summer Oak Drive | Baywood Oaks West | No | 4 | 2 | 0 | 2 | 2,456 | 2,003 | 6,712 | \$329,900 | \$134.32 | 33 | 04/07/22 | \$330,000 | \$134.36 | 100.03 | |
| 5 | 64292095 | 6018 Lacey Oak Drive | Baywood Oaks West | No | 3 | 2 | 0 | 2 | 2,232 | 2,000 | 6,325 | \$329,000 | \$147.40 | 20 | 06/17/22 | \$330,000 | \$147.85 | 100.30 | |
| 6 | 77960173 | 6114 Lacey Oak Drive | Baywood Oaks West | No | 4 | 2 | 1 | 2 | 2,380 | 2,001 | 6,325 | \$335,000 | \$140.76 | 12 | 06/24/22 | \$340,000 | \$142.86 | 101.49 | |
| 7 | 52251418 | 6222 Saint Andrews Drive | Baywood Oaks West | No | 4 | 2 | 0 | 2 | 2,462 | 2,002 | 6,325 | \$350,000 | \$142.16 | 6 | 05/19/22 | \$350,000 | \$142.16 | 100.00 | |
| 8 | 49071328 | 6323 Los Coyotes Drive | Baywood Oaks Sec 09 | No | 4 | 2 | 1 | 1 | 3,049 | 2,002 | 8,125 | \$385,000 | \$126.27 | 4 | 06/29/22 | \$370,000 | \$121.35 | 96.10 | |
| 9 | 58568619 | 5119 Bur Oak Drive | Baywood Oaks West Sec 04 | Yes | 4 | 2 | 1 | 2 | 2,554 | 2,003 | 6,600 | \$364,900 | \$142.87 | 4 | 04/29/22 | \$390,000 | \$152.70 | 106.88 | |
| 10 | 72489591 | 5307 Bur Oak Drive | Baywood Oaks West Sec 04 | No | 4 | 2 | 1 | 2 | 2,353 | 2,003 | 6,720 | \$383,500 | \$162.98 | 1 | 05/06/22 | \$390,000 | \$165.75 | 101.69 | |
| | | | | Min | 3 | 2 | 0 | 1 | 2,026 | 2000 | 6,255 | \$289,000 | \$126.27 | 1 | | \$289,000 | \$121.35 | 96.10 | |
| | | | | Max | 4 | 2 | 1 | 2 | 3,049 | 2004 | 8,125 | \$385,000 | \$162.98 | 33 | | \$390,000 | \$165.75 | 106.88 | |
| | | | | Avg | 4 | 2 | 1 | 2 | 2,426 | 2002 | 6,675 | \$339,130 | \$140.28 | 9 | | \$341,400 | \$141.30 | 100.65 | |
| | | | | Med | 4 | 2 | 1 | 2 | 2,399 | 2003 | 6,463 | \$332,450 | \$141.46 | 5 | | \$335,000 | \$142.41 | 100.02 | |
| 10 | Total Listings | Avg | | 4 | 2 | 1 | 2 | 2,426 | 2002 | 6,675 | \$339,130 | \$140.28 | 9 | | \$341,400 | \$141.30 | 100.65 | | |
| | | | | Med | 4 | 2 | 1 | 2 | 2,399 | 2003 | 6,463 | \$332,450 | \$141.46 | 5 | | \$335,000 | \$142.41 | 100.02 | |

Presented by: David Turnquist

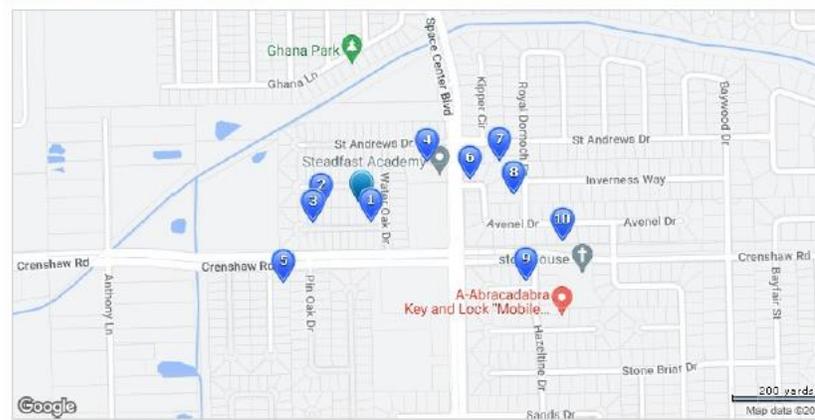
This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Practice.

Quick Statistics (10 Listings Total)

| | Min | Max | Average | Median |
|-----------------|-----------|-----------|-----------|-----------|
| List Price | \$289,000 | \$385,000 | \$339,130 | \$332,450 |
| Sold Price | \$289,000 | \$390,000 | \$341,400 | \$335,000 |
| Adj. Sold Price | \$286,500 | \$390,000 | \$340,030 | \$332,500 |
| LP/SF | \$126.27 | \$162.98 | \$140.28 | \$141.46 |
| SP/SF | \$121.35 | \$165.75 | \$141.30 | \$142.41 |
| Adj. SP/SF | \$121.35 | \$165.75 | \$140.71 | \$141.06 |

Realist Comparables on HAR Tax

6114 Lacey Oak Dr, Pasadena, TX 77055-4812, Harris County
APN: 120-406-001-0053 CLIP: 3729081016



| SEARCH CRITERIA | | | | | |
|--------------------------|---------------------------------|---------------------|-----------------------|-----------|-----------|
| Number of Comparables | 10 | Land Use | Same As Subject | | |
| Sort Method | Distance From Subject (Closest) | Distressed Sales | Include All Tax Sales | | |
| Distance from Subject | 4 miles | Geographic Boundary | NO PREFERENCE | | |
| Pool | No Preference | Date Type | RECORDING DATE | | |
| Search Period | 07/16/2021 - 07/16/2022 | Lot Area | 0 - 12,650 Sq Ft | | |
| Living/Building Area | 0 - 4,760 Sq Ft | | | | |
| SUMMARY STATISTICS | | | | | |
| | Subject Property | High | Low | Median | Average |
| MLS Sale/Close Price | \$340,000 | \$370,000 | \$285,000 | \$319,950 | \$318,690 |
| Building Sq Ft | 2,380 | 3,049 | 1,960 | 2,222 | 2,278 |
| Price Per Sq Ft | \$142.86 | \$160.66 | \$121.35 | \$141.28 | \$138.35 |
| Bedrooms | 4 | 4 | 3 | 4 | 4 |
| Total Baths | 3 | 3 | 2 | 3 | 3 |
| Year Built | 2001 | 2004 | 1984 | 2000 | 1996 |
| Distance (miles) | 0.26 | 0.02 | 0.14 | 0.14 | 0.14 |
| Total Assessment | \$245,174 | \$381,210 | \$235,002 | \$274,665 | \$277,932 |
| Value Projected by Sq Ft | \$329,285 | | | | |

NAR RPR Report

REALTORS PROPERTY RESOURCE

Mini Property Report

6114 Lacey Oak Dr, Pasadena, TX 77055

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Legend: Subject Property

Closed • Sold Date: 6/24/2022, MLS Listing 77960173: 4/20/2022

Closed Price

\$340,000

Closed Date: 6/24/2022
Listing ID: 77960173

Your Refined Value

\$349,341

Current Estimated Value

\$338,270

Last RVM® Update: 7/5/2022

RVM® Est. Range: \$328K - \$348K

RVM® Confidence: ★★★★★

↑ RVM® Change - Last 1 Month: \$10,260

↑ RVM® Change - Last 12 Months: 16.69%

This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Practice.

7:50pm

The More You Know



Gary Nordling

Moderator · 8m · 🗨️



Many Texas REALTORS forms are translated into Spanish and Vietnamese to help clients understand the forms, but only the English versions may be signed to create a legally binding contract.

There are disclaimers on the translations explaining that the English language forms must be used.



Real Estate Mastermind

Dan Alvarez Vazquez · 1h · 🗨️



Last month, a couple was professionally scammed for over \$482,000.00. The suspect fraudulently impersonated a title company and successfully obtained a wire transfer from the victims as they were in the process of purchasing a new home.

The couple immediately found out they were defrauded from the initial wire transfer and immediately contacted their bank. A fraud/theft report was completed by patrol deputies and the case was sent over to our Investigative Services Division.

Detective Newton used all investigative leads and worked with multiple financial institutions in an attempt to intercept the wire transfer. After a thorough investigation, Detective Newton successfully recovered all of the \$482,000.00 that was scammed from the couple.

The outstanding work by Detective Newton amplifies the Core Values of the Santa Clara County Sheriff's Office. Great work!

[#detective](#) [#fraud](#) [#deputy](#) [#deputysheriff](#) [#sheriff](#)
[#police](#) [#policeofficer](#) [#lawenforcement](#)

👍❤️😮 680

67 comments

There are 3 types of people. Those who MAKE things happen..... Those who WATCH things happen..... And those who wonder WHAT HAPPENED????

**Thank You All For
Attending Tonight**

