

COMPASS



After

The Story of the Sale.



Before

25560 Shafter Way | Carmel
5 BD 4.5 BA 4,223 SF \$5,500,000 LP - **SOLD \$5,650,000**

Knowing the market and understanding prospective buyer profiles gives us a powerful lens to view properties and make recommendations. The property was in the same family for 55 years. By many it was seen as a property valued at \$3.7M. But we saw the opportunity for the estate to unlock property value for the beneficiaries. The initial valuation was \$4,150,000-\$4,250,000.

Working to make sure the home appealed to the widest audience of prospective buyers updates and cleanup was completed. This involved investing \$290,760 in the home preparation. The new list price established was \$5,500,000.

A big project with big results! The swift sale with multiple offers had a final sale price of \$5,650,000. \$1.1M+ more for the beneficiaries!

24.4%

MORE FOR THE SELLERS

2 \$165K

OFFERS OVER LIST PRICE

\$1,109,240

NET ON AN INVESTMENT
OF \$290,760

Thinking of selling your home?

Learn more how you can
use Compass Concierge
to maximize the value of
your home.

Get a higher sales price
and ensure a quicker
sale.

All with no fee, no
interest.



Before



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