



# Recent Nearby Sales

**Recent Nearby Sales...** displays a list of homes recently sold in the neighborhood. These are *not* comps. However, this tends to be what homeowners are most curious about – what their *neighbors* sold for. It captures their attention and gets homeowners to start asking questions that can lead to contacting an agent, such as: “Why did Bill’s home sell for less than the median?” Review how to talk about Nearby Sales below.

### Recent Nearby Sales

These are relevant houses near your property that have sold in the last 18 months and within a 1.5mi radius. The sales can be used as a factor in determining the value of your property in current market conditions.

<p><b>1</b> 11702 EDEN RD, SILVER SPRING, MD 20904 3 Beds   3 Baths   1,692 sq.ft Sold for \$535,000 on 11/2/2022</p>	<p><b>2</b> 11702 CAPLINGER RD, SILVER SPRING, MD 20904 5 Beds   3 Baths   2,100 sq.ft Sold for \$575,000 on 11/1/2022</p>	<p><b>3</b> 1111 NORA DR, SILVER SPRING, MD 20904 4 Beds   3 Baths   2,259 sq.ft Sold for \$615,000 on 10/28/2022</p>	<p><b>4</b> 1124 TIFFANY RD, SILVER SPRING, MD 20904 4 Beds   3 Baths   1,232 sq.ft Sold for \$485,000 on 12/15/2022</p>
<p><b>5</b> 1503 AINSLEY RD, SILVER SPRING, MD 20904 4 Beds   3 Baths   1,773 sq.ft Sold for \$602,500 on 1/6/2022</p>	<p><b>6</b> 1020 KATHRYN RD, SILVER SPRING, MD 20904 4 Beds   3 Baths   2,120 sq.ft Sold for \$600,000 on 6/13/2022</p>	<p><b>7</b> 1017 NORA DR, SILVER SPRING, MD 20904 3 Beds   3 Baths   1,560 sq.ft Sold for \$666,300 on 5/4/2022</p>	<p><b>8</b> 1000 TRACY DR, SILVER SPRING, MD 20904 4 Beds   3 Baths   1,596 sq.ft Sold for \$575,000 on 8/26/2022</p>



## How to → Talk about Recent Nearby Sales:

1. Discuss how their property might compare to their neighbors.  
 “Yes, Bill’s house was built a few years after yours. But it has PVC water pipes, not copper. Copper’s better durability adds value.”
2. Help determine what is an appropriate listing price.  
 “You should be able to sell for more than Bill did.”
3. Reassure the homeowner that any national market trends may not pertain to their specific market!

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