



**Diane Balciar**  
**REALTOR®**  
**5111 Maryland Way**  
**Brentwood, TN 37027**  
**Cell: (615) 972-2190**  
**diane.balciar@crye-leike.com**  
[www.westhavenhomes.net](http://www.westhavenhomes.net)  
**Ranked #3 Crye-Leike Agent**  
**2016 YTD**



**“THE LEADER IN MID-SOUTH REAL ESTATE”**  
**“A PASSIONATE COMMITMENT TO UNSURPASSED SERVICE!”**



**Westhaven - Property Update Report**

Dear Westhaven Neighbors:

Let's get your home ready to sell!

You may be asking: Should I sell now? How do I add value to my home? Whether you are upsizing, downsizing, or getting ready to move out of the area, now is the perfect time to list your home. Westhaven's low inventory is driving up demand and prices. Recently, three of my listings sold with less than 2 days on the market--including a \$950,000 house.

Even if you are not quite ready to make the move, here are some tips on how to add value to your home.

**Kitchen upgrades:** If possible, get some up-to-date appliances that will make your kitchen look newer. Clean the oven. Painting the cabinets white is great, especially if they are an outdated stain.

**Interior Maintenance:** Paint walls, and upgrade lighting to make your home look bright and up-to-date. Think white or light on drapery, accessories & walls. Freshen up bedding with light, solid bedding; patterns don't photograph well. I can recommend a stager who can quickly tell you what needs to go, and then help you rearrange the things that remain.

**Organize:** Don't wait until Spring for "Spring Cleaning." Get rid of the clutter around the house. Donate items you haven't worn/used. Clean and organize closets. Get everything off the closet floors.

**Exterior Maintenance:** Look around and see what needs to get done with flowerbeds, trees, and bushes. Have all the windows cleaned, so more light comes in.

Remember, you only get one chance to make a first impression. Please contact me today for more tips and for a FREE Comprehensive Market Analysis on your home.

*Diane Balciar*



**Diane Balciar**



*Do you know the value of your home?  
 It may be worth more than you think.*

*Curious? Call Diane Balciar, your resource for local real estate expertise!*

**For all your real estate needs, contact Diane Balciar**

Cell: (615) 972-2190

diane.balciar@crye-leike.com  
[www.westhavenhomes.net](http://www.westhavenhomes.net)



## Property Update Report by Diane Balciar

For more information, please call (615) 972-2190

The report summarizes listings sold, as well as active listings for Westhaven. Listings summarized in the following table are based on information from the Middle Tennessee Regional Multiple Listing Service. Properties sold were listed/sold by Crye-Leike, Realtors and by various MLS participating offices. Please note that For Sale By Owner properties are excluded because they often do not represent the full value of what they could sell for when properly priced and exposed to a greater number of qualified buyers through a professional real estate agent. All information is deemed reliable but is not guaranteed.

Listings SOLD between 11/7/16 and 2/7/17 are shown in more detail below as they represent the best indication of change in property values.

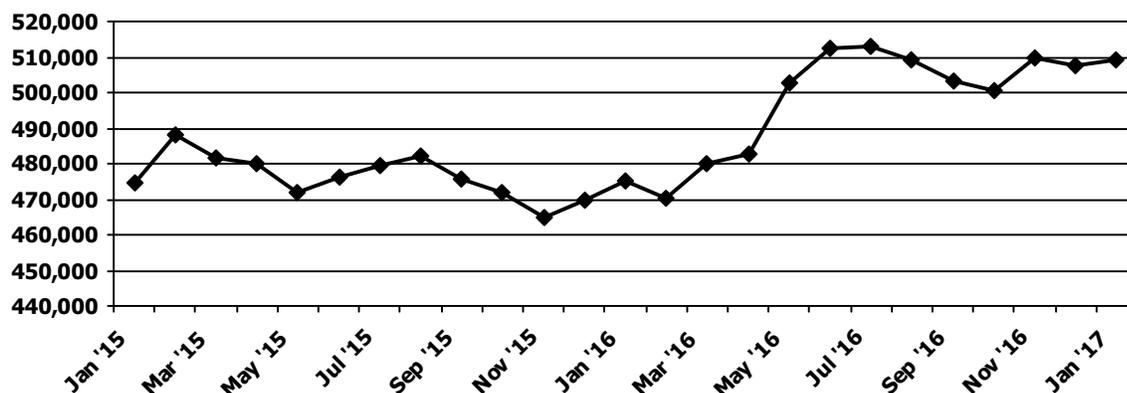
<u>Sold Date</u>	<u>Westhaven</u>	Bedrms + F Baths <u>+ H Baths</u>	<u>Year Blt/Est SF</u>	<u>List Price</u>	<u>Sold Price</u>	List to Sales Price <u>Ratio</u>	Days On <u>Market</u>
02/01/17	459 Wiregrass Ln	4 + 3 + 1	2005 / 3528	\$629,000	\$622,000	98.9%	121
01/17/17	1700 Championship Blvd	5 + 5 + 1	2004 / 5794	\$999,000	\$995,000	99.6%	57
01/13/17	501 Jasper Ave	3 + 3 + 1	2016 / 2339	\$516,759	\$523,864	101.4%	104
12/29/16	507 Jasper Ave	3 + 2 + 1	2016 / 2535	\$517,900	\$560,429	108.2%	2
12/27/16	2007 Tabitha Dr	4 + 3 + 1	2012 / 3096	\$669,000	\$665,000	99.4%	28
12/22/16	1950 Championship Blvd	4 + 3 + 1	2016 / 3462	\$698,500	\$950,440	136.1%	9
12/20/16	507 Cheltenham Ave	3 + 3 + 1	2007 / 3678	\$674,900	\$650,000	96.3%	83
12/16/16	404 Pearre Springs Way	4 + 4 + 1	2007 / 4605	\$875,000	\$855,000	97.7%	133
12/13/16	1622 Championship Blvd	5 + 4 + 1	2004 / 4228	\$815,000	\$815,000	100.0%	0
12/12/16	701 Pearre Springs Way	3 + 3 + 0	2007 / 3207	\$569,900	\$546,875	96.0%	227
12/09/16	722 Stonewater Blvd	4 + 4 + 1	2007 / 4098	\$899,000	\$846,450	94.2%	14
12/08/16	218 Pearl St	3 + 2 + 1	2005 / 2248	\$449,900	\$432,500	96.1%	25
12/01/16	416 Wiregrass Ln	5 + 4 + 0	2005 / 3447	\$635,000	\$595,000	93.7%	49
11/28/16	622 Watermark Way	2 + 2 + 1	2006 / 2292	\$384,900	\$384,900	100.0%	106
11/17/16	1622 Grassmere Rd	4 + 3 + 1	2007 / 3650	\$790,000	\$790,000	100.0%	15
11/16/16	1206 State Blvd	5 + 4 + 2	2004 / 5229	\$1,050,000	\$1,020,000	97.1%	52
11/11/16	1413 Westhaven Blvd	4 + 3 + 1	2008 / 3208	\$646,900	\$646,000	99.9%	25
11/10/16	1205 State Blvd	5 + 5 + 1	2003 / 4571	\$1,037,000	\$1,000,000	96.4%	70
11/07/16	447 Pearre Springs Way	4 + 3 + 0	2006 / 3686	\$615,000	\$615,000	100.0%	33
<b>Averages:</b>				<b>\$709,087</b>	<b>\$711,235</b>	<b>0.3%</b>	<b>61</b>

<u>Summary</u>	<u>3 Months of Sold MLS Listings From:</u>		Difference	<u>Listings Currently FOR SALE</u>
	<u>11/7/16 to 2/7/17</u>	<u>11/7/15 to 2/7/16</u>	<u>vs. Year Ago</u>	
Westhaven	19	19	-	20
<b>Average Property Price:</b>	<b>\$711,235</b>	<b>\$707,381</b>	<b>0.5%</b>	<b>\$718,963</b>

### Special "Market Analysis"

#### Average Sold Prices in Williamson County

Graph represents single family homes sold in the Middle Tennessee Regional Multiple Listing Service over the last 2 years. The average sold price increased 8.3% when comparing the last 3 months to the same 3 months a year ago.



## Featured Best Buys

The following featured Real Estate listings represent a variety of properties available across a range of pricing and locations to meet a variety of Real Estate needs. If you would like to see your property featured here or you know someone who is looking to buy, please call Diane Balciar at (615) 972-2190.

<u>Property Address</u>	<u>Type Property</u>	<u>Bedrms + F Baths + H Baths</u>	<u>List Price</u>	<u>Reasons These Listings are Considered a Best Buy</u>
Westhaven; 422 Wiregrass Lane	Home	4 + 2 + 1	\$484,900	Quiet, perimeter street, across from green space. 1st floor office/music room w/fireplace.
SOLD! --> 1177 Westhaven Boulevard	Home	3 + 2 + 1	\$499,900	<--SOLD! Beautifully maintained home w/lots of upgrades. Views of nature. Walk to everything!
Under Contract! --> 1124 Jewell Avenue	Home	3 + 3	\$625,000	<--Under Contract! Lovely home w/10' ceilings, corner lot w/courtyard, true 3 car garage, upscale 6 burner cooktop.
Under Contract! --> Westhaven; 335 Starling Ln	Home	4 + 3	\$630,000	<--Under Contract! Located on coveted, tree-lined Starling Ln, this home features a new, crisp white kitchen.
Under Contract! --> Westhaven; 400 Wiregrass Lane	Home	4 + 4	\$950,000	<--Under Contract! Stunningly renovated estate home on premium corner lot overlooking woods. 3 season sunroom w/FP.