

Step 02 - Price

Build a price from comparable facts, not one website's estimate.

Property: _____ Date: _____

- ☐ Search HAR or Realtor.com for three nearby homes with similar type, size, age and condition, if available.
- ☐ Record sale or list price, square feet, condition, days on market and price reductions.
- ☐ Ask a licensed broker or appraiser to verify closed-sale prices; keep active and pending listings separate.
- ☐ Enter current months of inventory in the market thermometer.
- ☐ Set a review date and decide in advance what evidence would justify a price change.

Checkpoint: You can explain the list price with a written comparable worksheet.

Notes / questions / next action

How to find and verify comparable homes

Search har.com or realtor.com by city or ZIP. Focus the map on nearby homes with similar type, size, age and condition. Save each address and source link; use a recently sold filter where available and record the date.

Asking prices, estimates and price ranges are not verified sale prices. Ask a licensed local broker for a comparative market analysis or engage a licensed appraiser, confirming scope and any fee first. Request sale prices, dates, concessions and condition differences. Leave unknown facts blank and keep active or pending listings separate.

Sources to verify before acting

Texas appraisal districts

<https://comptroller.texas.gov/taxes/property-tax/county-directory/>

DFW housing activity

<https://trerc.tamu.edu/housing-activity-data/msa/dallas-fort-worth-arlington/>

Texas REALTORS pricing guidance

<https://www.texasrealestate.com/news/is-your-home-priced-too-high/>