

Comparative Market Analysis



15038 Teakwood Drive, Monroe, Michigan
48161

John Smith

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What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

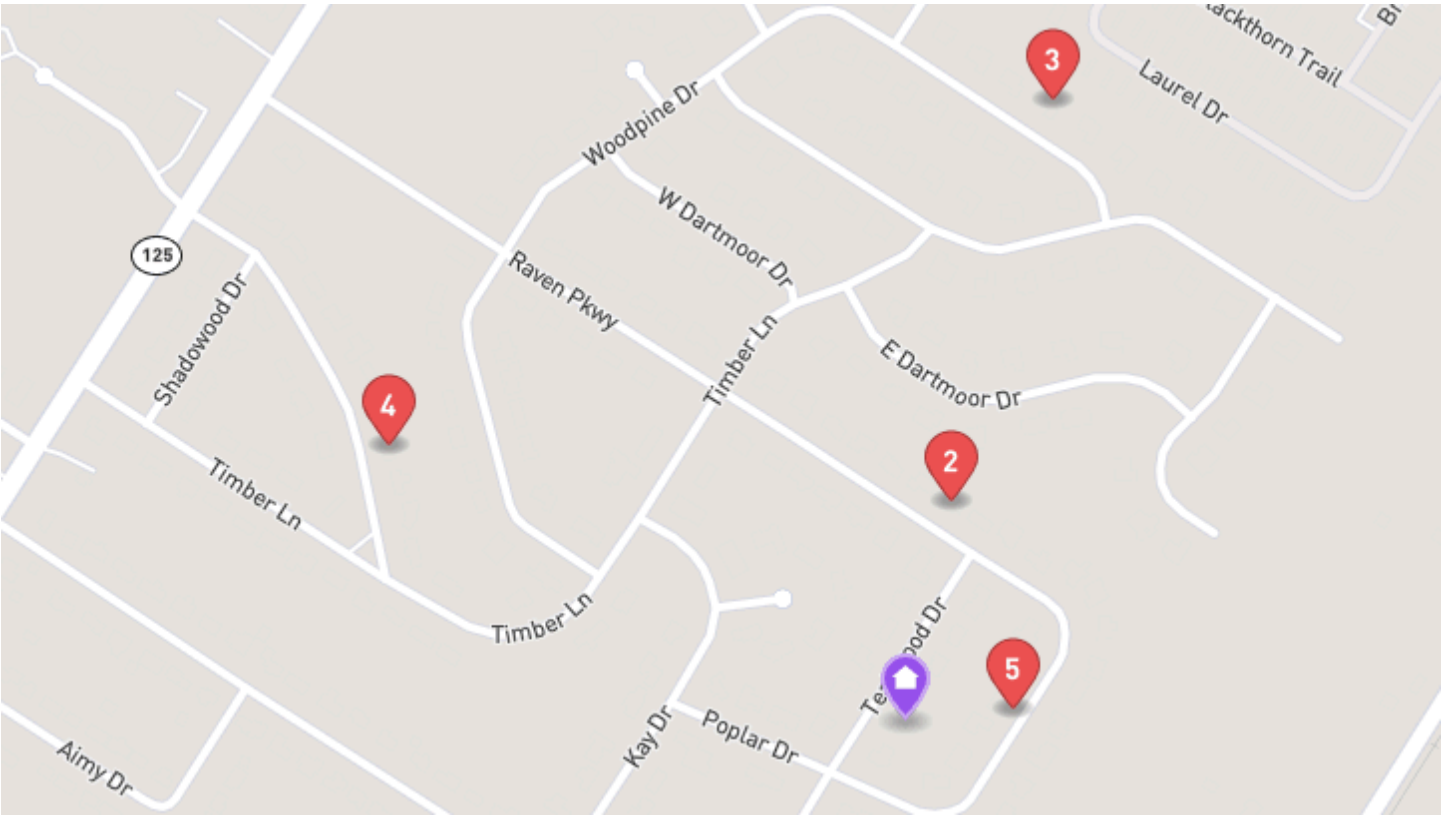
CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.



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Map of Comparable Listings



STATUS: S = CLOSED

	MLS #	STATUS	ADDRESS	BEDS	BATHS	PRICE
1	Subject		15038 Teakwood Dr	4	2.10	-
2	57050184217	S	5542 Raven Parkway Avenue	4	2.10	\$425,000
3	20251013890	S	15203 Woodpine Drive	3	2.10	\$435,000
4	57050163046	S	5464 Brookshire Street	4	2.10	\$345,000
5	20250016371	S	15058 POPLAR Drive	5	4.20	\$530,000



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5542 Raven Parkway Avenue

Monroe Twp, MI 48161

MLS #57050184217

\$425,000

CLOSED

9/12/25

4 Beds 2.10 Baths

Year Built 1988

Days on market: 6



Details

Prop Type: Single Family Residence	Full baths: 2.0	Garages: 2	List Price: \$420,000
County: Monroe	Half baths: 1.0	List date: 8/5/25	Orig list price: \$420,000
Area: 06121 - Monroe Twp	Acres: 0.34	Sold date: 9/12/25	Sold/Sqft: \$155
Subdivision: RAVENWOOD	Lot Dim: 100X150	Off-market date: 8/11/25	Taxes: \$4,500
Style: Traditional	Lot Size (sqft): 14,811	Updated: Sep 15, 2025 12:18 PM	School District: Monroe

Features

Above Grade Finished Area: 2748.0	Cooling: Ceiling Fan(s), Central Air	Levels: Two	Architecture Level: Two
Appliances: Dishwasher, Disposal, Microwave, Oven, Refrigerator, Range	Disclosures: Taxes Homestead Exempt	Parking Features: 2 Car Garage, Assigned 2+ Spaces, Attached, Garage	Sqft Total Bsmt: 1300
Basement: Concrete, Finished, Full, Sump Pump, Unfinished	Fencing: Fenced	Patio And Porch Features: Deck	Waterfront Yn: No
Below Grade Finished Area: 1100.0	Fireplace Features: Basement, Family Room	Pool Features: None	Garage Yn: Yes
Concessions: Yes	Foundation Details: Basement	Rooms Total: 12	Basement Yn: Yes
Construction Materials: Brick, Shingle Siding	Heating: Forced Air, Natural Gas	Sewer: Public Sewer	Mls: Southeastern Border Association of REALTORS
	Interior Features: Walk-In Closet(s)	Water Source: Public	
		Window Features: Skylight(s), Window Treatments	

Remarks

Seller says, bring your offer! Awesome 4 large bedrooms, 2 1/2 bath home located in desirable Ravenwood Subdivision. Major recent upgrades include a brand new primary suite ensuite bathroom, rear yard fence, painting, lighting, carpet, concrete driveway and more! Let the light shine in with many windows and skylights, family room features vaulted ceilings, ceiling fan and beautiful brick woodburning fireplace, wood floors, large eat-in kitchen, granite countertops, stainless steel appliances, automatic faucet, home offers a large main bedroom and walk in closet and more! Additional dining room for entertaining, laundry room is on main floor alongside a half bath, sitting room/office area, and basement offers additional living space with workout room. Roof installed in 2016, backyard features space to roam and large deck for entertaining and enjoying the landscaping. Seller will offer a one year home warranty for new owners. Schedule your tour today!

Courtesy of Howard Hanna - Monroe

Information is deemed reliable but not guaranteed.



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15203 Woodpine Drive

Monroe, MI 48161

MLS #20251013890

\$435,000**CLOSED** 8/28/25**3 Beds 2.10 Baths****Year Built 2003****Days on market: 28**

Details

Prop Type: Single Family Residence**County:** Monroe**Area:** 06122 - Monroe**Subdivision:** DARTMOOR 4**Style:** Ranch**Full baths:** 2.0**Half baths:** 1.0**Acres:** 0.46**Lot Dim:** 125 x 160**Lot Size (sqft):** 20,038**Garages:** 2**List date:** 7/2/25**Sold date:** 8/28/25**Off-market date:** 7/30/25**Updated:** Aug 29, 2025 11:20 AM**List Price:** \$435,000**Orig list price:** \$455,000**Sold/Sqft:** \$165**Assoc Fee:** \$150**Taxes:** \$3,553**School District:** Monroe

Features

Above Grade Finished Area: 2635.0**Association Fee Frequency:** Annually**Basement:** Unfinished**Construction Materials:** Brick, Wood Siding**Cooling:** Central Air**Disclosures:** No Restrictions, Taxes Not Homestead Exempt**Entry Location:** Ground Level**Fireplace Features:** Electric, Gas, Other Location(s)**Foundation Details:** Basement, Brick/Mortar**Heating:** Other Heating Source**Levels:** One**Parking Features:** 2.5 Car Garage, Attached**Pool Features:** None**Road Frontage Type:** Paved**Rooms Total:** 5**Sewer:** Public Sewer**Water Source:** Public**Architecture Level:** One**Sqft Total Bsmt:** 1935**Waterfront Yn:** No**Garage Yn:** Yes**Basement Yn:** Yes**Mls:** Realcomp II Ltd

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Remarks

Discover this charming home completely updated in 2024. Quartz countertops, Cabinets and other areas of home professionally painted, new marble backsplash, new appliances, new water heater and furnace. New Amish shed. Situated in a serene neighborhood, offering a warm and inviting atmosphere. The property features a spacious layout with multiple bedrooms and modern bathrooms. Enjoy the beautifully landscaped yard, with patio and Pergola appropriate for relaxation and outdoor activities.

Courtesy of Beycome Brokerage Realty LLC

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5464 Brookshire Street

Monroe Twp, MI 48161

MLS #57050163046

\$345,000**CLOSED** 2/20/25**4 Beds 2.10 Baths****Year Built 1965****Days on market: 57**

Details

Prop Type: Single Family Residence**County:** Monroe**Area:** 06121 - Monroe Twp**Subdivision:** RAVENWOOD**Style:** Traditional**Full baths:** 2.0**Half baths:** 1.0**Acres:** 0.37**Lot Dim:** 100x164x100x162**Lot Size (sqft):** 16,118**Garages:** 2**List date:** 12/13/24**Sold date:** 2/20/25**Off-market date:** 2/8/25**Updated:** Feb 20, 2025 2:14 PM**List Price:** \$352,500**Orig list price:** \$352,500**Sold/Sqft:** \$131**Taxes:** \$3,239**School District:** Monroe

Features

Above Grade Finished Area: 2624.0**Appliances:** Dishwasher, Disposal, Dryer, Oven, Refrigerator, Range, Washer**Below Grade Finished Area:** 900.0**Concessions:** No**Construction Materials:** Brick, Vinyl Siding**Disclosures:** Taxes Homestead Exempt**Fireplace Features:** Family Room, Wood Burning**Foundation Details:** Basement, Brick/Mortar**Heating:** Forced Air, Natural Gas**Levels:** Two**Parking Features:** 2 Car Garage, Attached**Pool Features:** None**Rooms Total:** 8**Sewer:** Public Sewer**Water Source:** Public**Architecture Level:** Two**Sqft Total Bsmt:** 1150**Waterfront Yn:** No**Garage Yn:** Yes**Basement Yn:** Yes**MLS:** Southeastern Border Association of REALTORS

Remarks

Beautiful traditional 4 bedroom 2 story that is waiting for it's new owner! Quiet subdivision in Ravenwood Park. This home



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has a full basement that offers a fi very nicely finished basement. Large formal living room, formal dining room, eat-in kitchen, a very inviting family room w/wood burning fireplace and a lovely screened-in porch! Primary suite is very spacious including a walk-in closet. Large attached 2 car garage. Lawn has in ground sprinkler system.

Courtesy of Coldwell Banker Haynes R.E. in Monroe
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15058 POPLAR Drive

Monroe Twp, MI 48161

MLS #20250016371

\$530,000
CLOSED 5/30/25

5 Beds 4.20 Baths
Year Built 1990
Days on market: 42


Details

Prop Type: Single Family Residence

County: Monroe

Area: 06121 - Monroe Twp

Subdivision: RAVENWOOD PARK PLAT V

Style: Craftsman

Full baths: 4.0

Half baths: 2.0

Acres: 0.36

Lot Dim: 100x158

Lot Size (sqft): 15,682

Garages: 3

List date: 3/12/25

Sold date: 5/30/25

Off-market date: 4/23/25

Updated: Aug 4, 2025 8:30 PM

List Price: \$539,900

Orig list price: \$539,900

Sold/Sqft: \$137

Taxes: \$5,895

School District: Monroe

Features

Above Grade Finished Area: 3856.0

Basement: Finished

Below Grade Finished Area: 3856.0

Concessions: No

Construction Materials: Brick, Wood Siding

Cooling: Central Air

Disclosures: Taxes Homestead Exempt

Entry Location: Ground Level

Fireplace Features: Family Room, Gas

Foundation Details: Basement, Block

Heating: Forced Air, Natural Gas

Levels: Two

Parking Features: 3 Car Garage, Attached, Garage Door Opener

Pool Features: In Ground

Road Frontage Type: Paved

Rooms Total: 13

Sewer: Public Sewer

Water Source: Public

Architecture Level: Two

Sqft Total Bsmt: 3856

Waterfront Yn: No

Garage Yn: Yes

Basement Yn: Yes

Mls: Realcomp II Ltd


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Remarks

Welcome to this luxurious custom-built home 5-bedroom, 4 full bath and 2 half-bath estate, a true masterpiece of design and comfort! Situated on an expansive lot, this 3,856 sq. ft. home seamlessly blends elegance with functionality, offering an exceptional living experience.

Step inside to a dramatic foyer that sets the tone for this sophisticated residence. The custom-built designer kitchen-featured in a magazine-boasts granite countertops, a sub-zero refrigerator, a lighted glass corner cabinet, and a grand island that doubles as a dining space and a chefs dream prep station. The open-concept layout flows into the inviting family room, complete with built-in bookshelves, a cozy gas fireplace and a sunroom with picturesque views of the stunning pool area-an entertainer's paradise!

Host unforgettable gathering in the formal living and dining rooms, work from home in the private study/den, and enjoy the convenience of a main-floor laundry room. Upstairs, the primary suite is a serene retreat, featuring a spa-like en-suite with a jetted tub, double sinks, a separate shower, and a huge walk-in closet.

This home is built for comfort with two furnaces, One recently installed, two hot water heaters, a newer roof, A/C, and two new sump pumps. Outdoor enthusiasts will love the built-in gas grill hookup and Pella windows that enhance the homes beauty and efficiency. The finished basement offers additional living space with a custom built in family room- perfect for movie nights or game days!

A home of this caliber doesn't come around often. THIS HOME IS NOT IN A FLOOD ZONE! Experience the perfect blend of sophistication, warmth, and modern convenience-schedule your private tour today!

Courtesy of River Oaks Realty

Information is deemed reliable but not guaranteed.



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Summary of Comparable Properties

S

SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SOLD PRICE
5542 Raven Parkway Avenue	9/12/25	4	2.10	\$425,000
15203 Woodpine Drive	8/28/25	3	2.10	\$435,000
5464 Brookshire Street	2/20/25	4	2.10	\$345,000
15058 POPLAR Drive	5/30/25	5	4.20	\$530,000
Averages				\$433,750



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Sold Property Analysis

Averages

98.21%

Homes sold for an average of 98.21% of their list price.

33

Days on market

It took an average of 33 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM
5542 Raven Parkway Avenue	\$420,000	\$425,000	101.19%	6
15203 Woodpine Drive	\$455,000	\$435,000	95.60%	28
5464 Brookshire Street	\$352,500	\$345,000	97.87%	57
15058 POPLAR Drive	\$539,900	\$530,000	98.17%	42
Averages	\$441,850	\$433,750	98.21%	33



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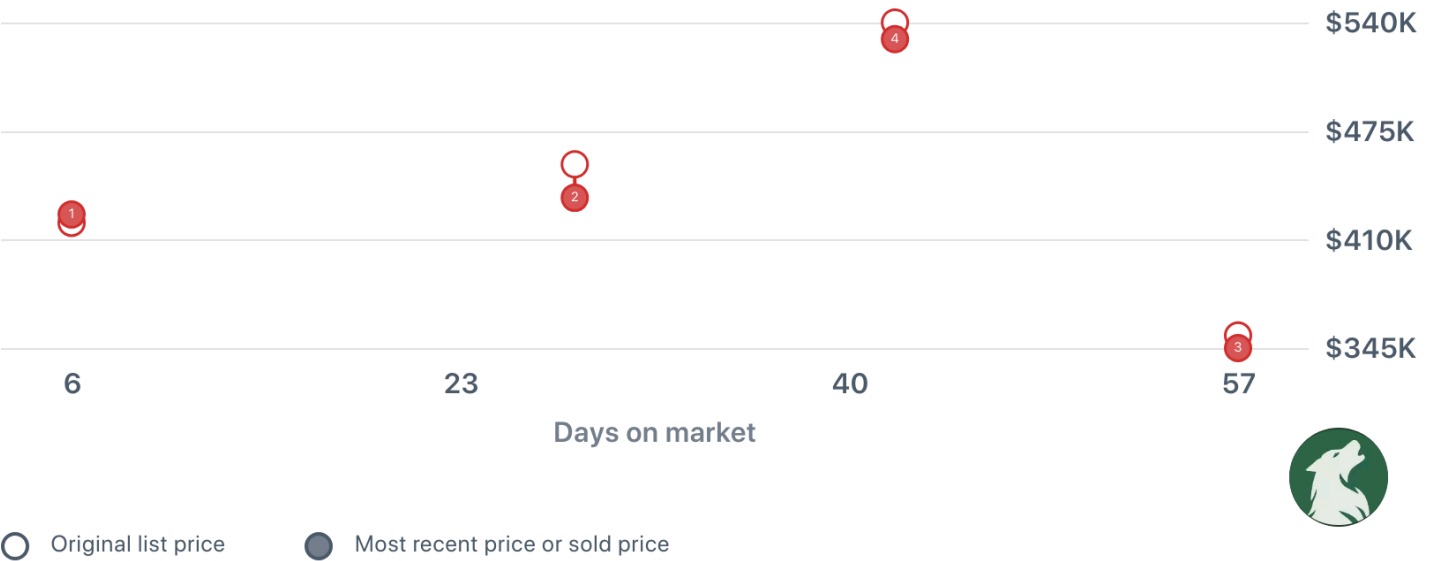
Time To Sell

33 Days on Market

|

99.31% of list price

Sold homes were on the market for an average of 33 days before they accepted an offer. These homes sold for an average of 99.31% of list price.



	ADDRESS	STATUS	LIST PRICE	SOLD PRICE	DOM	% OF LIST \$
1	5542 Raven Parkway Avenue	Closed	\$420,000	\$425,000	6	101.19%
2	15203 Woodpine Drive	Closed	\$435,000	\$435,000	28	100.00%
3	5464 Brookshire Street	Closed	\$352,500	\$345,000	57	97.87%
4	15058 POPLAR Drive	Closed	\$539,900	\$530,000	42	98.17%
Averages			\$436,850	\$433,750	33	99.31%



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The Value of Your Home

In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.



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Suggested List Price

Analysis of the comparable properties suggests a list price range of:

\$410,000 - \$420,000
\$170 / sqft - \$174 / sqft

Comparable Averages *per Status*

S 4 Sold

\$433,750

33 Days on Market

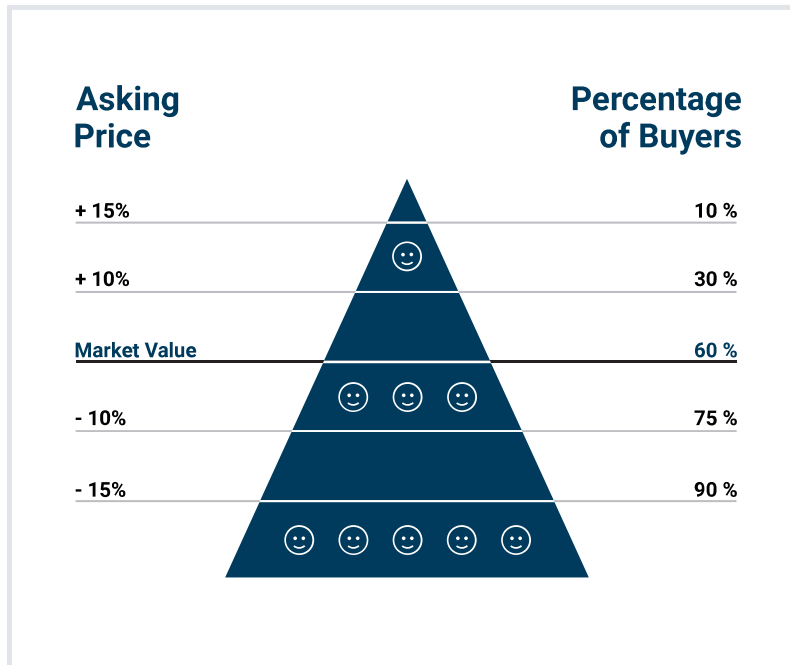
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Intelligent Pricing and Timing



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

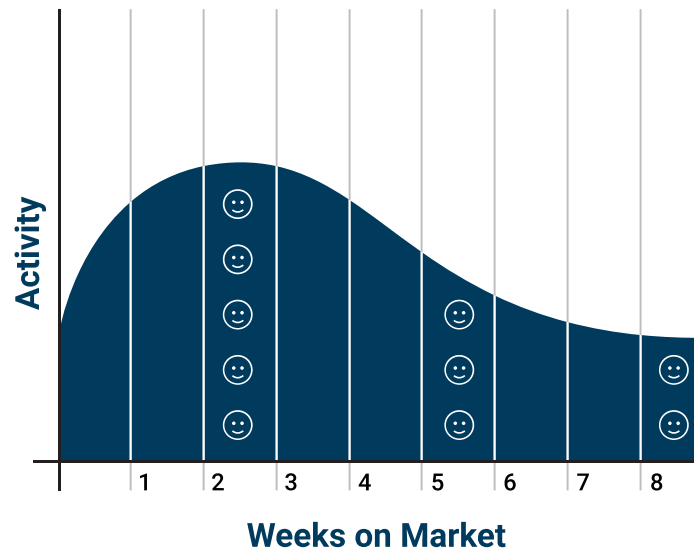
Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.



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Intelligent Pricing and Timing



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.



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