

## Presentation “Must Haves”

### Market Area

How many homes?

### From MLS System or Tax Records-

- ✓ How many sold in 6 mo.
  - 1 yr.
  - 3 yr.
  - 5 yr.
- ✓ Average Sale Price
- ✓ Average List Price
- ✓ Average List/Sale Ratio

### Web site resources

- ✓ Local Government site
- ✓ Local school district/schools
- ✓ Local chamber of commerce
- ✓ County web site
- ✓ Park District
- ✓ Area Hospital
- ✓ Area Attractions

### Area Fact sheet

- ✓ History
- ✓ Waste Management
- ✓ Schools
- ✓ Shopping Opportunities
  - Grocery Stores
  - Pharmacy
  - Hardware
  - Blockbuster
- ✓ Service Vendors
  - Doctors
  - Dentists
  - Veterinarians
- ✓ Restaurants
- ✓ Recreation
- ✓ Transportation
- ✓ Community Services
- ✓ Country Clubs
- ✓ Special Events/Traditions
- ✓ Restrictions/Ordinances

### Important Phone Numbers