# Pricing Strategy Worksheet

Estimate a listing price from comparable sales. An interactive version is at sanchezbrokerage.com.

## Your property

Address: _____

Type: House / Condo / Co-op Beds: _____ Baths: _____

Condition and notable features: _____

## Step 1: Comparable sales

Use 3 to 6 homes like yours that **sold** in the last 6 months, as close as possible. NYC house and condo sales are public on ACRIS; ask us for co-op comps.

| # | Address / notes | Sale date | Sale price | Sq ft | Adjust. (+/-) | Adj. $/sq ft |
|---|---|---|---|---|---|---|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |

## Step 2: Adjust for differences

If a comp is **better** than your home (renovated, extra bath, parking, outdoor space), enter a **negative** dollar adjustment. If your home is better, enter a **positive** one. Adjusted $/sq ft = (sale price + adjustment) / sq ft.

## Step 3: Results

| | |
|---|---|
| Your square footage | |
| Average adjusted $/sq ft (sum / number of comps) | |
| Indicated value (average $/sq ft x your sq ft) | |
| Suggested range (indicated value -3% to +3%) | |
| Estimated net proceeds (see our Transfer Tax & Seller Cost Calculator) | |

## Step 4: Check the competition

Active listings near you: _____

Consider pricing just under a round number (e.g. $699,000) to appear in more buyer searches.

A worksheet, not an appraisal. Condition, light, views, floor, and building finances affect value in ways a formula can't fully capture. For a free professional comparative market analysis, contact us. Updated September 2026.