

## Features & Benefits

### Interior Upgrades:

- **Updated Flooring** – 2017 manufactured hardwood downstairs, stairs, and hallways; carpet in bedrooms; tile in bathrooms.
- **Remodeled Kitchen & Dining (2019)** – High-end cabinets, custom tile work, granite countertops, large pantry, and modern appliances, including a 2019 microwave, gas stove/oven, and a 2023 dishwasher.
- **Farm Sink** – Deep basin for functionality and style.
- **Built-In Dining Bench** – Provides extra storage and a cozy space for meals and entertainment.
- **Upgraded Lighting** – Recessed lighting, stylish fixtures, and updated ceiling fans enhance ambiance and efficiency.
- **Water-Saver Toilets** – Environmentally friendly and cost-saving feature.

### Energy Efficiency & Smart Features:

- **Owned Solar Panels** – Significant energy savings.
- **Energy Star Lennox 16 SEER HVAC & Trane Furnace (2018)** – Reliable and efficient climate control.
- **Simonton Windows (2016)** – Dual-pane Low-E tinted windows for insulation and noise reduction.
- **R30 Cellulose Attic Insulation (2021)** – Enhances indoor temperature regulation and reduces energy costs.
- **Rheem Hot Water Heater (2020)** – Ensures consistent hot water supply.
- **Nest Thermostat** – Smart temperature control for added convenience and efficiency.
- **Ring Doorbell & Cameras** – Extra security and peace of mind.

### Outdoor & Lot Features:

- **Private Backyard Retreat** – Spacious, tree-filled backyard with no rear neighbors.
- **Mature Peach Tree** – Adds charm and seasonal fruit production.
- **Shed & Chicken Coop** – Versatile storage and hobby options.
- **Adjacent Park-Like Acre Lot** – Provides additional privacy and space for outdoor enjoyment.

### Additional Features:

- **Recent Exterior Painting & Siding Replacement** – Enhances curb appeal and durability.
- **Negotiable Appliances & Furnishings** – Recent Samsung refrigerator, 2015 washer, 2018 gas dryer, plus select Crate & Barrel and Four Hands furnishings available.

- **Survey Available** – Simplifies the home-buying process.

**Prime Location:**

- **Outdoor Recreation Nearby** – Minutes from Copperfield and Walnut Creek trails.
- **Dining & Entertainment** – Close to top local restaurants, coffee shops, breweries, The Domain, and Q2 Stadium.
- **Convenient Commuting** – Easy access to major highways and top employers.

This home is a rare combination of style, efficiency, and convenience. Schedule your tour today and experience it in person!

Nestled in a quiet North Austin neighborhood, this beautifully updated home blends modern upgrades, energy efficiency, and a serene backyard retreat. Thoughtfully renovated throughout, it is move-in ready and designed for comfort and style.

Featuring 3 bedrooms and 2.5 bathrooms this home offers a suite of energy-efficient upgrades, including an owned solar array system, Energy Star Lennox 16 SEER HVAC & Trane furnace (2018), Simonton Windows (2016), R30 cellulose attic insulation (2021), and a Rheem hot water heater (2020). A Nest thermostat enhances efficiency, while a Ring doorbell and cameras provide added security.

The interior boasts updated flooring: manufactured hardwood (2017) downstairs, on stairs, and in hallways, with carpet in the bedrooms and tile in the bathrooms. The remodeled kitchen (2019) features high-end cabinets, custom tile work, a large pantry, and modern appliances, including a gas stove/oven, a 2019 microwave, and a 2023 dishwasher. A custom-built-in dining bench with storage adds charm and functionality.

Upgraded lighting throughout includes recessed lighting, stylish fixtures, and modern ceiling fans. Recent exterior painting and siding replacement enhance curb appeal. The spacious lot and forested backyard provide a private retreat with a mature peach tree, shed, and chicken coop. With no homes directly behind and a park-like acre lot to the left, privacy abounds.

Located minutes from Copperfield and Walnut Creek trails, this home offers easy access to outdoor adventures. It's also close to top dining and entertainment spots, including taco shops, coffeehouses, breweries, The Domain, and Q2 Stadium. With convenient highway access, commuting is a breeze.

This North Austin gem is packed with upgrades—you must see to believe it. The hard work is done—just bring your toothbrush! Schedule your tour today!

Public & Sydicated remarks –

Nestled in a quiet North Austin neighborhood, this charming and beautifully updated home offers modern upgrades, energy efficiency, and a serene backyard retreat. With thoughtful renovations throughout, it is move-in ready and designed for comfort, style, and functionality.

Featuring **3 bedrooms and 2.5 bathrooms**, this home boasts **1,721 square feet** of well-utilized space. A suite of energy-efficient upgrades, including **owned solar array system, Energy Star Lennox 2018 16 SEER HVAC & Trane furnace, 2016 Simonton Windows, 2021 R30 cellulose attic insulation, and a 2020 Rheem hot water heater**, ensures year-round savings and comfort. A **Nest thermostat** further enhances efficiency and convenience. A **Ring doorbell and cameras** are also included for added security.

The interior showcases **updated flooring, 2017 manufactured hardwood downstairs, stairs, and hallways, carpet in the bedrooms, tile in the bathrooms**. The **2019 remodeled kitchen and dining area** feature **high-end cabinets, custom tile work, a large pantry, and modern appliances**, including a **2019 microwave, gas stove/oven, and a 2023 dishwasher**. A **custom-built-in dining bench with storage** creates a perfect space for meals and entertainment.

Throughout the home, **upgraded lighting** includes recessed lighting, sexy stylish fixtures, and updated ceiling fans. Recent exterior painting and siding replacement. The **spacious lot and forested backyard** offer a private retreat, complete with a **mature peach tree, shed, and chicken coop**. With **no homes directly behind the lot** and an acre **neighborhood parklike lot to the left**, this property offers a cherished combination of privacy and space for outdoor enjoyment. Negotiable Recent Samsung refrigerator, **2015 washer, 2018 gas dryer, and Crate & Barrel & Four Hands furnishings**.

Located just minutes from **Copperfield and Walnut Creek trails**, this home provides easy access to outdoor adventures. It's also close to fantastic dining and entertainment options,

including **local taco shops, coffee shops, breweries, and a short drive to The Domain and Q2 Stadium**. With **convenient access to major highways and top employers**, commutes become easier.

With too many more upgrades to mention you'll have to come see for yourself, the hard work has been done—just bring your toothbrush! **Don't Miss This Home—schedule your tour today and experience this North Austin gem for yourself!**

**Shorter private version per ABOR limited character requirements to agents-**

**Tenants are moving out end of April. Please schedule showings with me—pet will be crated. Don't miss out on this well-maintained home that shows beautifully!**

Nestled in a quiet North Austin neighborhood, this **3-bedroom, 2.5-bathroom** home offers **1,721 sq. ft.** of updated living space with modern upgrades, energy efficiency, and a private backyard retreat.

Key energy-efficient updates include **owned solar panels, a 2018 14 SEER HVAC & furnace, 2016 tinted dual-pane Low-E windows, 2021 R30 attic insulation, and a 2020 hot water heater**, all designed for year-round savings. A **Nest thermostat** adds extra convenience.

The **2019 remodeled kitchen and dining area** feature **high-end cabinets, custom tile work, a large pantry, and modern appliances**, including a **2019 microwave, gas stove/oven, and a 2023 dishwasher**. The interior showcases **2017 manufactured hardwood flooring downstairs and in hallways, carpeted bedrooms, and tile in bathrooms**. A **built-in dining bench with storage** enhances functionality.

Upgraded **recessed lighting, modern fixtures, and ceiling fans** complement recent **exterior painting and replaced siding**. The **spacious lot and forested backyard** include a **mature peach tree, shed, and chicken coop**, with **no rear neighbors** and a **neighborhood park to the left** for added privacy and outdoor space.

Additional features include a **Ring doorbell, negotiable 2015 washer & 2018 gas dryer, plus Crate & Barrel and Four Hands furnishings (see list)**. A survey is available.

Located minutes from **Copperfield and Walnut Creek trails**, this home is also near **local dining, breweries, coffee shops, The Domain, and Q2 Stadium**, with **easy access to major highways and employers**.

Nestled in a quiet North Austin neighborhood, this charming and beautifully updated home offers modern upgrades, energy efficiency, and a serene backyard retreat. With thoughtful renovations throughout, it is move-in ready and designed for comfort, style, and functionality.

Featuring **3 bedrooms and 2.5 bathrooms**, this home boasts **1,721 square feet** of well-utilized space. The **owned solar panels, 2018 14 SEER HVAC & Furnace, 2016 Tinted Dual Pane Low E Windows, 2021 R30 cellulose insulation Attic Insulation, 2020 hot water heater and Nest Thermostat** provide energy savings year-round.

The interior showcases **updated flooring**, with tiles manufactured hardwood downstairs, carpet in the bedrooms, tile in the bathrooms, and 2017 manufactured hardwood flooring in the upstairs common area. The 2019 **remodeled kitchen and dining area** feature high-end cabinets, custom tile work, a large pantry, and updated appliances, including a **2019 microwave, gas stove/oven, and a 2023 dishwasher**. A **custom-built-in dining bench with storage** creates a perfect space for meals and entertainment.

Throughout the home, **upgraded lighting** includes recessed lighting, modern fixtures, and updated ceiling fans. The **spacious lot and forested backyard** provide a private retreat, complete with a mature peach tree, **shed and chicken coop**. With no homes directly behind lot and a neighborhood park to the left you can enjoy outdoor games, privacy and tranquility. Additional features include a **2015 washer and 2018 gas dryer, furnishings (negotiable), A Ring doorbell** is also included.

Located minutes from **Copperfield and Walnut Creek trails**, this home offers easy access to outdoor adventures. It is also close to fantastic dining and entertainment options, including local taco shops, coffee shops, breweries, and just a short drive to **The Domain and Q2 Stadium**. Convenient access to **major highways and top employers** makes commuting a breeze.

This well-maintained home perfectly blends modern updates with natural charm. With so many improvements the hard work has been done just bring your toothbrush. Don't miss it! Schedule your tour now and experience this North Austin gem for yourself!

- **Fixture Leases:** Are there any leased fixtures (e.g., security systems, water softeners, etc.)? **No leased fixtures**

- **Ring Doorbell:** Will this be included in the sale? Deactivate after sale and provide info for new owners to activate any leases or tech. **Included in sale, we'll reset the home network for new owners**
- **Solar System:** Since you purchased the solar system outright in 2018, there likely isn't a lease. What would you estimate your average savings has been? **No lease on solar panels, average savings: typically \$26-\$45 off electric bill per month**
- **Keys:** I'll plan to pick up two keys on Friday morning—please confirm. Appt at 10am - you do not need to be there.
- **Items to Keep:** Is there anything attached or an accessory that you plan to keep? **No**
- **Furnishings for Sale:** Could you provide a list by room? **Kitchen:** dining table from FourHands, **Downstairs:** media console from crate and barrel, lamp, TV **Upstairs:** blue couch from crate and barrel, tv
- **Appliances:** I'll check these when I visit, but let me know if there's anything specific to note. **2015: washer, 2018: dryer, fridge, 2019: microwave, stove/oven, 2023: dishwasher**
- **HVAC:** What is the SEER rating and brand? **unknown, can you check on Friday?**
- **Water Heater:** What brand is the on-demand water heater? **Unknown, can you check on Friday?**
- **Utilities:** Please keep all utilities on through closing. When leases end, ensure no service interruptions.
- **Flooring Types:** Caret, tile, wood—please confirm. **Downstairs:** tile and manufactured hardwood, **Upstairs:** tile in bathrooms, carpet in bedrooms, common area/hallway manufactured hardwood
- **Fence:** I don't think you have any fencing? **None**
- **Internet Wiring:** Any special wiring in the home? **Not that we're aware of**
- **Google Fiber:** Did you use it, or is another service installed? **No**
- **Survey:** Please email me a copy if available.
- **Residential Service Contracts:** Do you have any active home warranties or service plans? **None**
- **Dryer Hookup:** I assume you have an electric dryer, but is there a gas hookup behind it as well? **Gas dryer (washer and dryer included in house purchase)**
- **Smart Thermostat:** Is there one installed? **Nest thermostat, front door lock, and smoke/CO2 detectors**
- **Lighting Improvements:** Any upgraded indoor or outdoor lighting? **Canned lighting installed downstairs, spare bedroom closet lighting added, updated ceiling fans in all rooms, entryway and bathroom lighting fixtures, exterior lights outside of garage added**
- **Windows:** Type Low E Vinyl Dual Pane Tinted?
- **Insulation:**? **Insulation 2021 in attic, R30 cellulose installation**
- **What You Loved About the Home:** Any favorite features or upgrades you'd highlight? The favorite part of our home is the downstairs remodel. High end cabinets, tile work, and custom wine rack, updated appliances and a large pantry make for a great place to cook. The custom built-in bench seating (open up to include additional storage) are a perfect place to enjoy a meal and

entertain guests. Outside, we LOVE the forested backyard and the large lot next door. Really feels like you have your own backyard oasis.

- **Nearby Trails, Restaurants or Activities:** Any walking or biking trails you'd recommend or other recommendations? Nearby taco shop, close to North Austin's new coffee shop/breweries, and a short drive to Q2 stadium and The Domain, along with multiple hiking trails within a 5 minute drive (Copperfield and Walnut Creek)
- **Included in backyard:** shed and chicken coop

**Charming Updated Home with Solar & Forested Backyard Oasis**  
**10810 Claywood Dr, Austin, TX 78753**  
**Offered at [Price TBD]**

Nestled in a quiet North Austin neighborhood, this beautifully updated home offers modern upgrades, energy efficiency, and a serene backyard retreat. With thoughtful renovations throughout, this home is move-in ready and designed for comfort, style, and functionality.

**Key Features:**

- **3 Bedrooms | 2.5 Bathrooms**
- **1,7xx Sq Ft (Confirm Size)**
- **Owned Solar Panels** – Enjoy energy savings of \$26-\$45/month.
- **Nest Smart Home Features** – Includes Nest thermostat, front door lock, and smoke/CO2 detectors.
- **Updated Flooring** – Tile & manufactured hardwood downstairs, carpet in bedrooms, tile in bathrooms, and wood in the upstairs common area.
- **Remodeled Kitchen & Dining** – High-end cabinets, custom tile work, large pantry, updated appliances (2019 microwave, gas stove/oven, 2023 dishwasher)
- **Custom Built-In Dining Bench with Storage** – A perfect space for meals and entertaining
- **Upgraded Lighting** – Canned lighting, updated ceiling fans, and modern fixtures throughout

- **Spacious Lot with Forested Backyard** – A private retreat with a shed and chicken coop included.
- **No Rear Neighbors** – Enjoy privacy and tranquility with the large adjacent lot
- **Gas Dryer & Washer (negotiable)**
- **R30 Cellulose Insulation (Installed 2021) for Energy Efficiency**
- Recent SEER 14 HVAC installed 2017
- **Ring Doorbell** – Included and will be reset for new owners.

### **Prime Location & Community Perks:**

- **Outdoor Adventures** – Minutes from Copperfield and Walnut Creek trails
- **Close to Dining & Entertainment** – Nearby taco shops, coffee shops, breweries, and a short drive to The Domain & Q2 Stadium
- **Easy Access to Major Highways & Employers**

This well-maintained home provides the perfect blend of modern updates and natural charm. Schedule your showing today and experience this North Austin gem for yourself!

**For more information or to schedule a tour, contact [Agent Name] at [Contact Info].**

[a12131tr3354206@trfit.com](mailto:a12131tr3354206@trfit.com)

Dear Maureen and Matthew,

I wanted to share some key market insights regarding homes similar to yours that have sold in the past 30 days. Based on defined criteria, all 12 properties sold for less than their original list price, with many sellers contributing to buyer closing costs or repairs to facilitate the sale.

See Austin Stats and 78753 report also attached-

The market trends below include all Austin SFRs (1600-1900 SF, 2-story, 2-car garage) that closed on the MLS in the past 30 days.

Estimate of what a FHA buyers payment would be \$3306 month-

**Mortgage Estimate for a \$400,000 Home (FHA Loan at 6.5%) ~ Avg FHA int rate dropped from last week from 7.09-6.67% currently.**



- **Down Payment:** 3.5% (\$14,000)
- **Loan Amount:** \$386,000
- **Principal & Interest:** \$2,440/month
- **Property Taxes:** \$ \$667/month (Possible \$400k x 2% your taxes were considerably lower.)
- **Homeowners Insurance & PMI (estimated at 2% annually):** \$200/month- Likely higher
- **Total Estimated Monthly Payment:** \$3,306

### Key Market Trends Single Family Residential (Past 30 Days in Austin – Under \$450K, 1600-1900 SF, 2-Story, 2-Car Garage)

- **12 Sales | Average Days on Market: 97 DOM**
- **39 Active Listings | 27 Still on the Market**
- **All 12 Sold Below List Price** | Many Had Multiple Price Drops Before receiving an acceptable offer.

### Recent Comparable Sales DATA - <https://portal.onehome.com/en-US/share/1003306E20405>

| Property       | List Price/ | Sold Price/ | Price Reduction/ | Seller Paid Costs/ | Days on Market |
|----------------|-------------|-------------|------------------|--------------------|----------------|
| Baxter         | \$535K      | \$450K      | \$85K            | \$0                | 75             |
| Waterside      | \$599K      | \$439K      | \$160K           | \$10K              | 242            |
| Autumn Heather | \$459K      | \$419K      | \$40K            | \$0                | 119            |
| Milla Circle   | \$450K      | \$415K      | \$35K            | \$3.6K (Repairs)   | 172            |
| Briar Ridge    | \$459K      | \$405K      | \$54K            | \$0                | 73             |
| Renegade       | \$397K      | \$373K      | \$24K            | \$13K              | 45             |
| Lampton        | \$389K      | \$370K      | \$19K            | \$3K               | 79             |
| Stephanie      | \$375K      | \$365K      | \$10K            | \$7.5K             | 53             |
| Sioux          | \$367K      | \$340K      | \$27K (Cash)     | \$0                | 23             |
| Mellisa        | \$347K      | \$340K      | \$7K             | \$0                | 72             |
| Verela         | \$325K      | \$307K      | \$18K            | \$7K               | 79             |
| Wickham        | \$350K      | \$340K      | \$10K            | \$0                | 138            |

### What This Means for Your Sale

- Buyers are negotiating heavily, with most properties selling below list price.
- Many sellers are contributing to buyer closing costs or making repairs to close the deal.
- The current market is price-sensitive, with mortgage rates near 7%, making affordability a key concern for buyers.

- Currently there is a lack of overall strong buyer interest due to pricing, interest rates and uncertainties.
- Using closed under \$400k - Renegade to Verela DOM the avg DOM was 58.5 days on market.

\*\*\*All the improvements you've made will make this a great home for someone soon and help us stay competitive in this soft market. I have a few questions to ensure we have all the details ready for potential buyers:

- **Fixture Leases:** Are there any leased fixtures (e.g., security systems, water softeners, etc.)?
- **Ring Doorbell:** Will this be included in the sale? Deactivate after sale and provide info for new owners to activate any leases or tech.
- **Solar System:** Since you purchased the solar system outright in 2018, there likely isn't a lease. What would you estimate your average savings has been?
- **Keys:** I'll plan to pick up two keys on Friday morning—please confirm. Appt at 10am - you do not need to be there.
- **Items to Keep:** Is there anything attached or an accessory that you plan to keep?
- **Furnishings for Sale:** Could you provide a list by room?
- **Appliances:** I'll check these when I visit, but let me know if there's anything specific to note.
- **HVAC:** What is the SEER rating and brand?
- **Water Heater:** What brand is the on-demand water heater?
- **Utilities:** Please keep all utilities on through closing. When leases end, ensure no service interruptions.
- **Flooring Types:** Carpet, tile, wood—please confirm.
- **Fence:** I don't think you have any fencing?
- **Internet Wiring:** Any special wiring in the home?
- **Google Fiber:** Did you use it, or is another service installed?
- **Survey:** Please email me a copy if available.
- **Residential Service Contracts:** Do you have any active home warranties or service plans?
- **Dryer Hookup:** I assume you have an electric dryer, but is there a gas hookup behind it as well?
- **Smart Thermostat:** Is there one installed?
- **Lighting Improvements:** Any upgraded indoor or outdoor lighting?
- **Windows:** Type Low E Vinyl Dual Pane Tinted?
- **Insulation:**?
- **What You Loved About the Home:** Any favorite features or upgrades you'd highlight?
- **Nearby Trails, Restaurants or Activities:** Any walking or biking trails you'd recommend or other recommendations?

Let me know if you need any additional info.

**Best,  
James**

Search – Austin only, Past 30 Day sold under \$450k

1600-1900 sf

2 stories

2 car garage

12 sales

DOM

List vs Closed

All 12 sold for less than advertised.

39 listings filling these criteria 27 on mkt

All East of i35 or N of 183, S of 71

All sold lower than list price and several had multiple price drops –

List Price – Closed Price, Amount closed under list price, BCCST I seller paid closing costs for buyers closing costs to close deal, Buyers entering the mkt often need help to close and afford mortgage payments near 7%,

Baxter 535k -450 k = 85k from original list price BCCST 0 75 Dom

Waterside 599k – 439k = \$160k BCCST 10k 242 DOM

Autumn Heather 459k -419k = \$40k BCCST 0 119 DOM

Milla Circle 450k-415k = 35k Repairs 3600 172 DOM

Briar Ridge 459k- 405k = 54k BCCST 0 73DOM

Renegade 397k-373k = 24k BCCST 13k 45DOM

Lampton 389k - 370k 19k BCCST 3k 79 DOM

Stephanie 375k- 365k BCCST \$7500 53 DOM

Sioux 367k – 340k CASH = 27k 23 DOM

Mellisa 347k – 340k = 7k 0 BCCST 72 DOM

Verela 325k 307k 15k + BCCST 7k 79 DOM

Wickham 350k -340k 10k BCCST 0 138 DOM

Exclusions but negotiable –

**HOME Is currently FURNISHED | \$3,500 a month**  
**Text lease listing agent | Deanna Garza for interior furnished videos**

- Bedroom 1
  - King bed
  - King tempurpedic mattress
  - 2 night tables
  - Black out curtains
- Bedroom 2
  - Queen bed
  - Queen mattress
  - Full length mirror
  - Arm chair
  - Black out curtains
- Bedroom 3 (technically the primary bedroom)
  - Sit/stand desk
  - Herman Miller office chair
  - Filing cabinet
  - Night table
- Dining room
  - Bar height table
  - 4 bar height chairs
  - Mirror
- Living room
  - L-shape couch
  - Coffee table
  - End table
- Game room / loft
  - TV stand
  - TV 60"
- Garage
  - 6 foot chest freezer

We would also be including all these appliances, but I think you've already taken these into account

- Fridge
- Microwave
- Washer/dryer

- [Listing](#)
- [Tax](#)
- [Photos](#)
- [History](#)
- [Parcel Map](#)
- [Flood Map](#)
- **Foreclosure**
- [Remarks](#)
- [Tour](#)
- **Open House**
- **Admin**



Listing ID: [8691792](#)



LP: \$185,000

CP: \$185,000



Address: [10810 Claywood Dr](#)

City: Austin, Texas 78753

County: Travis

PID: [02432311230000](#)

Subdv: Collinwood West Sec Ii-C

Legal: LOT 14 BLK A COLLINWOOD C

Type: Single Family Resi/Fee-Simple

ISD: [Austin](#)

Mid or [Dobie \(Austin ISD\)](#)

JS:

Primary Bed on Main: No #

Living: 1

Beds: Total:3 (Main:0 Other:3)

Liv SqFt:1,721 SqFt/Public Records

Yr Blt: 1999

Acres: 0.106

Prop Sale Cont: Yes

Pool No/None

Priv:

1 / 20

#### General Information

10810 Claywood-

\$350-395k 352k TCAD

1721 sf .1056 lot next to vacant park

Only one hold and its not competitive-

Experience & Imagine- Ideas for Claywood – Next to vacant park and greenbelt w wet weather creek

Experience the perfect blend of Austin charm and comfort in this move-in-ready 4-bed, 3-bath home, where every detail enhances your lifestyle. Imagine starting your day with a shower surrounded by exclusive Four Seasons penthouse tiles or getting ready at a vanity crafted from reclaimed wood from Rainey Street's iconic Lustre Pearl. The open living space, featuring sparkling stamped concrete floors, flows seamlessly into a tropical backyard oasis. With banana trees, a seasonal creek, and lush foliage, the backyard is ideal for quiet morning coffees or vibrant outdoor gatherings. Enjoy worry-free living with an on-demand hot water system, allowing multiple showers and appliances to run simultaneously without sacrificing heat or pressure. Work from home in the converted shed, a fully equipped office space with heating, cooling, and internet, or take advantage of the overflow parking across the street when hosting friends and family. Plus, your home stayed powered during the freeze, adding peace of mind in unpredictable weather. The built-in doghouse, fenced dog run, and outdoor storage make it a pet lover's dream. This home is all about embracing Austin's unique vibe while providing the perfect setting for relaxation, work, and entertainment.

Lenders are recommending Buyer Consesions to assist their clients in purchasing.

With current interest rates at 7% if a buyer finances with 3.5% down their payments at 380000

Would be approx.

### 1. Loan Details:

- **Home Price:** \$390,000
- **Down Payment (5%):** \$19,500
- **Loan Amount:** \$370,500

### 2. Interest Rates:

- **Conventional Loan:** Approximately 6.625% for a 30-year fixed-rate mortgage.

[U.S. Bank](#)

- **FHA Loan:** Approximately 6.000% for a 30-year fixed-rate mortgage.

[Total Mortgage](#)

### 3. Mortgage Insurance:

- **FHA Loans:** Require an upfront MIP of 1.75% of the loan amount and an annual MIP, which is typically 0.85% of the loan amount.

- **Conventional Loans:** Require PMI since the down payment is less than 20%. PMI rates vary but typically range from 0.5% to 1.5% of the loan amount annually. For this estimate, we'll use 1%.

#### 4. Property Taxes:

- **Rate:** 2% of the home's assessed value annually.
- **Annual Property Tax:** \$7,800
- **Monthly Property Tax:** \$650

#### 5. Homeowners Insurance:

- **Average Annual Premium in Austin:** Approximately \$2,158.

[Policygenius](#)

- **Monthly Premium:** About \$180

#### 6. HOA Fees:

- **Monthly HOA Fee:** \$29

#### Estimated Monthly Payments:

##### a. FHA Loan:

- **Principal and Interest:** At 6.000% interest over 30 years, the monthly payment is approximately \$2,220.
- **Monthly MIP:** 0.85% annual rate on \$370,500 equals \$3,149 annually, or about \$262 monthly.
- **Total Estimated Monthly Payment:** \$2,220 (P&I) + \$262 (MIP) + \$650 (Property Tax) + \$180 (Insurance) + \$29 (HOA) = **\$3,341**

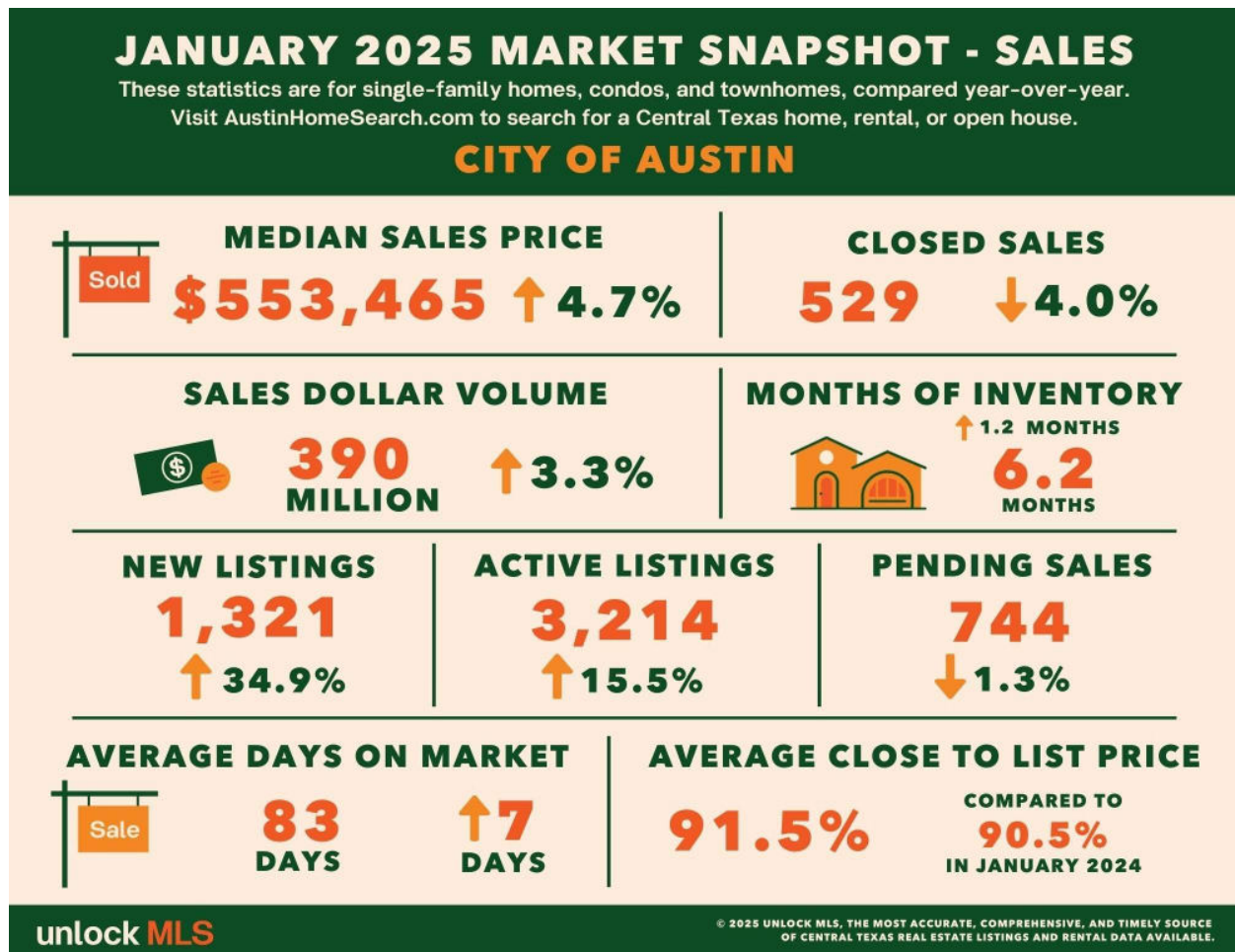
##### b. Conventional Loan:

- **Principal and Interest:** At 6.625% interest over 30 years, the monthly payment is approximately \$2,372.
- **Monthly PMI:** 1% annual rate on \$370,500 equals \$3,705 annually, or about \$309 monthly.
- **Total Estimated Monthly Payment:** \$2,372 (P&I) + \$309 (PMI) + \$650 (Property Tax) + \$180 (Insurance) + \$29 (HOA) = **\$3,540**
- To calculate the **net proceeds** after an **8% deduction for closing costs and commissions** on a **\$390,000 home**, use the following formula:
- $\text{Net Proceeds} = \text{Sale Price} - (\text{Sale Price} \times 8\%)$   
 $\text{Net Proceeds} = 390,000 - (390,000 \times 0.08)$   
 $\text{Net Proceeds} = 390,000 - 31,200$   
 $\text{Net Proceeds} = 358,800$

Proceeds} = 390,000 - 31,200Net Proceeds=390,000-31,200

Net Proceeds=358,800\text{Net Proceeds} = \mathbf{358,800}Net Proceeds=358,800

- So, after deducting **8% (\$31,200) for closing costs and commissions**, you would be left with **\$358,800** before paying off any mortgage balance or other seller costs.
- 4o



Hi Maureen,

Thanks for reaching out!

I understand you're looking to sell your home before **9/25** to avoid capital gains and that your tenants are in place through **3/31/25**. Given the current market, preparing the home for sale as soon as they move out would be ideal.



## Market Overview

Recent sales in your area show a **median price of \$365K** for homes around **1,700 sq. ft.** While you can list at any price, historically, **pricing slightly below comps often generates multiple offers**, sometimes leading to a higher final sale price. Ultimately, the market and buyers dictate the final value.

Several factors have influenced buyer behavior:

- Many qualified buyers **delayed purchases** due to rental options being **~\$1,000 less per month** for comparable homes.
- **2024 uncertainty** around elections and higher interest rates impacted demand.
- **Builders continue offering strong incentives**, making new homes more attractive than resales.

## Estimated Buyer Costs for Claywood (\$390K Sale Price, 5% Down)

### Monthly Mortgage Payments

- **FHA Loan:** ~\$3,341
- **Conventional Loan:** ~\$3,540

These estimates include **principal, interest, mortgage insurance (MIP/PMI), property taxes (2%), homeowners insurance, and HOA fees.**

Additionally, for affordability, **entry-level resale homes often require seller concessions.** Recent comps show seller-paid buyer incentives of **\$7,500–\$9,000.**

## Closing Costs & Net Proceeds

- **Closing Costs + Commissions:** ~8% of the sale price (\$31,200 on \$390K)
- **Our Commission:** 6% (3% to us, 3% to the buyer's agent)
  - Some buyers cover their agent's fee, but this is uncommon in today's market.

To estimate your net proceeds:

1. **Start with the sale price (\$390K)**
2. **Subtract ~8% for closing costs/commissions**
3. **Subtract your mortgage payoff**

## Next Steps

1. What is your **mortgage payoff**?
2. Would you like a more detailed **net proceeds breakdown**?

3. Here's a link to view recent **comparable sales**:  
[View Properties](#)

Let me know your thoughts and any questions you have! Looking forward to helping you navigate this process.

Best, James