

Acquire ATX LLC · Buyer Representation

Subject Address Withheld

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Subdivision **Gulf-Front — Crystal Beach, TX**

Beds / Baths **6/5**

Sq Ft **3,900**

Year Built **1994**

List Price **\$999,000**

\$ / SqFt **\$256**

Days on Market **209**

Status **Active — cut from \$1.35M**

Beachfront Crystal Beach; oldest home in the comp set. (Address redacted for sample.)

Comparable Sales

| # | Address             | Type | Bd/Ba | SqFt  | Yr   | List        | Close       | \$/SF | Off%   | DOM | Dist |
|---|---------------------|------|-------|-------|------|-------------|-------------|-------|--------|-----|------|
| 1 | 31XX James          |      | 5/5   | 2,804 | 2016 | \$1,395,000 | \$1,150,000 | \$410 | -17.6% | 34  | —    |
| 2 | 25XX Tide Dr        |      | 4/2   | 2,332 | 2012 | \$525,000   | \$500,000   | \$214 | -4.8%  | 55  | —    |
| 3 | 97XX Albatross Ln   |      | 4/2   | 1,672 | 2022 | \$599,000   | \$567,000   | \$339 | -5.3%  | 108 | —    |
| 4 | 25XX Whitecap       |      | 4/2   | 1,503 | 2026 | \$625,000   | \$600,000   | \$399 | -4.0%  | 123 | —    |
| 5 | 32XX Gulf Castle Dr |      | 4/5   | 3,165 | 2012 | \$1,500,000 | \$1,230,000 | \$389 | -18.0% | 187 | —    |

Buy-Side Analysis

Gulf-front closings ran 17-18% under last list; the subject already cut 26% and sits at 209 DOM. Its 1994 vintage is the oldest in the set, so it warrants a bigger haircut than the newer comps got — not parity. Do not negotiate on price-per-foot (a lower \$/SF than the comps is the seller's argument).

AREA LIST-TO-CLOSE

DOM RANGE

17-18% under list (Gulf-front)

34-187 days

Suggested anchor: \$820,000 · Expected landing: \$850,000-\$900,000

Forrest Webber

Managing Member · The 247 Broker (Acquire ATX LLC)  
Texas Real Estate License #602846-SA  
512-461-2042 · forrest@the247broker.com · the247broker.com

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Property Profile

|                                |              |                |                           |
|--------------------------------|--------------|----------------|---------------------------|
| SUBDIVISION                    | BEDS / BATHS | SQUARE FEET    | YEAR BUILT                |
| Gulf-Front — Crystal Beach, TX | 6/5          | 3,900          | 1994                      |
| LIST PRICE                     | \$ / SQFT    | DAYS ON MARKET | STATUS                    |
| \$999,000                      | \$256        | 209            | Active — cut from \$1.35M |

Investment Snapshot

Offer strategy: Open at \$820,000 · expect to land \$850,000-\$900,000.

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