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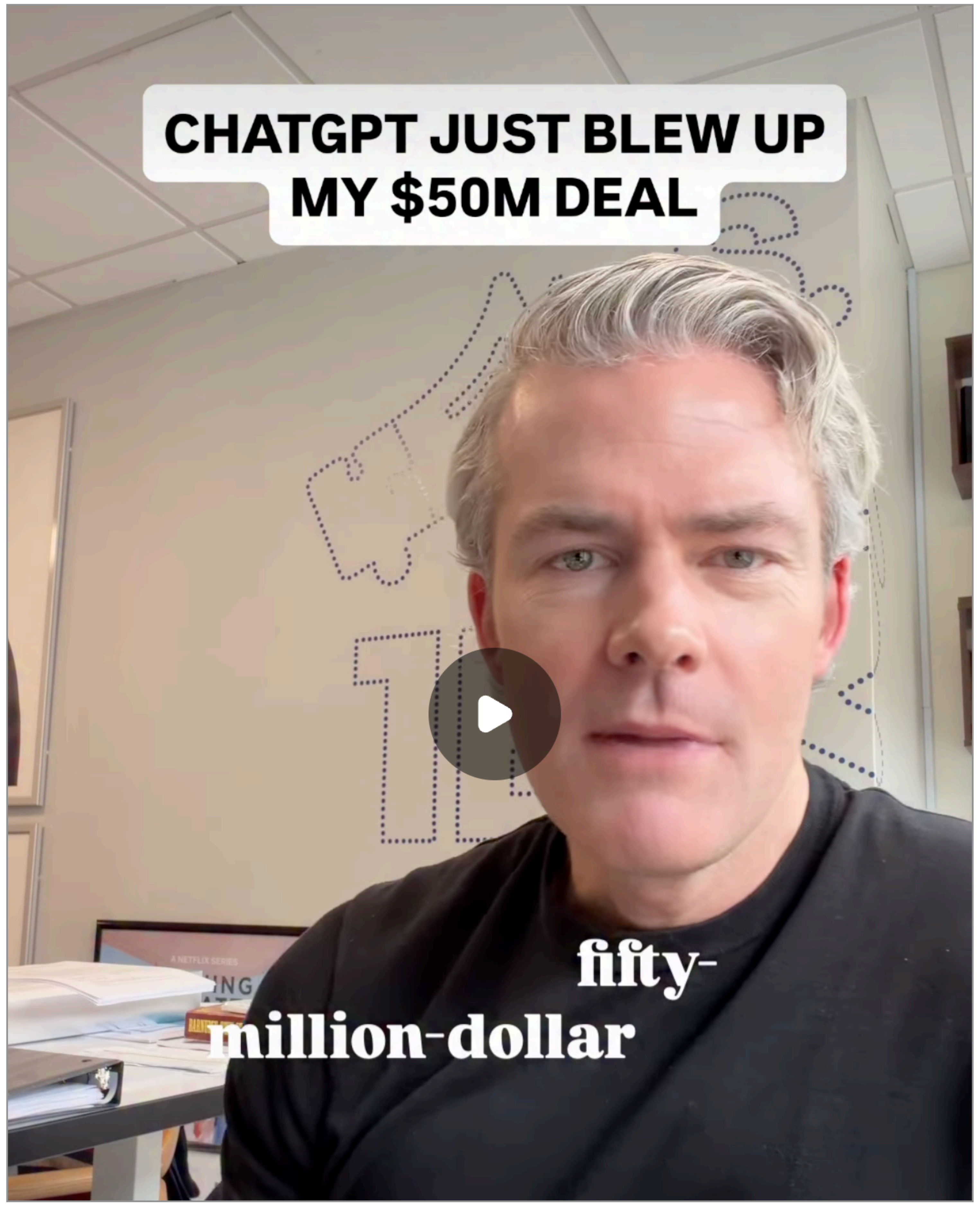


Americans Are Using ChatGPT to Price Their Homes — Why That Could Backfire

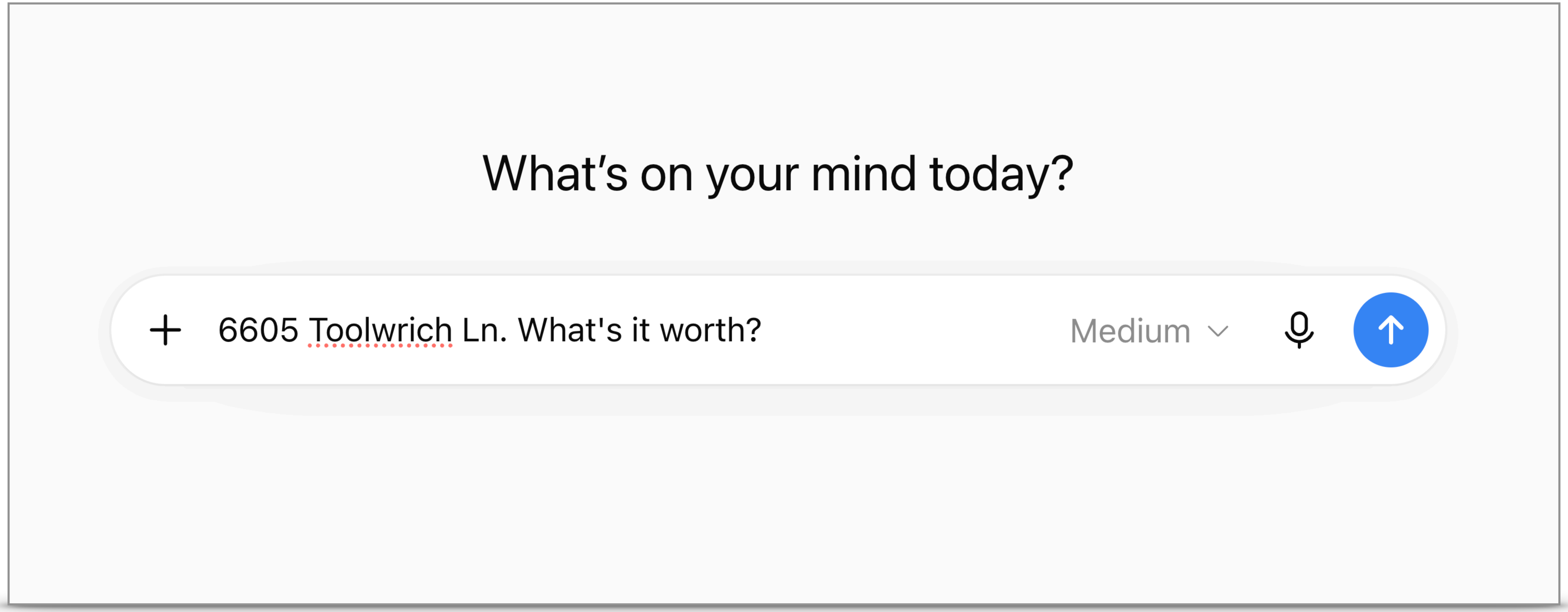
realtor.com

PUBLISHED: OCT 9, 2025

Survey: 82% of Americans Use AI for Housing Market Information

Source: https://www.realtor.com/research/ai-and-housing-survey-2025/

Your next seller might ask AI what their home is worth...



My preliminary valuation

Probable market value: $1,000,000–$1,050,000

Working point estimate: ~$1,025,000

At 3,455 sq. ft., that's about **$297/sq. ft.**, which is toward the upper-middle of the recent comp set. One particularly useful comp is **6517 Walebridge**, which sold for **$1.05M** at 3,437 sq. ft.; that's almost exactly the same size. Redfin

There is one important caveat: **condition could move this number substantially.** If 6605 Toolwrich is highly updated and shows extremely well, I'd investigate whether **$1.05M+** is supportable. If it's largely original/dated relative to the best Circle C competition, I'd be closer to **$950K–$1.00M**.

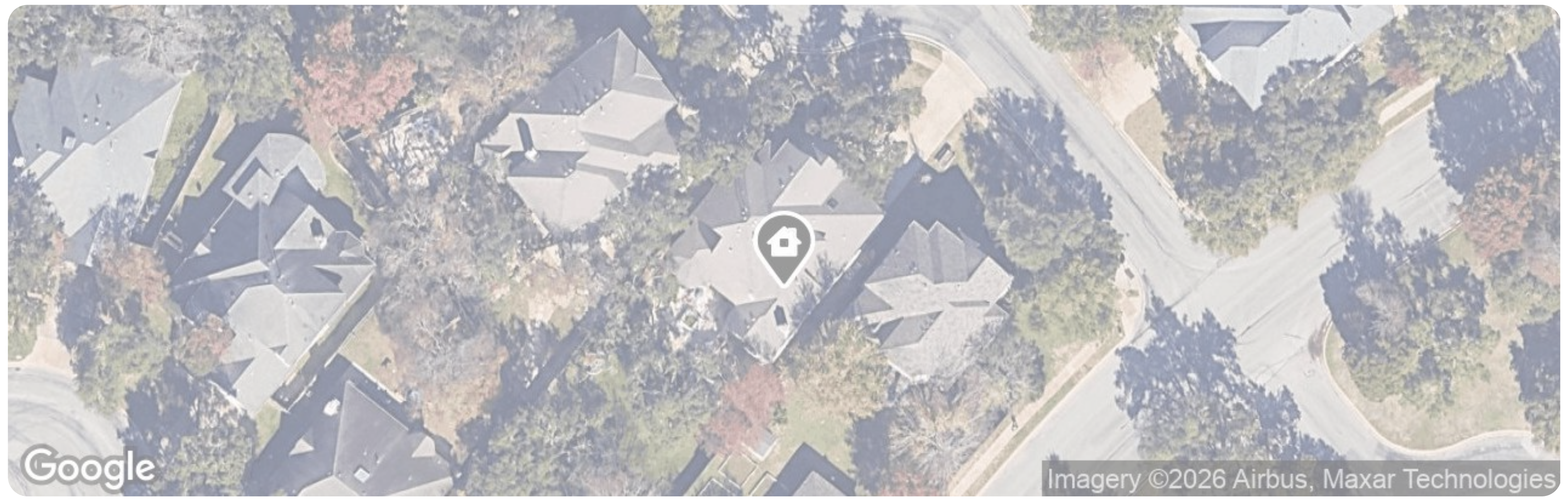
If you want, I can do a **full CMA-style analysis on 6605 Toolwrich** next—dig into the best recent Circle C sales, make adjustments for size/features/condition, and give you my recommended **list price vs. expected sale price**.

What if your pricing strategy does not match AI's recommendation?

Seller

6605 Toolwrich Ln, Austin, TX 78739

MIAMI REALTORS



Off Market / Public Record · Sold Date: 3/15/2022, Public Record

Closed Price

Closed Price not available

RVM®

$962,650

RVM® Updated 7/31/2026

RVM® Estimated Range

$876K $1.05M

RVM® Confidence

★★★★★

RVM® Month Change

↑ $6,160

RVM® Year Change

↓ 7.23%

CMA Value

$880,207

CMA Range

$823.3K $940.4K

Last Edited 8/15/2025 **Price per Sq Ft** $270

RPR 8/12/2026

ChatGPT	VS	CMA
Zillow, Redfin, etc. are sources.		Real-time data source plus your market knowledge.
Generated based on probable comparable homes & averages.		Calculated based on actual comps & their condition.
Information sourced online only.		Preview inventory, talk to listing / buyer's agent, experience, etc.

Based on the current public data I can find for **6605 Toolwrich Ln, Austin, TX 78739**, I'd put its **likely market value around $1.00M–$1.05M**, assuming average-to-good condition.

The strongest evidence is the recent 78739 sales Redfin identifies as comparable:

Comparable	Sq Ft	Sold	$/Sq Ft
6817 Blissfield Dr	3,515	$938,000	$267
10804 Ariock Ln	3,329	$995,000	$299
6805 Blissfield Dr	3,515	$975,000	$277
6517 Walebridge Ln	3,437	$1,050,000	$305
7240 Tanaqua Ln	3,237	$945,000	$292
11104 Maelin Dr	3,826	$949,000	$248

Those six comps average roughly **$975,000**, and 6605 Toolwrich is about **3,455–3,500 sq. ft., 4 bedrooms and 3.5 baths.** Redfin +1

There is a pretty wide spread among the automated valuations right now: **Realtor.com ~$1.00M**, **Redfin ~$1.046M**, and **Zillow ~$1.147M.** Zillow +2 I would **not** use Zillow's $1.147M as my primary valuation; the actual recent sales make that look aggressive unless this property is substantially superior in condition, lot, updates, or other features.

Today 10:58 AM

what dates did those comparable sales from redfin sell?

Here are the dates Redfin shows for those six comps:

Comparable	Sale/Close Date	Price shown
6817 Blissfield Dr	May 27, 2026	$938,000 Redfin
10804 Ariock Ln	May 8, 2026	$995,000 Redfin
6805 Blissfield Dr	April 3, 2026*	$834,900* Redfin +1
6517 Walebridge Ln	October 30, 2025	$1,050,000 list / Redfin currently displays $1.121M estimate Redfin
7240 Tanaqua Ln	April 1, 2026	$945,000 Redfin
11104 Maelin Dr	April 1, 2026	$949,000 Redfin

Important correction to my previous answer: I found inconsistencies in the Redfin data I initially summarized. In particular, **6805 Blissfield was not a $975,000 closed sale**—$975,000 was its May 1, 2026 **listing price** in another listing cycle. Redfin's comparable section reports an April 3 sale at $834,900. Redfin +1

Also, Texas/ACTRIS restrictions mean public sites can sometimes obscure or inconsistently expose actual closed prices. So I wouldn't want you relying on my earlier table as a true CMA without verifying the numbers.

Since you're evaluating **6605 Toolwrich**, I can redo this properly using only **2026 closed sales**, separate actual sale data from list/estimate data, and rank the comps by similarity to Toolwrich. That would give us a much more defensible current value.

My preliminary valuation

Probable market value: $1,000,000–$1,050,000

Working point estimate: ~$1,025,000

At 3,455 … set. One particular … ost exactly the same …

How do we handle the AI generated objection?

There is … rich is highly up… s largely original/dated relative to the best Circle C competition, I'd be closer to **$950K–$1.00M**.

If you want, I can do a **full CMA-style analysis on 6605 Toolwrich** next—dig into the best recent Circle C sales, make adjustments for size/features/condition, and give you my recommended **list price vs. expected sale price**.

“ChatGPT Says” Objection Handler

Don't dismiss it	Don’t create a barrier by saying “it’s wrong” because human nature is to dig in.
Ask what AI what it knows	Make AI justify it’s findings and poke holes at the weak points to understand it’s sources.
Show your analysis	Educate the seller on how you’re using AI to contribute to your analysis.
Name missing information	Seeing a property with your own eyes, talking with the listing agent & market knowledge tells you what data & photos cannot.

Live Case Study:
11581 SW 10th Ct, Pembroke Pines, FL

11581 SW 10th Ct PEMBROKE PINES, FL. how much is it worth?

Based on the current listing, its recent sale history, and nearby values, I'd put **11581 SW 10th Ct, Pembroke Pines, FL 33025 at roughly $660,000–$685,000**, with **about $670,000** as my preliminary market-value estimate.

The property is **3 bed / 2 bath, 2,033 sq. ft., built in 1996 on a 6,000-sq.-ft. lot**. It sold for **$625,000 on August 21, 2025** after being listed for $639,999. It was then relisted March 15, 2026 for **$699,999 ($344/sq. ft.)**. Compass +1

The interesting part is that the automated valuations are below the asking price. Realtor.com's July 2026 valuation providers put it at **$672,113, $677,439, and $693,000**. Realtor Nearby same-size homes also point toward the upper-$600s: 11590 SW 10th Ct (3/2, 2,027 sf) is estimated around **$667K**, while several 2,033-sf homes nearby are estimated in roughly the **$620K–$673K** range. Realtor +1

So I would **not automatically equate the $699,999 asking price with market value**. Given that it sold for $625K less than a year ago, I'd want strong comparable-sale evidence before supporting $700K.

If you're evaluating this as a potential listing or purchase, I can do a **proper CMA next — find the best 5–10 actual closed sales from the last 6–12 months, show their sale dates, $/sq. ft., size, year built and distance from 11581 SW 10th Ct, and then calculate an adjusted value.** That would give us a much stronger number than the portal estimates.

Sources

Prompt Sequence to Handle ChatGPT Price Objection

1	[Address]. What's it worth?
2	What are the sold dates for the comparable homes?
3	How would you improve your analysis?
4	Here's a full CMA for the home. Use this to improve your price recommendation.
5	How would the property's condition affect your recommended price?