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Prepared By: Chris Lombardi

## Comparative Market Analysis (CMA)

Property – 2930 W. Stuart #1, Ft Collins, CO 80525

Date of Appraisal January 15, 2009

Prepared for John Doe



## Preparing your Home:

Curbside appeal and first impressions are imperative in selling your home. A small investment in time and money will give you and your home a competitive advantage over other listings in the area.

Please find below some suggestions that will help expedite the sale and attain top market value:

### General Maintenance

- Replace burned out lights
- Clean and repair windows
- Repair any wall damage
- Touch up paint
- Repair leaking taps and toilets
- Repair any window coverings

### Curb Appeal

- Cut lawn
- Trim shrub and trees
- Weed and edge gardens
- Pick up any debris
- Clear leaves
- Repair gutters and eaves
- Touch up exterior paint

### Cleanliness

- Shampoo Carpets
- Clean shower and tub
- Clean furnace
- Clean fridge and stove
- Clean and freshen bathrooms
- Pick up and tidy each room

### Showing Atmosphere

- Be absent during showings
- Turn on all lights
- Light fireplace
- Open window coverings
- Play quiet background music
- Keep pets outdoors

### First Impression

- Clean entrance
- Functional doorbell
- Clean front door

### Spacious Look

- Clear stairs and halls
- Store excess furniture
- Clear counters
- Clean and pick up closets

## Competitive Market Analysis (CMA) Explanation

The correct selling price of your home is the highest price the market will bear given current market conditions. This CMA will help assist you in determining the correct asking price. This is a comprehensive market analysis of comparable properties that have been recently offered in your area.

This analysis is based on homes that can be considered “similar” to yours and has been personally prepared for you.

CMA is divided up (if applicable) into four different categories:

- Similar properties that are currently listed
- Similar properties that have recently sold
- Similar properties that have sales pending
- Similar properties that have failed to sell

By examining the comparable properties, locations, features and the terms which they are offered, we can determine potential market value for your property.

By looking at the properties currently listed, we can determine our competition and what alternatives a potential buyer has to choose from. This will ensure we are not listing the property under current market value.

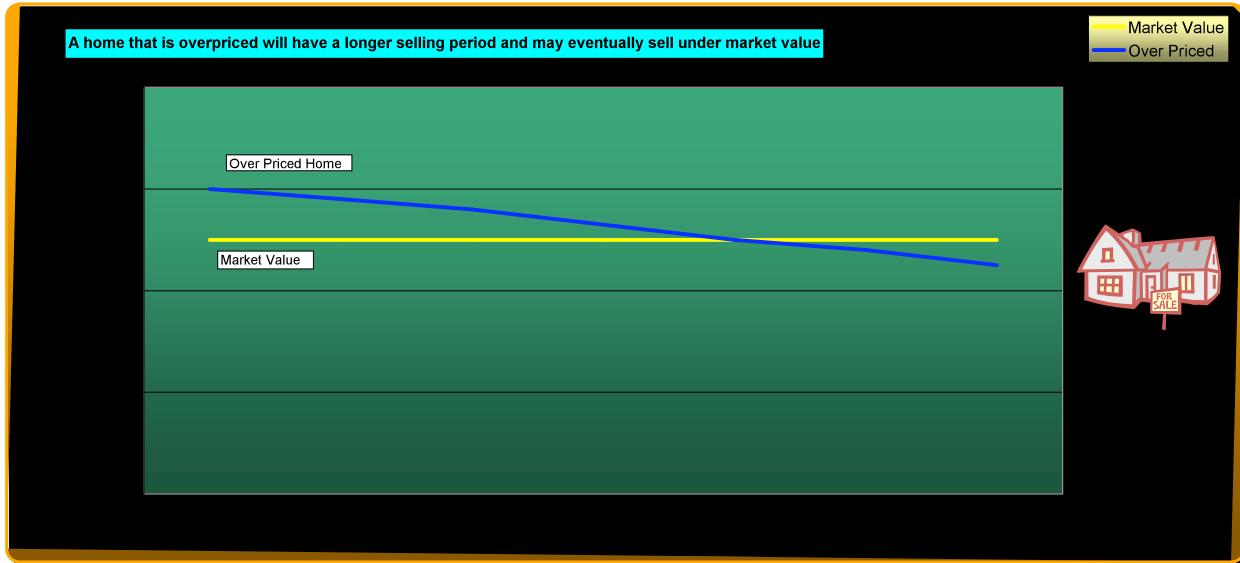
In examining properties that have recently been sold, we can measure what sellers have actually received over a respective time period.

Obviously, we want top market value for your home. However, there is a price point where the home is priced to high versus what the market will bear. By looking at homes that did not sell we can determine that price point and ensure your home is not in that category.

*With “your” best interests in mind and our due diligence we can attain top market value for your home and sell your home within a reasonable amount of time.*



## Consequences of an Overpriced Home on Price and Time



A home that is overpriced can experience multiple price reductions and may eventually sell below market value. Highest volume of activity is at the beginning of a listing and if the home goes to market overpriced, you could potential miss-out on those opportunities. Because of this, the home will sit on the market for an extended period of time which can commonly attract below market offers. Overpriced homes will also restrict the number of agents and buyers previewing your home contributing to an extended sell cycle.

## Comparable Properties

### Subject Property

<u>Address</u>	<u>Tot Sq Ft</u>	<u>Fin Sq Ft</u>	<u>Bed</u>	<u>Bath</u>	<u>List Price</u>	<u>Sale Price</u>	<u>DOM</u>
2930 W. Stuart #1	2,160	2,100	3	4			

### Current Listings

<u>Address</u>	<u>Tot Sq Ft</u>	<u>Fin Sq Ft</u>	<u>Bed</u>	<u>Bath</u>	<u>List Price</u>	<u>Sale Price</u>	<u>DOM</u>
2930 W. Stuart #27	2,222	2,222	4	4	193,900		99
2950 Neil Dr #5	1,530	1,026	2	2	159,000		613

### Recent Sales

<u>Address</u>	<u>Tot Sq Ft</u>	<u>Fin Sq Ft</u>	<u>Bed</u>	<u>Bath</u>	<u>List Price</u>	<u>Sale Price</u>	<u>DOM</u>
2930 W. Stuart #1	1,810	1,456	3	3	189,500	189,500	180
2960 Neil Dr #4	1,648	1,648	4	4	170,000	170,000	47
2950 Neil Dr #5	1,696	1,696	3	3	165,000	160,000	149
			<b>Average</b>		<b>174,833</b>	<b>173,167</b>	<b>125</b>

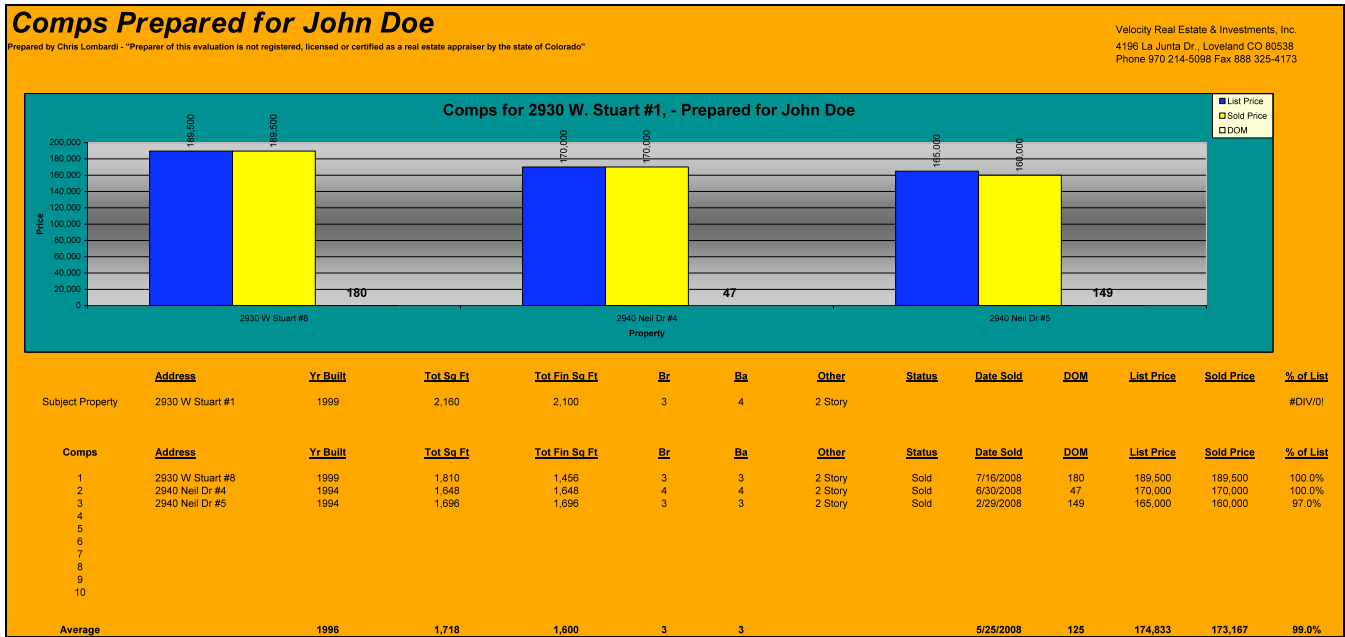
## Current Listings



## Recent Sales



## Graphical Representation



## Property Adjustment Valuation:

### Comp Properties:

	Subject Prop	2930 W Stuart #8	2940 Neil Dr #4	2940 Neil Dr #5
Distance from Sub		0.1	0.1	0.1
Sold Price		189,500	170,000	160,000
Sold Date		7/16/2008	6/30/2008	2/29/2008
Sq Ft	2,160	1,810	1,648	1,696
Bedrooms	3	3	4	3
Baths	4	3	4	3
Garage	2 Story	2 Story	2 Story	2 Story
Other				

### Adjustments

	Rate Per Ft	2930 W Stuart #8	2940 Neil Dr #4	2940 Neil Dr #5
Sq Ft	\$22	7,700	11,264	10,208
Bedrooms			-2,500	
Baths		3,500		3,500
Garage				
Location/Ranch				
Age/Quality/Other		5,000	10,000	10,000

<b>Adj Comp Value</b>	<b>205,700</b>	<b>188,764</b>	<b>183,708</b>
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**Average 192,724**

## Recommended List Price

**Based on the material from this CMA, recommended list price for your home is:**

**Recommended List Price = \$204,900**



**If you have any questions or concerns with the information in this CMA, please contact me at 970 214-5098.**

**I would feel honored to list your home and look forward to working with you!**

