

Comparative Market Analysis

SAMPLE CMA REPORT



Researched and prepared by
Zane Burke

Subject Property

Prepared exclusively for
SAMPLE REPORT

Prepared on
May 13, 2013

Zane Burke DRE: 01245119

Carbon Creek Realty

100 Olinda Pl

Brea, CA 92823

714-524-7688

zburke@pacbell.net

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Comparative Market Analysis

3674 Sandpiper Wy
Brea, 92823

Monday, May 13, 2013

Summary of Comparable Listings

This page summarizes the comparable listings contained in this market analysis.

Closed Sale

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	Sold Date	CDOM
<i>3674 Sandpiper Wy</i>	<i>\$ 705,000</i>	<i>5</i>	<i>3</i>	<i>3,200</i>	<i>\$ 220.31</i>	<i>2002</i>	<i>P837090</i>	<i>1/15/13</i>	<i>16</i>
3923 Landmark LN	\$720,000	4	3.00	2,956	\$243.57	2002	P840506	3/05/13	90
401 Valley Crossing RD	\$730,000	4	4.00	2,500	\$292.00	2002	P829976	4/15/13	229
3935 Landmark LN	\$765,000	4	3.00	2,722	\$281.04	2002	P846290	3/05/13	26
550 Boxcar LN	\$888,000	4	5.00	3,700	\$240.00	2002	P813063	2/08/13	354
468 Tangerine PL	\$892,000	4	3.00	3,000	\$297.33	2003	PW13018624	3/28/13	38
	\$799,000	4.0	3.60	2,976	\$271	2002			147

Median: **\$765,000**

Average: **\$799,000**

On average, these comparable listings sold in 147 days for \$ 799,000

SAMPLE CMA REPORT

Comparative Market Analysis

3674 Sandpiper Wy
Brea, 92823

Monday, May 13, 2013

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
3674 Sandpiper		3923 Landmark			401 Valley Crossing		
MLS#	P837090	P840506			P829976		
Status	S	Closed Sale			Closed Sale		
Area	Brea	Brea		0.00	Brea		0.00
List Price	\$ 719,500	\$739,900			\$748,000		
Sold Price	\$705,000.00	\$720,000			\$730,000		
List Date	10/03/12	11/08/2012			07/27/2012		
Sold Date	1/15/13	03/05/2013			04/15/2013		
DOM	16	90			142		
Beds	5	4		0	4		0
Baths	3	3		0	4		-10,000
Style	Contemporary	Traditional		0	Georgian		0
Sqft	3,200	2,956		66,124	2,500		189,700
Lot Sqft	5000	5,316		-632	7,000		-4,000
Lot Dim				0.00			0.00
Acres	0.115	0.12		0	0.16		0
TG	709G6	709H6			709H6		
Grg Stls				0			0
Prk Char	Garage - Three Door	Driveway - Concrete, Garage - Front Entry,		0	Driveway		0
Age	2002	2002		0	2002		0
Interior	Kitchen Island, Corian Counters	Kitchen Island, Granite Counters, Built-Ins,		0.00	Kitchen Island, Kitchen Open to Family Room,		0.00
Appliances	Built-In, Dishwasher, Gas Cooking, Garbage	Dishwasher, Gas Cooking, Range, Stove		0.00	Built-In, Dishwasher, Electric Cooking, Gas		0.00
# FP	Gas Starter	Electric, Gas, Great Room, Ma		0	Electric, Gas, Masonry, Wood		0
Roof	Tile, Concrete	Clay, Spanish Tile		0.00	Tile, Concrete		0.00

SAMPLE CMA REPORT

Price	\$720,000	\$730,000
Total Adjustments	\$65,492	\$175,700
Adjusted Price	\$785,492	\$905,700

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CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
3674 Sandpiper		3935 Landmark			550 Boxcar		
MLS#	P837090	P846290			P813063		
Status	S	Closed Sale			Closed Sale		
Area	Brea	Brea		0.00	Brea		0.00
List Price	\$ 719,500	\$789,000			\$888,000		
Sold Price	\$705,000.00	\$765,000			\$888,000		
List Date	10/03/12	01/21/2013			02/22/2012		
Sold Date	1/15/13	03/05/2013			02/08/2013		
DOM	16	26			354		
Beds	5	4		0	4		0
Baths	3	3		0	5		-20,000
Style	Contemporary	Modern		0	Contemporary		0
Sqft	3,200	2,722		129,538	3,700		-135,500
Lot Sqft	5000	4,830		340	11,300		-12,600
Lot Dim				0.00			0.00
Acres	0.115	0.11		0	0.26		0
TG	709G6	709H6			709H6		
Grg Stls				0	Attached		0
Prk Char	Garage - Three Door	Driveway, Garage - Front Entry		0	Street, Driveway - Concrete		0
Age	2002	2002		0	2002		0
Interior	Kitchen Island, Corian Counters	Balcony, Crown Moldings, Granite Counters, Kitchen		0.00	Block Walls, Granite Counters, Kitchen Island		0.00
Appliances	Built-In, Dishwasher, Gas Cooking, Garbage	Dishwasher, Double Oven, Garbage Disposal,		0.00	Built-In, Dishwasher, Electric Cooking, Gas		0.00
# FP	Gas Starter	Gas Starter		0	See Remarks		0
Roof	Tile, Concrete	Flat Tile		0.00	Clay, Spanish Tile		0.00

SAMPLE CMA REPORT

Price	\$765,000	\$888,000
Total Adjustments	\$129,878	\$-168,100
Adjusted Price	\$894,878	\$719,900

Comparative Market Analysis

3674 Sandpiper Wy
Brea, 92823

Monday, May 13, 2013

CMA Price Adjustments

SAMPLE CMA REPORT

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>
3674 Sandpiper		468 Tangerine	
MLS#	P837090	PW13018624	
Status	S	Closed Sale	
Area	Brea	Brea	0.00
List Price	\$ 719,500	\$899,688	
Sold Price	\$705,000.00	\$892,000	
List Date	10/03/12	02/07/2013	
Sold Date	1/15/13	03/28/2013	
DOM	16	38	
Beds	5	4	0
Baths	3	3	0
Style	Contemporary	Colonial	0
Sqft	3,200	3,000	54,200
Lot Sqft	5000	10,204	-10,408
Lot Dim			0.00
Acres	0.115	0.23	0
TG	709G6	706-J6	
Grg Stls		Attached	0
Prk Char	Garage - Three Door	Driveway, Driveway - Concrete, Direct Garage	0
Age	2002	2003	0
Interior	Kitchen Island, Corian Counters	Built-Ins, Crown Moldings, Granite Counters, High	0.00
Appliances	Built-In, Dishwasher, Gas Cooking, Garbage	6 Burner Stove, Dishwasher, Double Oven,	0.00
# FP	Gas Starter	Family Room	0
Roof	Tile, Concrete	Tile	0.00

Price	\$892,000
Total Adjustments	\$43,792
Adjusted Price	\$935,792



Comparative Market Analysis

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Minimums and Maximums

This page summarizes key fields of the listings in this analysis.

SAMPLE CMA REPORT

The listings in this analysis can be summarized as follows:

Priced between \$720,000 and \$892,000

4 Bedrooms

3.00 to 5.00 Bathrooms

2,500 to 3,700 Square Feet

\$240 to \$297 per Square Foot

Built between 2002 and 2003

10 to 11 years old



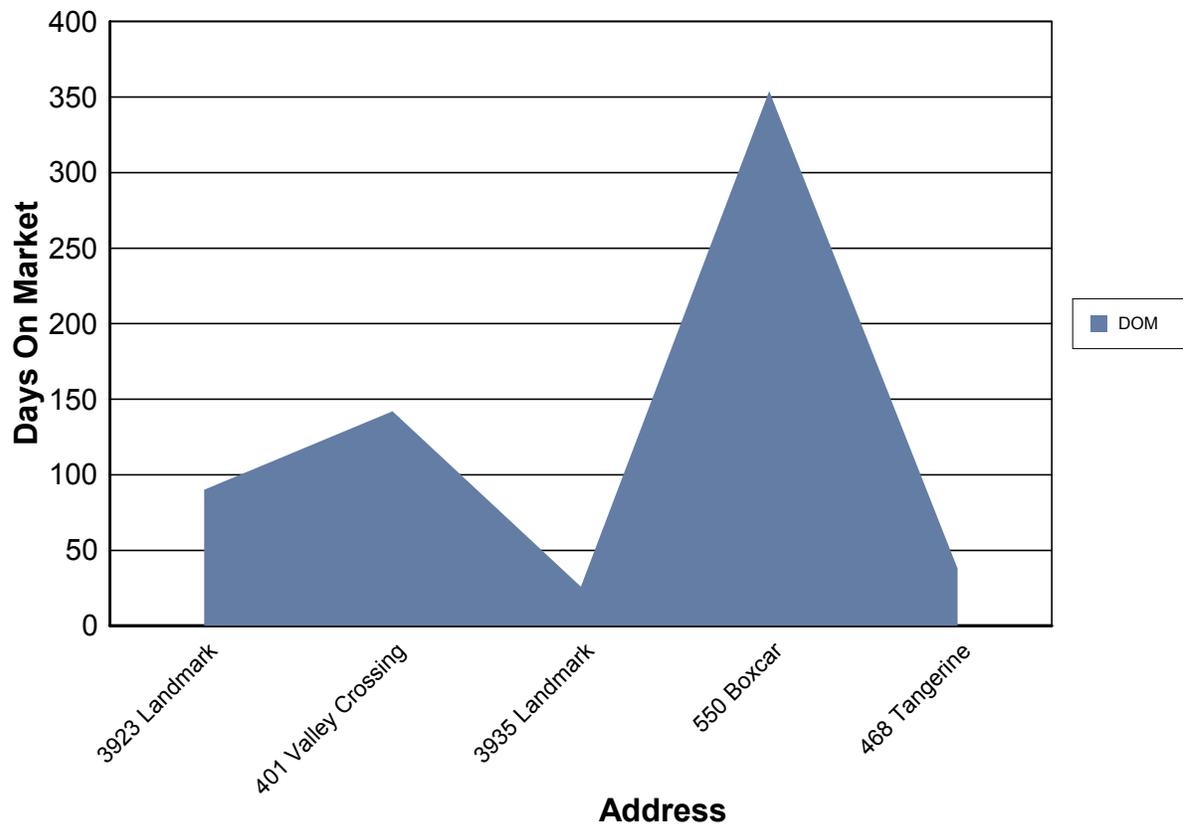


Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.

SAMPLE CMA REPORT

Days On Market



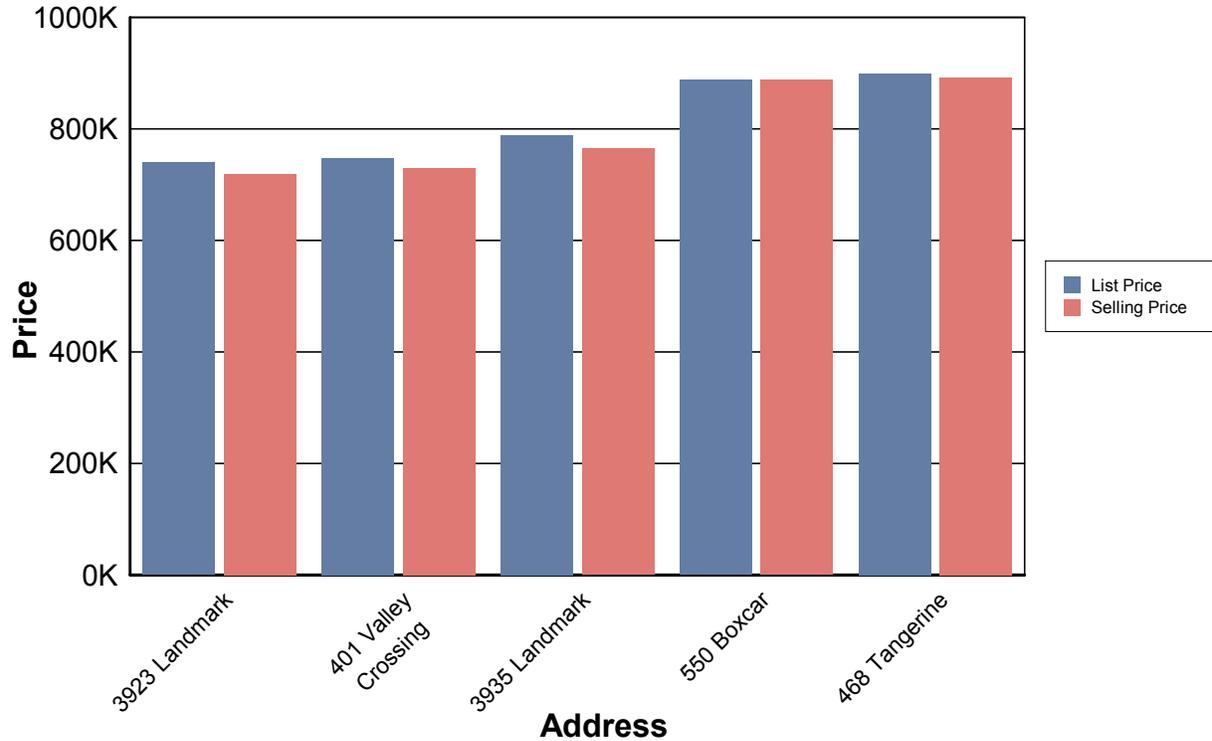


List Price and Sale Price

This graph illustrates the list price, along with sale price in Sold listings.

SAMPLE CMA REPORT

Price Graph



Comparative Market Analysis

3674 Sandpiper Wy
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Closed Sale Properties

SAMPLE CMA REPORT



Addr: 3923 Landmark Brea			
Area: Brea		MLS #: P840506	
OP: \$739,900			
LP: \$739,900	SP: \$720,000	Apx SF: 2,956	
LD: 11/08/2012	SD: 03/05/2013	\$/SF: \$243.57	
Beds: 4	Bath: 3.00	LotSF: 5,316	
YBlt: 2002	Prk: Driveway - Concret	DOM: 90	
Elem:	Mid: Brea	High: Brea	

Property Description: This Home Shows Like A Model Home And Is Appointed With Many Upgrades Throughout The Open Floor Plan. Downstairs You Will Find The Large Family Kitchen Has Upgraded Granite Countertops, A Center Island With Bar Seating, Stainless Steel Appliances, A Formal Dining Area, Laundry Room, Formal Living Room With Cathedral Ceilings, And A Great Room With An Inviting Fireplace And Built-In Entertainment Cabinets. All Bedrooms Are Upstairs Including The Master Suite With Its Own Walk-In Closets, Dual Vanities, Shower And Deep Soaking Tub. The Backyard Is Fully Landscaped With Its Own Outdoor Fireplace And Seating Area. Just Steps Away From Carbon Canyon Park, Mountain Biking And Hiking Trails, Parks, The Brea Sports Complex, And Award Winning Schools.



Addr: 401 Valley Crossing Brea			
Area: Brea		MLS #: P829976	
OP: \$750,000			
LP: \$748,000	SP: \$730,000	Apx SF: 2,500	
LD: 07/27/2012	SD: 04/15/2013	\$/SF: \$292.00	
Beds: 4	Bath: 4.00	LotSF: 7,000	
YBlt: 2002	Prk: Driveway	DOM: 142	
Elem: Olinda Elementary	Mid: Brea Junior High	High: Brea Olinda H	

Property Description: Back On The Market!! Wonderful Opportunity For A Rarely Listed Single Story With 3 Car Side By Side Garage! This Newer Home Is Located At The End Of The Cul-De-Sac With Breas Largest Park Surrounding This Home On 2 Sides And A Lovely Path Leading To Park Just Steps From The Front Door. Gleaming Hardwood Floors Blanket All Living Spaces With Berber Carpeting In The Master And 2 Of The Secondary Bedrooms And Neutral Tile Flooring In The Bathrooms. Fantastic Floorplan With Wide Open Spaces And A Totally Secluded Office Or 4Th Bedroom. Plantation Shutters In Entry, Living Room And 4Th Bedroom. Walk-In Pantry In The Kitchen, Inviting Paint Tones T/O. Media Niche In The Family Room With Very Large Brick Hearth And Fireplace. No Shortage Of Space In Any Part Of This Large Single Story Home. Solid Brick Front Porch With Brick Accents, Extra Wide Driveway, Expansive Patio Cover In Backyard. Steps To Park And Across The Street From Carbon Canyon Regional Park With Lake, Tennis Courts & Hiking Trails. Breas Best Schools!!

Comparative Market Analysis

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Closed Sale Properties

SAMPLE CMA REPORT



Addr: 3935 Landmark Brea
Area: Brea
OP: \$789,000
LP: \$789,000
LD: 01/21/2013
Beds: 4
YBlt: 2002
Elem: Olinda

SP: \$765,000
SD: 03/05/2013
Bath: 3.00
Prk: Driveway, Garage -
Mid: Brea Junior

MLS #: P846290
Apx SF: 2,722
\$/SF: \$281.04
LotSF: 4,830
DOM: 26
High: Brea Olinda H

Property Description: A Fabulous Single Family Home Nestles In Brea Olinda Ranch. Total 4 Bedrooms, 3 Bathrooms, Approx. 2,722 Sqft. Downstairs Guest Room And 3/4 Bath. Freshly Paint In The Living Room, Formal Dining Room, Stairway And Hallway. Vaulted Ceiling In The Living Room. Gourmet Kitchen With Plenty Cabinets, Pantry & Butler S Pantry, Island, Stainless Appliances, Granite Counter Top And Full Backsplash. Master Bathroom Has Been Completely Upgraded. Additional Features Include: Plantation Shutters Throughout, Laundry Room With Sink, Upgraded Bathroom Vanity Tops, Mirrors, Lightings & Title Flooring, Covered Patio, Master Bedroom With Private Balcony, 3Rd Car Parking Space Can Be Used As Home Gym, Additional Storage Space, Or Converted To 5Th Bedroom. Close To Award Winning Schools, Fwy 57, Brea Mall, And All Other Restaurants And Shopping Centers Plus Surrounding Parks And Trails. Dream Home Like This Will Make Lifestyle Much Enjoyable!



Addr: 550 Boxcar Brea
Area: Brea
OP: \$915,000
LP: \$888,000
LD: 02/22/2012
Beds: 4
YBlt: 2002
Elem:

SP: \$888,000
SD: 02/08/2013
Bath: 5.00
Prk: Street, Driveway - C
Mid:

MLS #: P813063
Apx SF: 3,700
\$/SF: \$240.00
LotSF: 11,300
DOM: 354
High:

Property Description: Please Call Prior To Showing, Accepting Back Up Offer. Gorgeous Exceptional Olinda Ranch Home Located On Huge Premium Lot >11,300 Sf. With Grand Entrance Offers Hillside View, Catalina View, Disneyland Fireworks With Possibility Of Large Pool Site In Private Back Yard. This Beautiful Home With A Lot Of Custom Upgrades Offers: 4 Bedrooms & Bonus Downstairs Library/Dent/Office (Opt. 5Th Bed) & Entertaining Turret Room/Loft. Beautiful Marble Flooring, Custom Crown Moldings, Plantation Shutters. Huge Master Suite With 2 Walk-In Closets, All Bathrooms & Kitchen Upgraded Granite Top.

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Closed Sale Properties

SAMPLE CMA REPORT

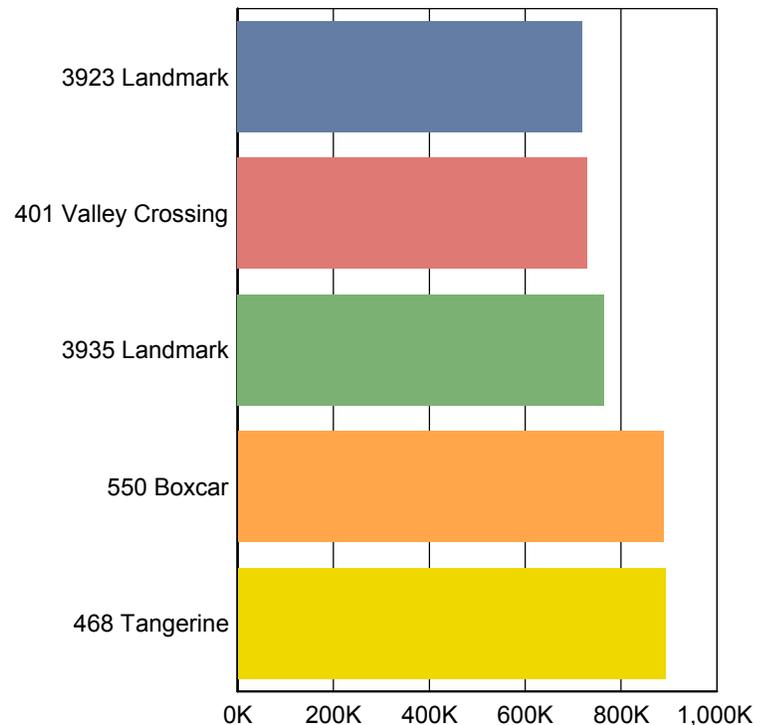


Addr: 468 Tangerine Brea	MLS #: PW13018624
Area: Brea	
OP: \$899,688	
LP: \$899,688	SP: \$892,000
LD: 02/07/2013	SD: 03/28/2013
Beds: 4	Bath: 3.00
YBlt: 2003	Prk: Driveway, Driveway
Elem: Olinda Elementary	Mid: Brea Jr. High
	High: Brea-Olinda H
	Apx SF: 3,000
	\$/SF: \$297.33
	LotSF: 10,204
	DOM: 38

Property Description: Olinda Ranch! Stunning Single Level Christopher Built Home On 1/4 Acre Flat Lot! This Seldom Available Floor Plan Features 4 Bedrooms Each With Their Own Bath. Home Features Nearly 3,000 Square Feet Of Living Space, Plus A 3 Car (Tandem) Garage. This Well Appointed Home Boasts An Ideal Open Concept Floor Plan. Entry To This Home Enjoys A Lovely Courtyard Affording Privacy From The Street, Yet Visible From Many Of The Interior Rooms. All Rooms, Including The Hallway, Enjoy Natural Light. Volume Ceilings Enhanced With Crown Molding And Newer Hardwood Flooring And Interior Paint Adorn The Entire Home. The Triple Arched Entry Leads To The Spacious Living Room With Two Sets Of French Doors, And One Of The Bedroom Also Features French Doors. The Gourmet Kitchen Is A Delight With An Extended Carrara Marble Island Which Includes Seating, Stainless Appliances And Loads Of Cabinet Space. The Spacious Master Suite Is Private And Located Separate From The Other Bedrooms And Baths. The Master Bath Features A Soaking Tub, Dual Vanities, Large Shower, Linen Cabinets And Fabulous Walk-In Closet With Built In Dressers And Organizers. Three Bedrooms Are Located On The Opposite Side Of The Home. Each Bedroom Has A Bath With Two Bedrooms Sharing A Jack & Jill Style Bathroom.

Closed Sale Properties

# of Listings	5
Lowest Price	\$720,000
Highest Price	\$892,000
Average Price	\$799,000
Avg Price/SqFt	\$270.79
Avg DOM	130



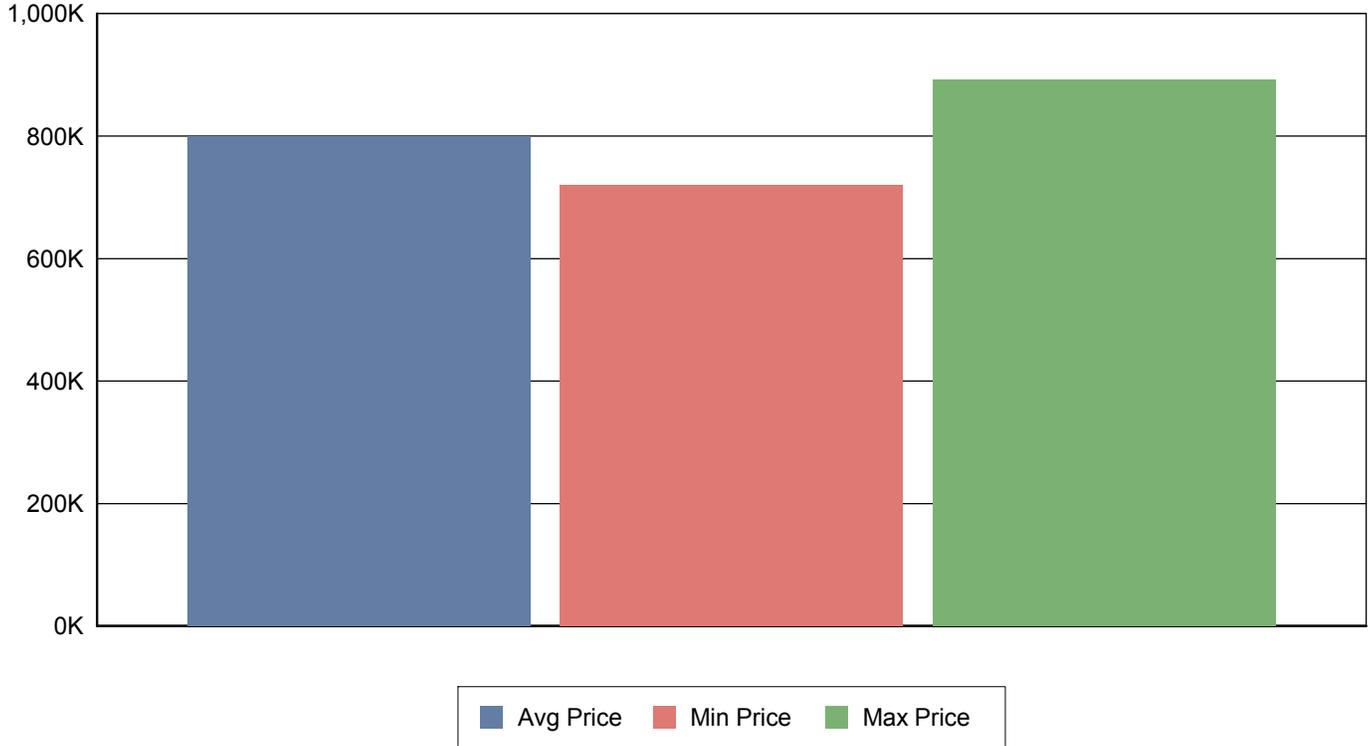
Comparative Market Analysis

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Summary Graph/Analysis

SAMPLE CMA REPORT



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per
Closed Sale	\$720,000	\$892,000	\$799,000	\$270.79
Totals / Averages	\$720,000	\$892,000	\$799,000	\$270.79

Sold Property Analysis

Address	List Price	Sold Price	DOM	%SP/LP	SP/Sqft
3923 Landmark Brea	\$739,900	\$720,000	90	-%2.69	\$243.57
401 Valley Crossing Brea	\$748,000	\$730,000	142	-%2.41	\$292.00
3935 Landmark Brea	\$789,000	\$765,000	26	-%3.04	\$281.04
550 Boxcar Brea	\$888,000	\$888,000	354	%0.00	\$240.00
468 Tangerine Brea	\$899,688	\$892,000	38	-%0.85	\$297.33
Total Averages	\$812,918	\$799,000	130	%-1.80	\$270.79

Note: Selected properties without SQFT values are not included in the "Average per Sqft" calculations

Property Summary

S	Street Address	Bd	Bth	Sqft	Built	L Price	S Price	Sold Date	DOM
S	3923 Landmark	4	3.00	2,956	2002	\$739,900	\$720,000	03/05/2013	90
S	401 Valley Crossing	4	4.00	2,500	2002	\$748,000	\$730,000	04/15/2013	142



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S	3935 Landmark	4	3.00	2,722	2002	\$789,000	\$765,000	03/05/2013	26
S	550 Boxcar	4	5.00	3,700	2002	\$888,000	\$888,000	02/08/2013	354
S	468 Tangerine	4	3.00	3,000	2003	\$899,688	\$892,000	03/28/2013	38

SAMPLE CMA REPORT



Comparative Market Analysis

3674 Sandpiper Wy
Brea, 92823

Monday, May 13, 2013

Full Summary of Compared Listings

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Subject Property

3674 Sandpiper

MLS# P837090

Status S

Area Brea

List Price \$ 719,500

Sold Price \$705,000

List Date 10/03/2012

Sold Date 01/15/2013

DOM 16

Beds 5

Baths 3

Style Contemporary

Sqft 3,200

Lot Sqft 5,000

Lot Dim

Acres 0.12

TG 709G6

Grg Stls

Prk Char Garage - Three Door

Pool None

Spa None

Age 2002

Interior Kitchen Island, Corian Counters

Appliances Built-In, Dishwasher, Gas Cooking, Garbage

FP Gas Starter

Roof Tile, Concrete

Details

3923 Landmark

P840506

Closed Sale

Brea

\$739,900

\$720,000

11/08/2012

03/05/2013

90

4

3

Traditional

2,956

5,316

0.12

709H6

Driveway - Concrete, Garage - Front Entry, Direct Garage Access,

None

None

2002

Kitchen Island, Granite Counters, Built-Ins, Kitchen Open to Family

Dishwasher, Gas Cooking, Range, Stove

Electric, Gas, Great Room, Masonry, Woc

Clay, Spanish Tile

Details

401 Valley Crossing

P829976

Closed Sale

Brea

\$748,000

\$730,000

07/27/2012

04/15/2013

142

4

4

Georgian

2,500

7,000

0.16

709H6

Driveway

None

None

2002

Kitchen Island, Kitchen Open to Family Room, Open Floor Plan,

Built-In, Dishwasher, Electric Cooking, Gas Cooking, Garbage

Electric, Gas, Masonry, Wood

Tile, Concrete

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MLS# P837090

Status S

Area Brea

List Price \$ 719,500

Sold Price \$705,000

List Date 10/03/2012

Sold Date 01/15/2013

DOM 16

Beds 5

Baths 3

Style Contemporary

Sqft 3,200

Lot Sqft 5,000

Lot Dim

Acres 0.12

TG 709G6

Grg Stls

Prk Char Garage - Three Door

Pool None

Spa None

Age 2002

Interior Kitchen Island, Corian
Counters

Appliances Built-In, Dishwasher, Gas
Cooking, Garbage

FP Gas Starter

Roof Tile, Concrete

Details

3935 Landmark

MLS# P846290

Status Closed Sale

Area Brea

List Price \$789,000

Sold Price \$765,000

List Date 01/21/2013

Sold Date 03/05/2013

DOM 26

Beds 4

Baths 3

Style Modern

Sqft 2,722

Lot Sqft 4,830

Acres 0.11

TG 709H6

Prk Char Driveway, Garage - Front Entry

Pool None

Spa None

Age 2002

Interior Balcony, Crown Moldings, Granite
Counters, Kitchen Island, Kitchen

Appliances Dishwasher, Double Oven, Garbage
Disposal, Range/Stove Hood

FP Gas Starter

Roof Flat Tile

Details

550 Boxcar

MLS# P813063

Status Closed Sale

Area Brea

List Price \$888,000

Sold Price \$888,000

List Date 02/22/2012

Sold Date 02/08/2013

DOM 354

Beds 4

Baths 5

Style Contemporary

Sqft 3,700

Lot Sqft 11,300

Acres 0.26

TG 709H6

Grg Stls Attached

Prk Char Street, Driveway - Concrete

Pool None

Spa None

Age 2002

Interior Block Walls, Granite Counters,
Kitchen Island

Appliances Built-In, Dishwasher, Electric
Cooking, Gas Cooking, Range

FP See Remarks

Roof Clay, Spanish Tile

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MLS# P837090

Status S

Area Brea

List Price \$ 719,500

Sold Price \$705,000

List Date 10/03/2012

Sold Date 01/15/2013

DOM 16

Beds 5

Baths 3

Style Contemporary

Sqft 3,200

Lot Sqft 5,000

Lot Dim

Acres 0.12

TG 709G6

Grg Stls

Prk Char Garage - Three Door

Pool None

Spa None

Age 2002

Interior Kitchen Island, Corian
Counters

Appliances Built-In, Dishwasher, Gas
Cooking, Garbage

FP Gas Starter

Roof Tile, Concrete

Details

468 Tangerine

PW13018624

Closed Sale

Brea

\$899,688

\$892,000

02/07/2013

03/28/2013

38

4

3

Colonial

3,000

10,204

0.23

706-J6

Attached

Driveway, Driveway - Concrete,
Direct Garage Access, Garage -

None

None

2003

Built-Ins, Crown Moldings, Granite
Counters, High Ceilings (9 Feet+),

6 Burner Stove, Dishwasher, Double
Oven, Microwave, Range/Stove

Family Room

Tile

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Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
ACTIVE							
PND/BAK							
SOLD/LEASE	5	\$799,000	\$271	\$765,000	\$720,000	\$892,000	130
WITHDRAWN							
EXPIRED							
Total	5	\$799,000	\$271	\$765,000	\$720,000	\$892,000	130

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Brief Summary of Compared Listings

This report summarizes the comparable listings contained in this market analysis.

Status: Closed Sale

ML#	L/S Date	Address	City	Sqft	Bd	Bth	Built	L/S Price	DOM
P840506	03/05/2013	3923 Landmark	Brea	2,956	4	3.00	2002	\$720,000	90
P829976	04/15/2013	401 Valley Crossing	Brea	2,500	4	4.00	2002	\$730,000	142
P846290	03/05/2013	3935 Landmark	Brea	2,722	4	3.00	2002	\$765,000	26
P813063	02/08/2013	550 Boxcar	Brea	3,700	4	5.00	2002	\$888,000	354
PW1301862	03/28/2013	468 Tangerine	Brea	3,000	4	3.00	2003	\$892,000	38
Averages:				2,976	4	3.60	2002	\$799,000	130

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Brief Summary of Compared Listings

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Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
ACTIVE							
PND/BAK							
SOLD/LEASE	5	\$799,000	\$271	\$765,000	\$720,000	\$892,000	130
WITHDRAWN							
EXPIRED							
Total	5	\$799,000	\$276	\$765,000	\$720,000	\$892,000	130

SAMPLE CMA REPORT



Listing Details

This page details the comparable listings contained in this market analysis.



3923 LANDMARK

Status: **Closed Sale**
List Date: **11/08/2012**
Area: **86**
LP: **\$739,900**
End Date: **03/05/2013**
DOM: **90**

Bedrooms: **4**
Bathrooms: **2**
Sqft: **2956**
SP: **\$720,000**
Built: **2002**
Lot Size: **5,316**

This home shows like a model home and is appointed with many upgrades throughout the open floor plan. Downstairs you will find the large family kitchen has upgraded granite countertops, a center island with bar seating, stainless steel appliances, a formal dining area, laundry room, formal living room with cathedral ceilings, and a great room with an inviting fireplace and built-in entertainment cabinets. All bedrooms are upstairs including the master suite with its own walk-in closets, dual vanities, shower and deep soaking tub. The backyard is fully landscaped with its own outdoor fireplace and seating area. Just steps away from Carbon Canyon park, mountain biking and hiking trails, parks, the Brea Sports Complex, and award winning schools.



401 VALLEY CROSSING

Status: **Closed Sale**
List Date: **07/27/2012**
Area: **86**
LP: **\$748,000**
End Date: **04/15/2013**
DOM: **142**

Bedrooms: **4**
Bathrooms: **3**
Sqft: **2500**
SP: **\$730,000**
Built: **2002**
Lot Size: **7,000**

Back on the Market!! Wonderful opportunity for a Rarely listed single story with 3 car side by side garage! This newer home is located at the end of the cul-de-sac with Brea's largest park surrounding this home on 2 sides and a lovely path leading to park just steps from the front door. Gleaming hardwood floors blanket all living spaces with berber carpeting in the master and 2 of the secondary bedrooms and neutral tile flooring in the bathrooms. Fantastic floorplan with wide open spaces and a totally secluded office or 4th bedroom. Plantation shutters in entry, living room and 4th bedroom. Walk-in pantry in the kitchen, inviting paint tones t/o. Media niche in the family room with very large brick hearth and fireplace. No shortage of space in any part of this large single story home. Solid brick front porch with brick accents, extra wide driveway, expansive patio cover in backyard. Steps to park and across the street from Carbon Canyon Regional Park with lake, tennis courts & hiking trails. Brea's Best Schools!!

SAMPLE CMA REPORT

Listing Details

This page details the comparable listings contained in this market analysis.



3935 LANDMARK

Status: **Closed Sale**
List Date: **01/21/2013**
Area: **86**
LP: **\$789,000**
End Date: **03/05/2013**
DOM: **26**

Bedrooms: **4**
Bathrooms: **2**
Sqft: **2722**
SP: **\$765,000**
Built: **2002**
Lot Size: **4,830**

A Fabulous Single Family Home nestles in Brea Olinda Ranch. Total 4 Bedrooms, 3 Bathrooms, Approx. 2,722 sqft. Downstairs Guest Room and 3/4 bath. Freshly Paint in the living room, formal dining room, stairway and hallway. Vaulted Ceiling in the living room. Gourmet Kitchen with plenty cabinets, pantry & butler s pantry, island, stainless appliances, granite counter top and full backsplash. Master Bathroom has been completely upgraded. Additional Features include: Plantation Shutters throughout, Laundry Room with sink, Upgraded Bathroom Vanity Tops, Mirrors, Lightings & Title Flooring, Covered Patio, Master Bedroom with Private Balcony, 3rd Car Parking space can be used as Home Gym, additional Storage Space, or converted to 5th Bedroom. Close to award winning schools, FWY 57, Brea Mall, and all other restaurants and shopping centers plus surrounding parks and trails. Dream Home like this will make lifestyle much enjoyable!



550 BOXCAR

Status: **Closed Sale**
List Date: **02/22/2012**
Area: **86**
LP: **\$888,000**
End Date: **02/08/2013**
DOM: **354**

Bedrooms: **4**
Bathrooms: **4**
Sqft: **3700**
SP: **\$888,000**
Built: **2002**
Lot Size: **11,300**

Please call prior to showing, Accepting back up offer. Gorgeous Exceptional Olinda Ranch Home Located on Huge Premium Lot >11,300 SF. with Grand Entrance Offers Hillside view, Catalina view, Disneyland Fireworks with possibility of Large Pool Site in Private Back Yard. This Beautiful Home with a lot of Custom Upgrades offers: 4 Bedrooms & Bonus Downstairs Library/Dent/Office (opt. 5th Bed) & Entertaining Turret Room/loft. Beautiful Marble Flooring, Custom Crown Moldings, Plantation Shutters. Huge Master Suite with 2 walk-in closets, All Bathrooms & Kitchen Upgraded Granite top.

SAMPLE CMA REPORT

Listing Details

This page details the comparable listings contained in this market analysis.



468 Tangerine

Status: **Closed Sale**
List Date: **02/07/2013**
Area: **86**
LP: **\$899,688**
End Date: **03/28/2013**
DOM: **38**

Bedrooms: **4**
Bathrooms: **3**
Sqft: **3000**
SP: **\$892,000**
Built: **2003**
Lot Size: **10,204**

OLINDA RANCH! STUNNING SINGLE LEVEL CHRISTOPHER BUILT HOME on 1/4 acre flat lot! This seldom available floor plan features 4 bedrooms each with their own bath. Home features nearly 3,000 square feet of living space, plus a 3 car (tandem) garage. This well appointed home boasts an ideal open concept floor plan. Entry to this home enjoys a lovely courtyard affording privacy from the street, yet visible from many of the interior rooms. All rooms, including the hallway, enjoy natural light. Volume Ceilings enhanced with crown molding and newer hardwood flooring and interior paint adorn the entire home. The triple arched entry leads to the spacious living room with two sets of french doors, and one of the bedroom also features french doors. The gourmet kitchen is a delight with an extended Carrara Marble island which includes seating, stainless appliances and loads of cabinet space. The spacious master suite is private and located separate from the other bedrooms and baths. The master bath features a soaking tub, dual vanities, large shower, linen cabinets and fabulous walk-in closet with built in dressers and organizers. Three bedrooms are located on the opposite side of the home. Each bedroom has a bath with two bedrooms sharing a Jack & Jill style bathroom.

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Pricing Recommendation

This page suggests a recommended selling price based on a thorough analysis of your property.

After analyzing your property, comparable properties on the market now, recent sales and comparable properties that failed to sell, I conclude that in the current market, your property is most likely to sell for

SAMPLE CMA REPORT





Market Analysis Explanation

This is an explanation and overview of this market analysis.

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This Comparative Market Analysis will help to determine the correct selling price of your home. Ultimately, the correct selling price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1. Comparable homes that are currently for sale
2. Comparable homes that were recently sold
3. Comparable homes that failed to sell

Looking at similar homes that are currently offered for sale, we can assess the alternatives that a serious buyer has from which to choose. We can also be sure that we are not under pricing your home.

Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

This Comparative Market Analysis has been carefully prepared for you, analyzing homes similar to yours. The aim of this market analysis is to achieve the maximum selling price for your home, while being able to sell your home within a relatively short period of time.



The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.

SAMPLE CMA REPORT



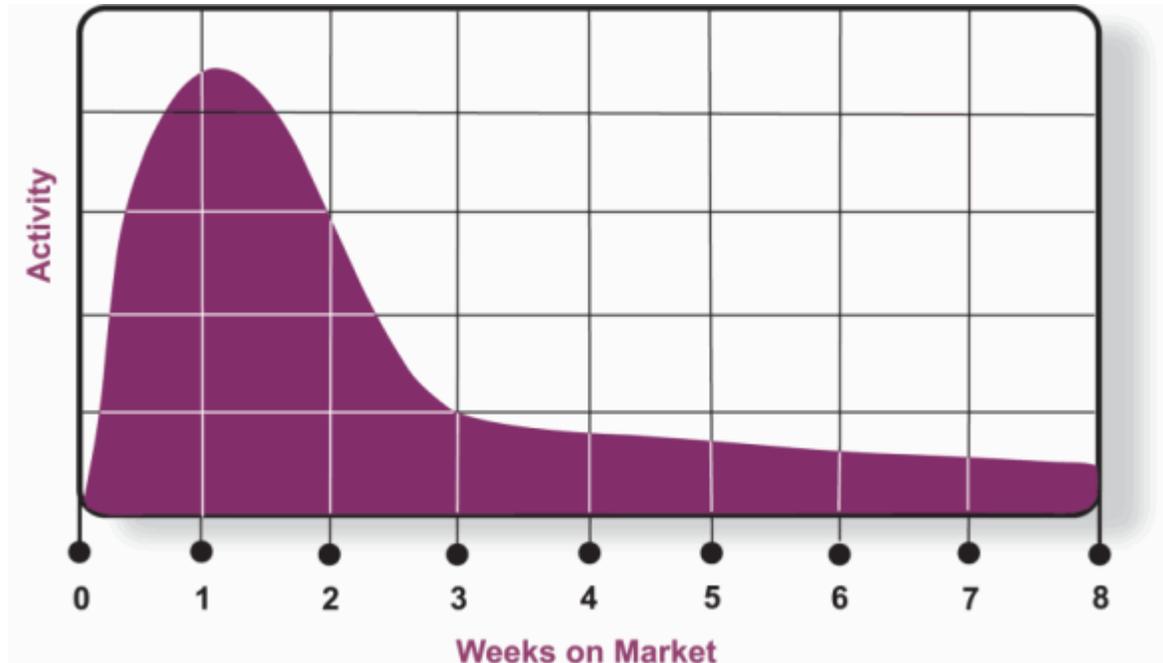
This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.



Activity vs. Timing

This chart highlights the importance of pricing correctly at market value.

SAMPLE CMA REPORT



This chart illustrates the level of excitement and interest in a new listing over time. It also demonstrates the importance of pricing correctly. When a property is first listed, it generates a very high level of interest from prospective buyers, which reduces dramatically over time. It is important to be priced correctly from the beginning, during the peak of this curve.



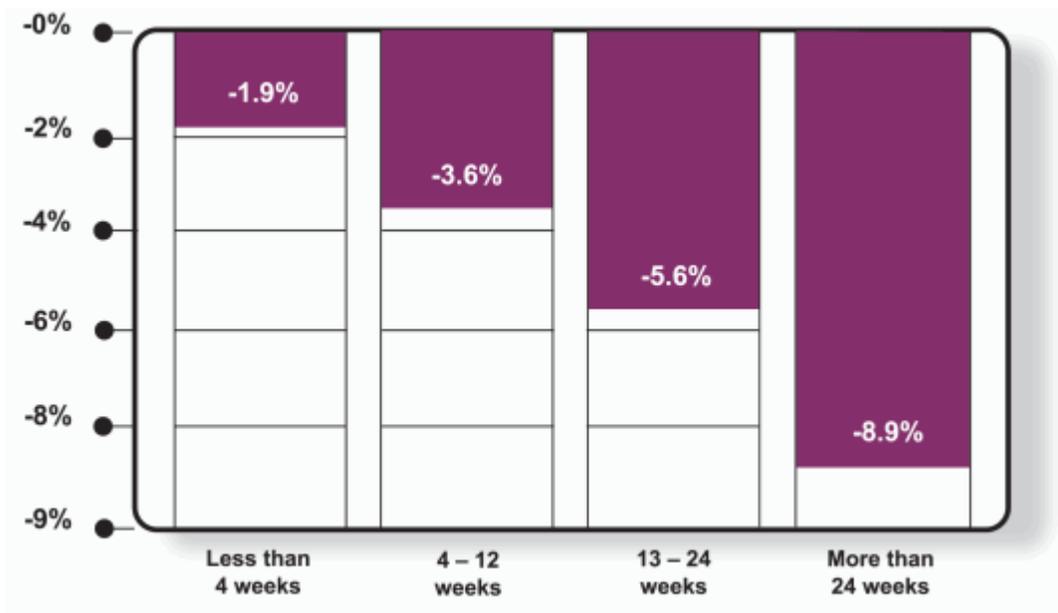


The Effect of Over Pricing

This chart highlights the importance of pricing correctly at market value.

SAMPLE CMA REPORT

This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- Put your best foot forward immediately
- Establish a competitive asking price
- Keep your home in top showing condition
- Offer favorable financing terms





The Pitfalls of Overpricing

This chart highlights the importance of pricing correctly at market value.

SAMPLE CMA REPORT

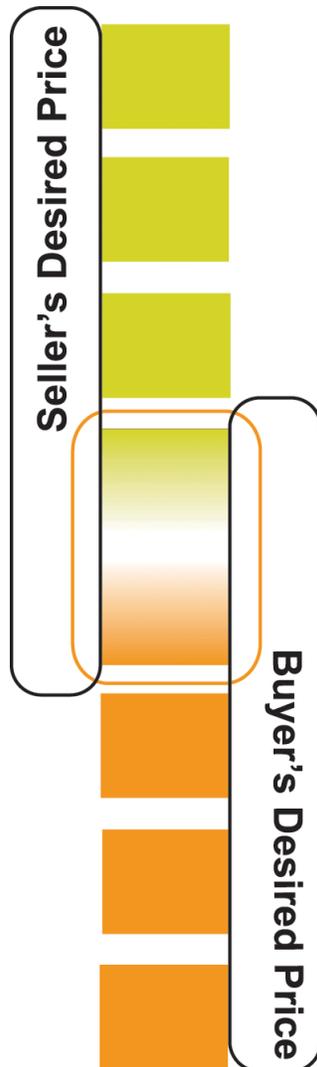
Overpricing your house in the belief that you can reduce the price back later is a strategy that can backfire badly. For example, by the time you reduce your price, you may miss out on a surge of interest in properties like yours. Also, if prices are lowered, buyers may wonder if there's something wrong with the property that kept other buyers away. So to keep from selling your property at below market value and from wasting valuable time, don't fall into the overpricing trap.



Setting the Price

This chart highlights the importance of pricing correctly at market value.

SAMPLE CMA REPORT



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

Establishing market value

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

Look at the competition

Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.

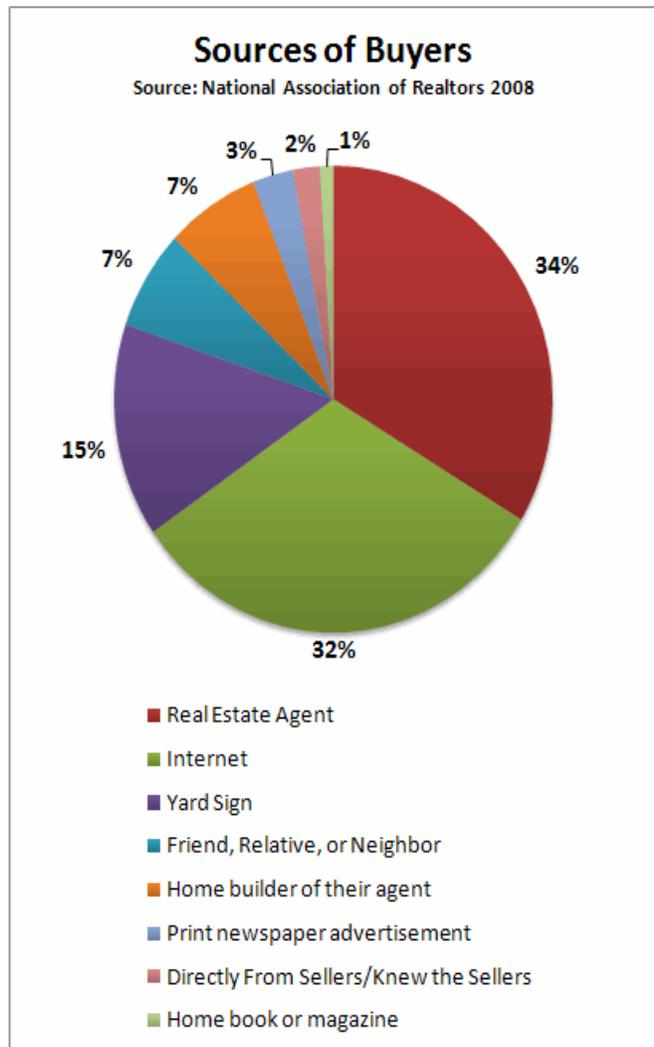
Sources of Buyers

This page illustrates the primary sources of buyers for your property.

SAMPLE CMA REPORT

When you want a buyer, come to us first

There are several excellent reasons for selecting a professional Real Estate Agent to handle the sale of your property. For starters, our long-standing real estate expertise gives us the ability to network with other firms' agents to promote your property to the widest possible audience, including the Internet. Selling your property depends on a lot more than advertising and signage – it takes referrals, word-of-mouth advertising, and networking.

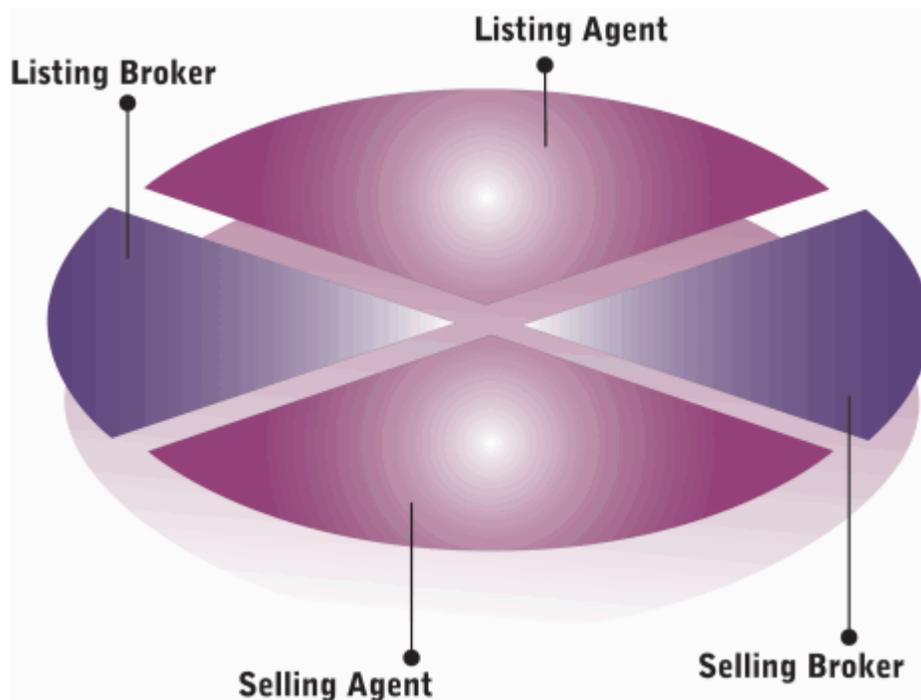




Where a Commission Goes

This page describes how a commission is divided amongst all of the parties involved.

SAMPLE CMA REPORT



After a successful sale of your property, the real estate commission is shared among all who assisted in this important transaction. Generally, the commission is divided four ways: to the listing broker, the listing agent, the selling broker and the selling agent. In recognition of the important roles each played in the sale of your property, each is compensated by a percentage of the commission.



The Benefits of Using a Professional Realtor

This page outlines the benefits of using a professional Realtor to sell your property.

SAMPLE CMA REPORT

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and Realtors have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A Realtor will set the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A Realtor will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a Realtor. In addition to using flyers and organizing open house days, a Realtor's extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A Realtor will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a Realtor can play an important role. A Realtor's experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a Realtor, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a Realtor than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A Realtor will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs or other issues that need to be completed before closing.



My Guarantee to You

This page is my personal guarantee to you.

SAMPLE CMA REPORT

A guarantee you can count on

I'm so committed to meeting your sales objectives in a professional and pleasing manner, that I am willing to put our guarantee in writing.

My Performance Guarantee

I will develop a Property Marketing Plan that clearly spells out the methods I will use to promote your property to the widest-possible audience.

If I don't act according to the agreed activities in the Plan, you may:

- Advise me that you aren't satisfied and ask for a revision of the Plan
- or
- Cancel the Listing Agreement

Your complete satisfaction is my foremost concern.

Date



Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

SAMPLE CMA REPORT

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.

What it Takes to Show

This page describes what it takes to show your property.

SAMPLE CMA REPORT

Scheduling the Showing

Coordination is the key. Before showing or previewing your property, all sales associates from our firm or a cooperating broker will contact you to schedule an appointment. You will then be notified of the timing, and, if it's acceptable, the appointment will be confirmed. If you can't be reached, the showing will proceed on the understanding that you wouldn't want to miss any chances for interested buyers to view your property.

Timing

Ordinarily, you'll get plenty of notice about an appointment request. Some buyers, however, may ask to see your property as soon as possible. In such cases, a showing could take place within an hour or so. If a buyer requests a change to the timing of a scheduled showing, you'll be given as much notice as possible.

Special Instructions

Any special instructions you may have given to your listing agent, such as information on pets, parking or security, will be listed in your property file and thoroughly explained to the sales associate who requested the showing.

The Showing

If you're not on hand during a showing, the sales associate will use the property's lock box to enter. If you're available, sales associates will introduce themselves and give you a business card.

Privacy

The fewer people around during a showing, the better. It's also a good rule to let the buyer roam freely and discuss the property with the sales associate without interruption. A properly briefed sales associate will know the buyer's needs and will be able to point out the features that meet the requirements.

Contact Information

If you're not going to be available to approve an appointment request, it's important to notify your sales associate. By leaving a telephone number where you can be contacted, you can be notified immediately about an offer.

Previews

Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

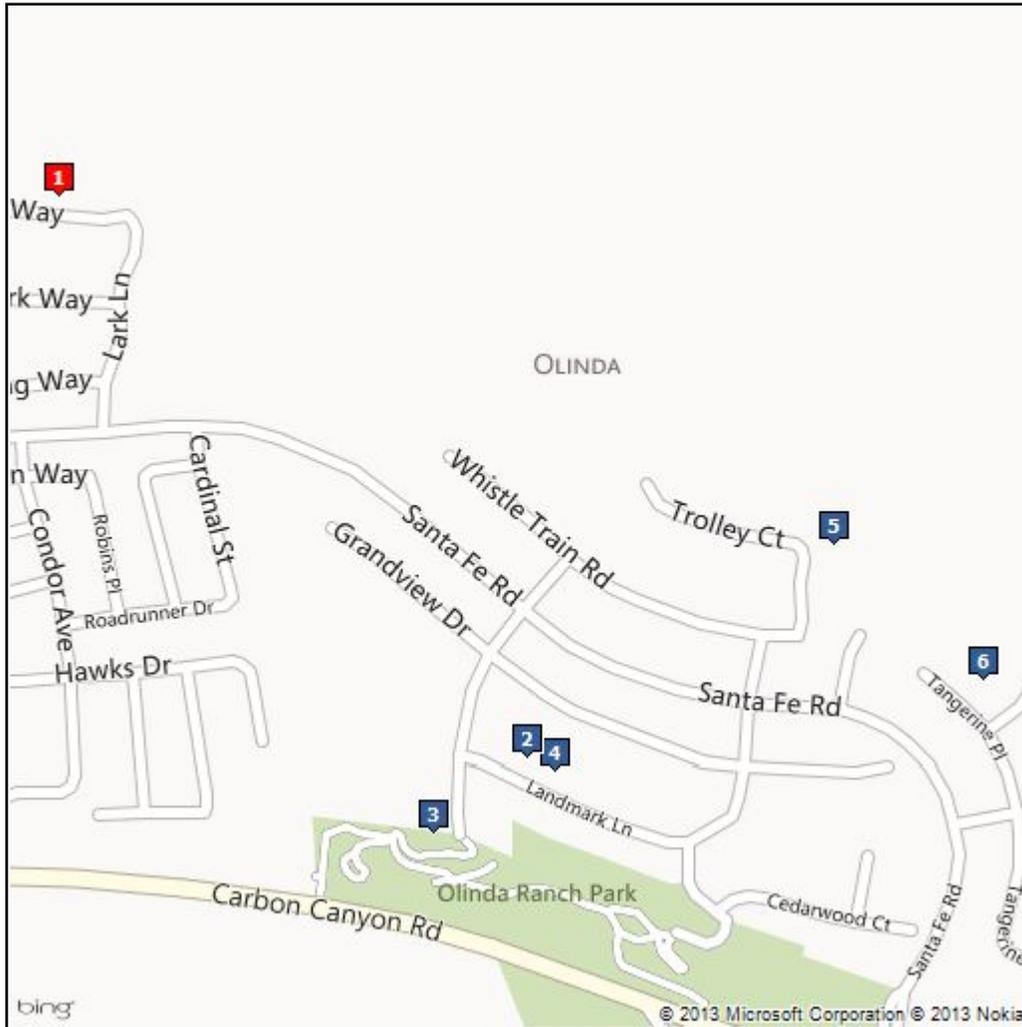
Unscheduled Appointments

Ask any people who show up to view your property without an appointment to telephone the listing agent to request a showing. Even if the person identifies himself or herself as a licensed sales associate, an appointment request must be made first through your listing agent.

CMA Map Layout

SAMPLE CMA REPORT

This page displays the Map for the CMA Subject and your comparables.



- 1 3674 Sandpiper Wy
- 2 3923 Landmark Lane
- 3 401 Valley Crossing Road
- 4 3935 Landmark Lane
- 5 550 Boxcar Lane
- 6 468 Tangerine Place