

Comparative Market Analysis

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Researched and prepared by
Aaron Kile

Prepared exclusively for
Daniel Vittorio

Prepared on
April 06, 2022

Subject Property
110 Chelsea Bay
Lewisville
75067

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Comparative Market Analysis

110 Chelsea Bay
Lewisville, 75067

Wednesday, April 6, 2022

Summary of Comparable Listings

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

Closed Listings

Address	Price	Beds	Bth F	Bth H	Ttl HLA	\$/SqFt	Sold Date
110 Chelsea Bay		3	3		1237		
145 Price Drive	\$280,000	3	2	0	1,193	234.70	02/28/2022
1219 Tiffany Lane	\$281,000	3	2	0	1,229	228.64	01/10/2022
1407 Monaco Drive	\$286,000	3	2	0	1,180	242.37	04/04/2022
1420 Palisades Drive	\$295,000	3	2	0	1,229	240.03	02/24/2022
Averages:	\$285,500	3.0	2.0	0.0	1,208	236.44	

	Low	Median	Average	High	Count
Comparable Price	\$280,000	\$283,500	\$285,500	\$295,000	4
Adjusted Comparable Price	\$280,000	\$287,250	\$288,000	\$297,500	4

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Comparative Market Analysis

110 Chelsea Bay
Lewisville, 75067

Wednesday, April 6, 2022

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>
110 Chelsea Bay	145 Price DR		1219 Tiffany LN	
MLS#	14742316		14702300	
List Price	\$264,900		\$250,000	
List Date	01/17/2022		11/02/2021	
Status	Closed		Closed	
Date Available				
DOM	10		3	
Subdivision LAKEWOOD NORTH 4	Lakewood North 2		Lakewood North 5	
Prop Type	Single Family		Single Family	
Year Built	1970		1971	
HOA Fee				
SqFt Total 1237	1,193		1,229	
SqFt Building	1,193		1,229	
Beds 3	3		3	
Total Baths 3/	2/0		2/0	
# Units				
# Stories 1	1		1	
# Living Areas 1	1	0	1	0
Pool on Prop	No		No	
Easements				
Road Frontg				
Restr/Encumb	Building, Deed			
Ttl Cvrdrk	2		1	
# Parking Spc 2				2,500
Curr \$/SqFt	\$234.70		\$228.64	
L\$/SF & Lot SF	\$222.05/\$38.49		\$203.42/\$35.65	
Lot SqFt	6,882		7,013	
Lot Desc	Interior Lot		Interior Lot	
Handicap Amn	No		No	
Zoning				
Sale/Lse Price	\$280,000		\$281,000	
Sale/Lse Date	02/28/2022		01/10/2022	

Price	\$280,000	\$281,000
Total Adjustments	\$0	\$2,500
Adjusted Price	\$280,000	\$283,500

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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>
110 Chelsea Bay	1407 Monaco DR		1420 Palisades DR	
MLS#	20008521		14746771	
List Price	\$255,000		\$265,000	
List Date	03/14/2022		02/02/2022	
Status	Closed		Closed	
Date Available				
DOM	10		2	
Subdivision	LAKWOOD NORTH 4		Lakewood North 4 Sec 3	
Prop Type	Single Family		Single Family	
Year Built	1971		1971	
HOA Fee				
SqFt Total	1237	1,180	1,229	
SqFt Building			1,229	
Beds	3	3	3	
Total Baths	3/	2/0	2/0	
# Units				
# Stories	1	1	1	
# Living Areas	1	3	1	0
Pool on Prop	No			
Easements			Utilities	
Road Frontg				
Restr/Encumb			Unknown Encumbrance(s)	
Ttl Cvrdr Park	0		1	
# Parking Spc	2			2,500
Curr \$/SqFt		\$242.37	\$240.03	
L\$/SF & Lot SF		\$216.10/\$36.36	\$215.62/\$37.79	
Lot SqFt		7,013	7,013	
Lot Desc		Few Trees, Interior Lot, Landsc	Interior Lot, Lrg. Backyard Gras	
Handicap Amn		No	No	
Zoning				
Sale/Lse Price		\$286,000	\$295,000	
Sale/Lse Date		04/04/2022	02/24/2022	

Price	\$286,000	\$295,000
Total Adjustments	\$5,000	\$2,500
Adjusted Price	\$291,000	\$297,500

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Minimums and Maximums

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

The listings in this analysis can be summarized as follows:

Listing Price between \$250,000 and \$265,000

3 Bedrooms

2 Full Bathrooms

0 Half Bathrooms

1,180 to 1,229 Square Feet

\$203.42 to \$222.05 per Square Foot

\$228.64 to \$242.37 per Sold Square Foot

Year Built between 1970 and 1971

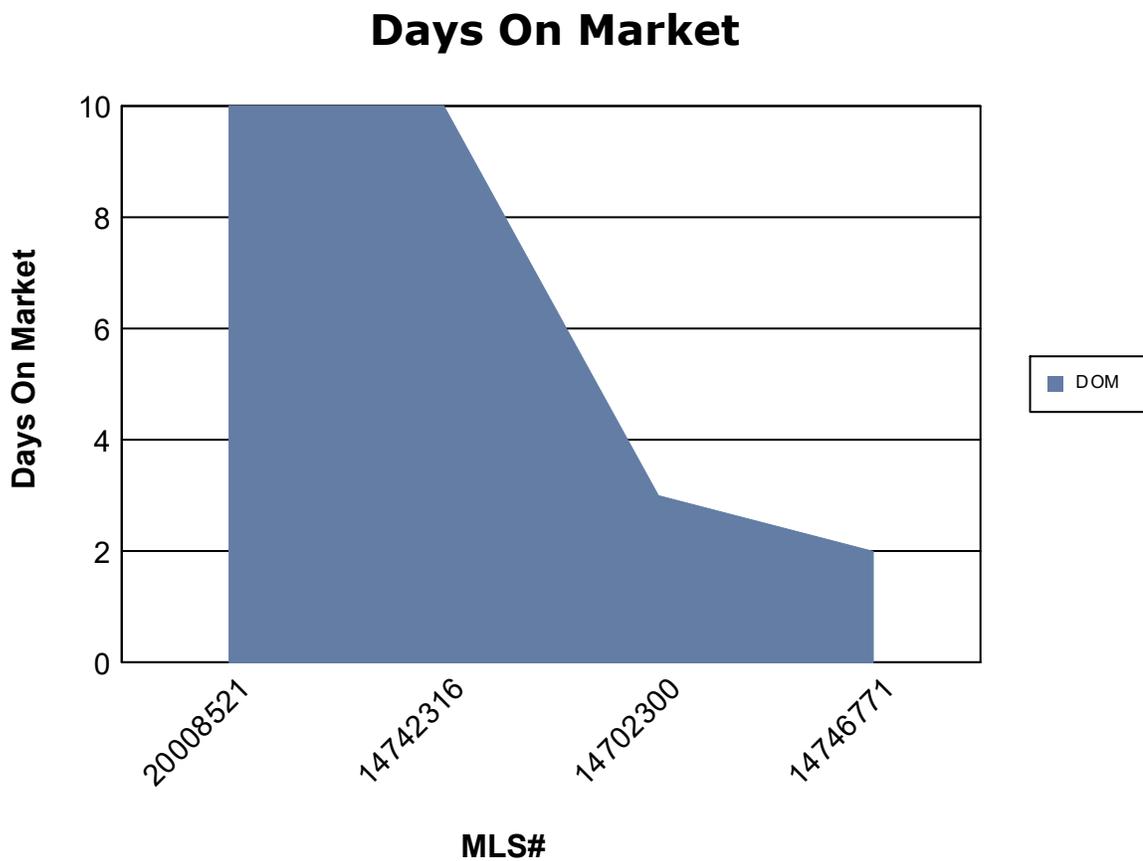
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Number of Days On Market

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



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List Price and Sale Price

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



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Comparative Market Analysis

110 Chelsea Bay
Lewisville, 75067

Wednesday, April 6, 2022

Brief Summary of Compared Listings

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

Status: Closed

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
14742316	02/28/2022	145 Price DR	Single Family	1,193	3	2.0	\$280,000	10
14702300	01/10/2022	1219 Tiffany LN	Single Family	1,229	3	2.0	\$281,000	3
20008521	04/04/2022	1407 Monaco DR	Single Family	1,180	3	2.0	\$286,000	10
14746771	02/24/2022	1420 Palisades DR	Single Family	1,229	3	2.0	\$295,000	2
Averages:				1,208	3	2/0	\$285,500	6

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
ACTIVE							
Actv Contingent							
Active Kick Out							
Actv Opt Cntrct							
CANCELLED							
EXPIRED							
PENDING							
SOLD	4	\$285,500	\$236.44	\$283,500	\$280,000	\$295,000	6
TEMP OFF MRKT							
WITHDRAWN							
Total	4	\$285,500	\$236.44	\$283,500	\$280,000	\$295,000	6

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Researched and prepared by **Aaron Kile**
eXp Realty LLC





Comparative Market Analysis

110 Chelsea Bay
Lewisville, 75067

Wednesday, April 6, 2022

CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

145 Price DR



MLS #: 14742316	Status: Closed	Beds: 3	L Price: \$264,900
County: Denton		Baths: 2/0	S Price: \$280,000
Subdiv: Lakewood North 2		Yr Blt: 1970	S Date: 2/28/2022
Type: Single Family		SqFt: 1,193	DOM: 10
Parking: Garage Door Opener, Garage, Garage		Pool: No	Acres: 0.158

Rmks: Convenient location for this spacious family home! Surrounded by schools, parks, churches, shopping, restaurants, markets, & easy commute with nearby access to I35 & 121. Very well maintained 3 bedroom, 2 bath with updated kitchen and bathrooms. Master bath update includes a larger walk-in shower & unique vanity sink cabinet with wall custom cabinetry. Built in cabinets in dining room, perfect for a coffee bar. Kitchen has gas option. Utility room in garage to maximize the already spacious living space. Covered back porch patio area. Storage building. Large backyard with new stained privacy fence. Located in Quiet neighborhood near Lake Lewisville. What more could you want?...Don't delay, see this home today!

Direct: From S Stemmons Fwy exit Fox Ave, head East on Fox Ave., Turn right onto Price Dr., home on the right. Sign on property.

1219 Tiffany LN



MLS #: 14702300	Status: Closed	Beds: 3	L Price: \$250,000
County: Denton		Baths: 2/0	S Price: \$281,000
Subdiv: Lakewood North 5		Yr Blt: 1971	S Date: 1/10/2022
Type: Single Family		SqFt: 1,229	DOM: 3
Parking: Garage, Garage Faces Front		Pool: No	Acres: 0.161

Rmks: Home has been recently updated. Lamenated flooring in Living area, Kitchen and Bedrooms. Master Bathrooms has recently installed fixtures, sink, stool, bathtub with shower and tile flooring. Master has nice walk-in closet, blinds and ceiling fan. Living area has vaulted ceiling with ceiling fan. Hall bath has recently installed fixtures, sink, stool, bathtub with shower and tile flooring. Kitchen has recent installed painted cabients, counter tops and double stainless sink. Recently installed stainless range, dishwasher and microwave in kitchen. Seprate utility room for washer and dryer has repaced water shut offs . One car garage with newly installed garage doors. Large backyard with trees and storage shed.

Direct: From Main Street Lewisville go South on Edmonds turn right on Tiffany.

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CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

1407 Monaco DR



MLS #: 20008521	Status: Closed	Beds: 3	L Price: \$255,000
County: Denton		Baths: 2/0	S Price: \$286,000
Subdiv: Lakewood North 4 Sec 3		Yr Blt: 1971	S Date: 4/4/2022
Type: Single Family		SqFt: 1,180	DOM: 10
Parking: Concrete, Driveway		Pool: No	Acres: 0.161

Rmks: MULTIPLE OFFERS - ALL OFFERS DUE by 5:00PM Today!!! Beautiful 3 bed 2 bath home in well kept neighborhood. 3 large living areas to enjoy including a very large sunroom full of windows looking out to the beautiful large backyard. Fresh paint and flooring throughout this roomy home. Amazing large backyard with beautiful landscaping and a nice 7X5 storage shed or playhouse that was recently installed last summer. Both bathrooms completely remodeled. Stainless steel appliances in the kitchen. Large master bedroom with private ensuite bathroom. Recently updated master bath with stylish vanity and shower tile. 2nd bath updated with pretty pedestal sink and tile. Several extra storage closets.

Direct: From I35E Exit ox Ave., West on Fox, left on Edmonds, Right on Monaco. House on Right

1420 Palisades DR



MLS #: 14746771	Status: Closed	Beds: 3	L Price: \$265,000
County: Denton		Baths: 2/0	S Price: \$295,000
Subdiv: Lakewood North 4 Sec 3		Yr Blt: 1971	S Date: 2/24/2022
Type: Single Family		SqFt: 1,229	DOM: 2
Parking: Garage		Pool:	Acres: 0.161

Rmks: Multiple Offers Received...highest and best by 5:00 Monday please. Cozy home in the heart of Lewisville. Seller has remodeled the kitchen with new cabinets and granite, fresh paint and newer carpet...remodeled Master Bathroom as well. Heated floors in the kitchen and master bathroom under the ceramic tile. New windows throughout the house. Large lot and backyard. Don't miss it!

Direct: From I35E, exit Fox Ave and turn west. Follow Fox Ave. and turn south (left) onto Edmonds Lane, then turn west on Palisades Dr.

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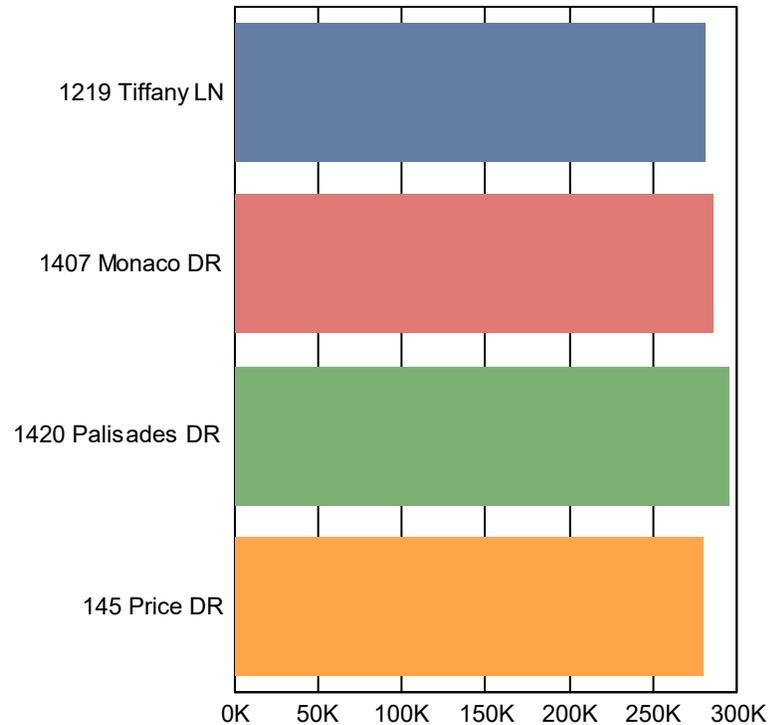


CMA Pro Report

These pages give a general overview of the selected properties.

Closed Properties

Total # of Listings	4
Lowest Price	\$280,000
Highest Price	\$295,000
Average Price	\$285,500
Avg. Price/SqFt	\$236.44
Avg DOM	6



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Comparative Market Analysis

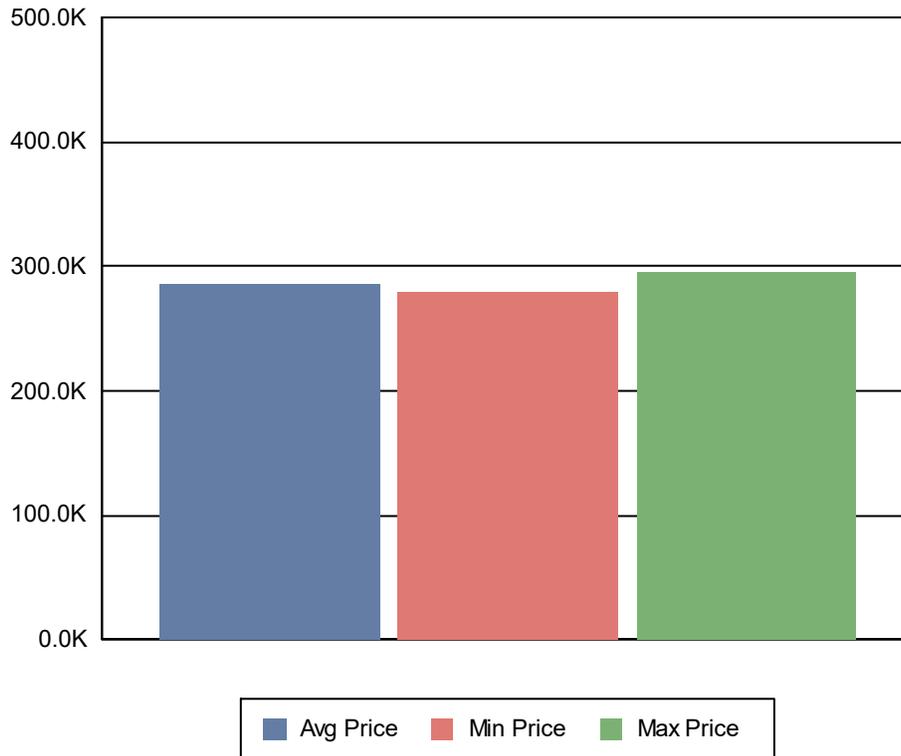
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CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Closed	\$280,000	\$295,000	\$285,500	\$236.44
Totals / Averages	\$280,000	\$295,000	\$285,500	\$236.44

Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
Total Averages					

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CMA Pro Report

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Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
Closed								
C	145 Price DR	3	2.0	1,193	\$264,900	\$280,000	02/28/2022	10
C	1219 Tiffany LN	3	2.0	1,229	\$250,000	\$281,000	01/10/2022	3
C	1407 Monaco DR	3	2.0	1,180	\$255,000	\$286,000	04/04/2022	10
C	1420 Palisades DR	3	2.0	1,229	\$265,000	\$295,000	02/24/2022	2

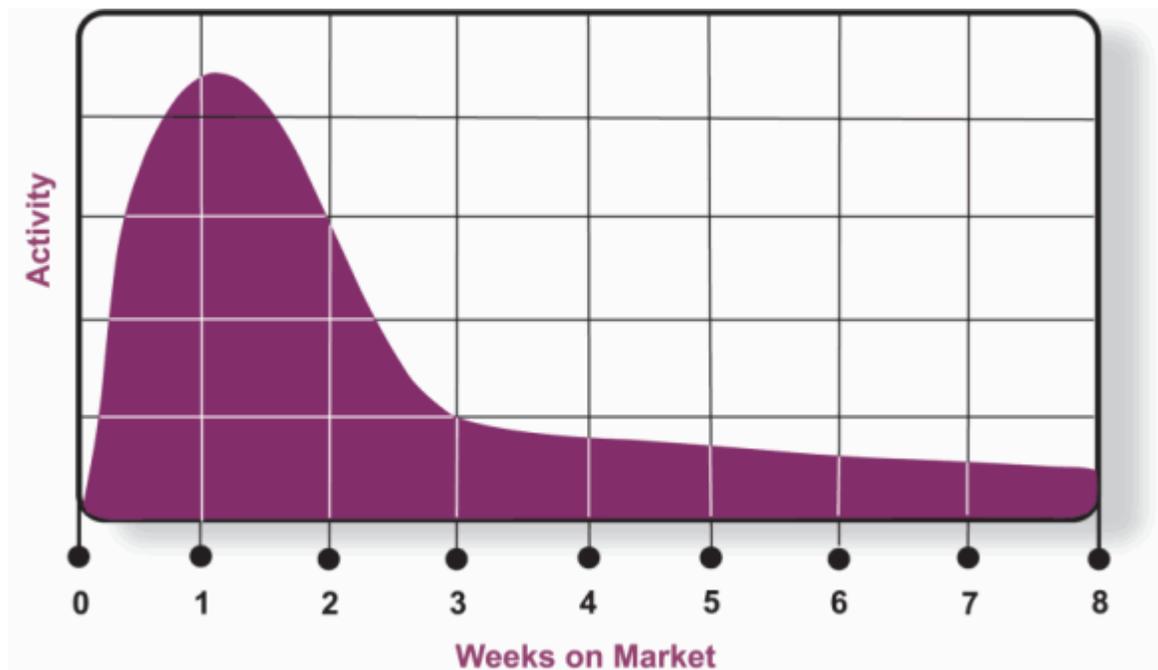
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Activity vs. Timing

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



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.

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My Guarantee to You

This page is my personal guarantee to you.

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

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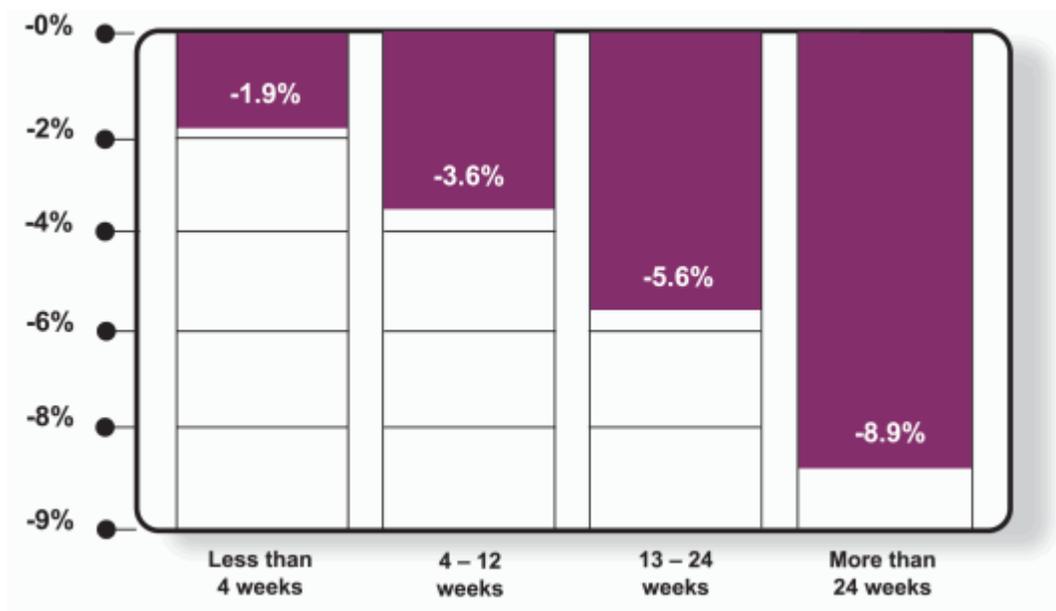




The Effect of Over Pricing

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

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

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The Benefits of Using a Professional REALTOR®

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

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 help you determine 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

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Market Analysis Explanation

This is an explanation and overview of this market analysis.

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.

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The Importance of Pricing

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



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.

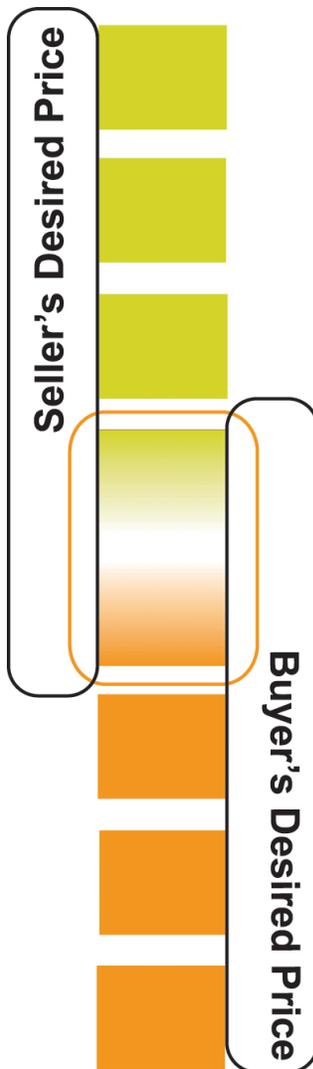
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Setting the Price

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



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.

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The Pitfalls of Overpricing

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

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.



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Sources of Buyers

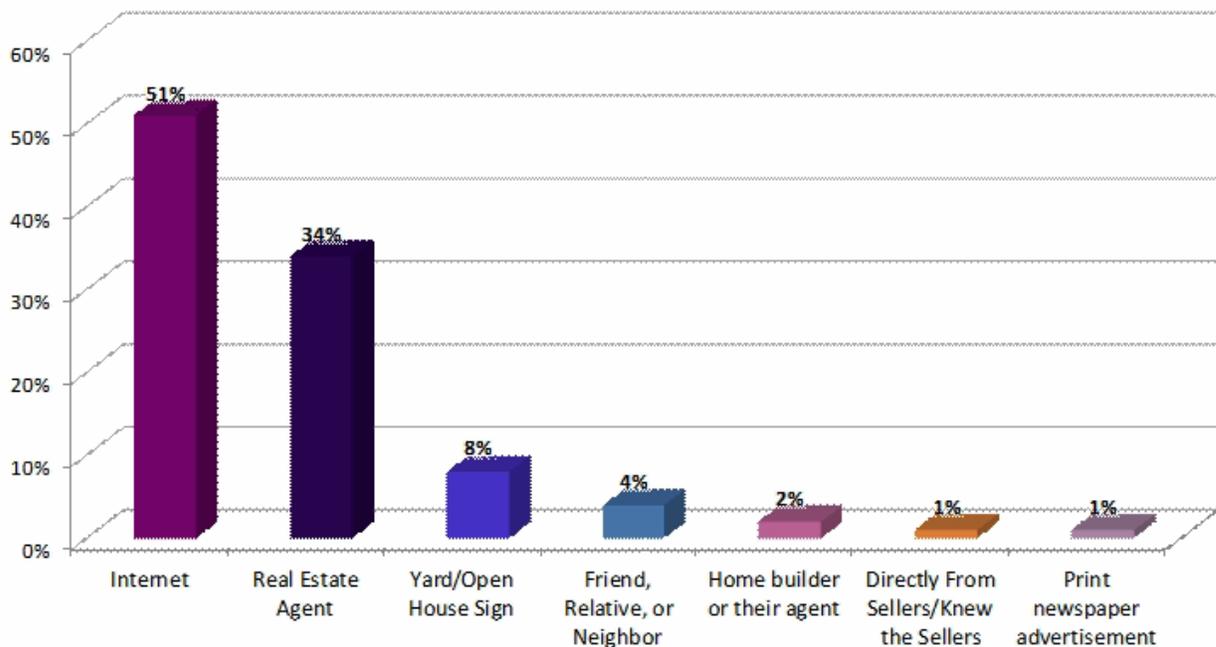
This page illustrates the primary sources of buyers for your property.

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.

Sources of Buyers

Source: National Association of REALTORS®
2016 Profile of Home Buyers and Sellers



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Steps to a Positive Showing

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

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.

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What it Takes to Show

This page describes what it takes to show your property.

Scheduling the Showing

Coordination is the key. Before a sales associate from our firm or a cooperating broker shows or previews your property, a representative from our firm 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.

This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice .





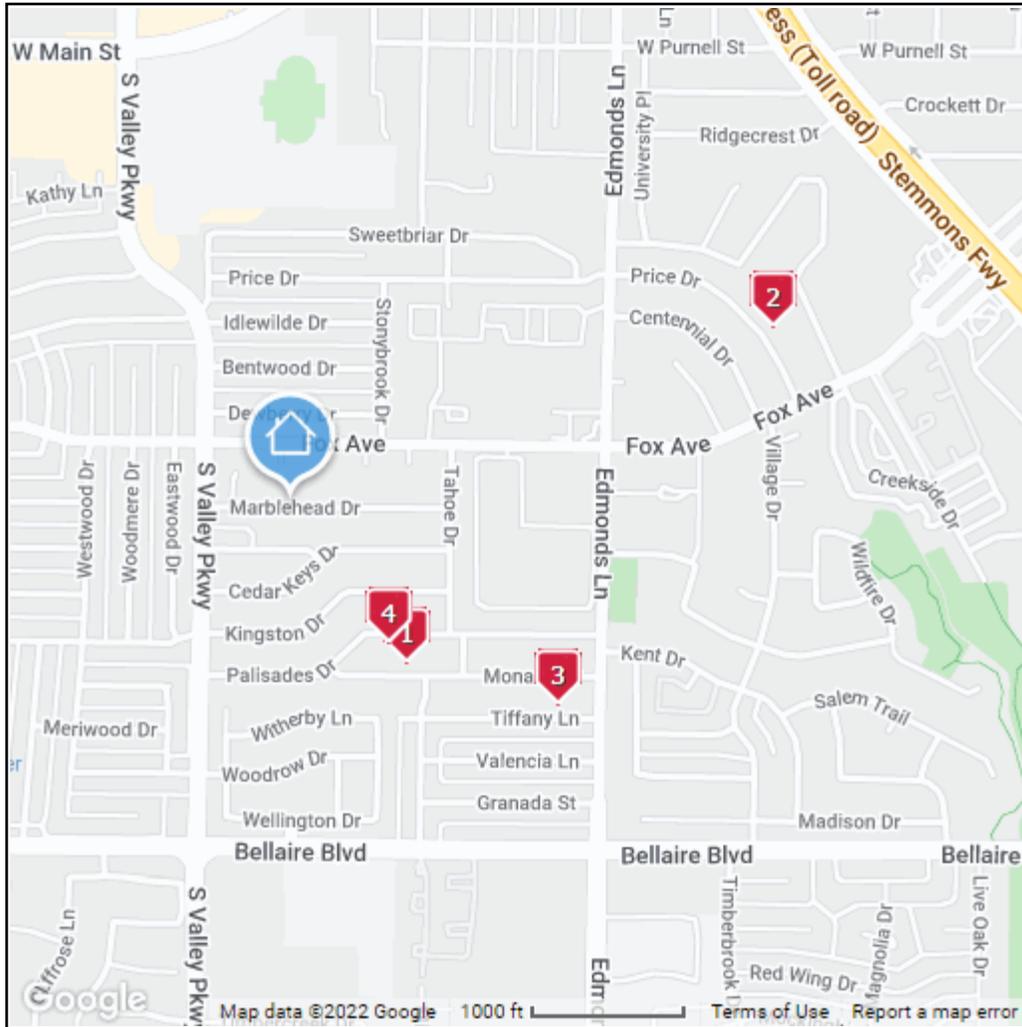
Comparative Market Analysis

110 Chelsea Bay
Lewisville, 75067

Wednesday, April 6, 2022

CMA Map Layout

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



- 110 Chelsea Bay
- 1 1407 Monaco DR
- 2 145 Price DR
- 3 1219 Tiffany LN
- 4 1420 Palisades DR

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