



Comparative Market Analysis

Prepared For
Jen Way

April 12, 2018



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Information Herein Believed to be Accurate but Not Guaranteed

This analysis has not been performed in accordance with uniform standards of professional practice which require valuers to act as an unbiased, disinterested third party with impartiality, objectivity and independence and without accommodation of personal interest. It is not to be construed as an appraisal and may not be used as such for any purpose.

Comparable Pricing

Subject Property

Address	City	Apx Sqft	Suggested List Price	\$/Sqft
			\$211,242.86	

Active Comparables

Address	City	Apx Sqft	List Price	Adjusted Price	\$/Sqft	SP / LP	DOM
8 Starling Dr	Pueblo	2192	\$269,900	\$269,900.00	\$123.12	0%	8

Lowest List Price	Highest List Price	Average List Price
\$269,900	\$269,900	\$269,900
Lowest Adjusted Price	Highest Adjusted Price	Average Adjusted Price
\$269,900	\$269,900	\$269,900
Lowest Day on Market	Highest Day on Market	Average Day on Market
8	8	8

UC - Take Backup Comparables

Address	City	Apx Sqft	List Price	Adjusted Price	\$/Sqft	SP / LP	DOM
33 Briarwood Circle	Pueblo	1400	\$199,900	\$199,900.00	\$142.78	0%	94

Lowest List Price	Highest List Price	Average List Price
\$199,900	\$199,900	\$199,900
Lowest Adjusted Price	Highest Adjusted Price	Average Adjusted Price
\$199,900	\$199,900	\$199,900
Lowest Day on Market	Highest Day on Market	Average Day on Market
94	94	94

Sold Comparables

Address	City	Apx Sqft	List Price	Sold Price	Adjusted Price	\$/Sqft	SP / LP	DOM
12 Crestaloma Dr	Pueblo	1075	\$178,000	\$182,000	\$182,000.00	\$169.30	102%	48
6 Crestaloma Dr	Pueblo	1736	\$185,000	\$185,000	\$185,000.00	\$106.56	100%	62
24 Pennwood Lane	Pueblo	1212	\$224,900	\$219,000	\$219,000.00	\$180.69	97%	48
1305 Kingsroyal Blvd	Pueblo	1524	\$235,000	\$233,000	\$233,000.00	\$152.88	99%	94

Lowest List Price	Highest List Price	Average List Price
\$178,000	\$235,000	\$205,725
Lowest Selling Price	Highest Selling Price	Average Selling Price
\$182,000	\$233,000	\$204,750
Lowest Adjusted Price	Highest Adjusted Price	Average Adjusted Price
\$182,000	\$233,000	\$204,750
Lowest Day on Market	Highest Day on Market	Average Day on Market
48	94	63

Under Contract Comparables

Address	City	Apx Sqft	List Price	Adjusted Price	\$/Sqft	SP / LP	DOM
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Lowest List Price	Highest List Price	Average List Price
\$189,900	\$189,900	\$189,900
Lowest Adjusted Price	Highest Adjusted Price	Average Adjusted Price
\$189,900	\$189,900	\$189,900
Lowest Day on Market	Highest Day on Market	Average Day on Market
34	34	34

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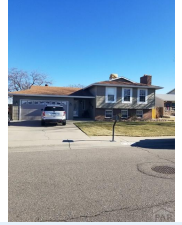


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4/12/2018

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Side by Side Comparison



Subject

Comparable 1

Comparable 2

Comparable 3

MLS Number:		R172603A	R1711240	R170773S			
Address:		8 Starling Dr Pueblo, CO 81005	33 Briarwood Circle Pueblo, CO 81005	12 Crestaloma Dr Pueblo, CO 81005			
Suggested List Price:	\$211,242.86						
Adjusted Price:		\$269,900.00	0.00%	\$199,900.00	0.00%	\$182,000.00	0.00%
List/Sell Price:		\$269,900		\$199,900		\$182,000	
Sold Date:						1/26/2018	
Misc Adjustments:							
Day on Market:		8		94		48	
Property Type: R		R		R		R	



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Side by Side Comparison



Subject

Comparable 4

Comparable 5

Comparable 6

MLS Number:	R169459S	R170572S	R170166S
Address:	6 Crestaloma Dr Pueblo, CO 81005	24 Pennwood Lane Pueblo, CO 81005	1305 Kingsroyal Blvd Pueblo, CO 81005
Suggested List Price:	\$211,242.86		
Adjusted Price:	\$185,000.00	0.00%	\$219,000.00
List/Sell Price:	\$185,000		\$233,000
Sold Date:	11/8/2017		1/12/2018
Misc Adjustments:			
Day on Market:	62	48	94
Property Type: R	R	R	R

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Side by Side Comparison



	Subject	Comparable 7
MLS Number:		R172095U
Address:		60 Briarwood Circle Pueblo, CO 81005
Suggested List Price:	\$211,242.86	
Adjusted Price:		\$189,900.00 0.00%
List/Sell Price:		\$189,900
Sold Date:		
Misc Adjustments:		
Day on Market:		34
Property Type: R		R



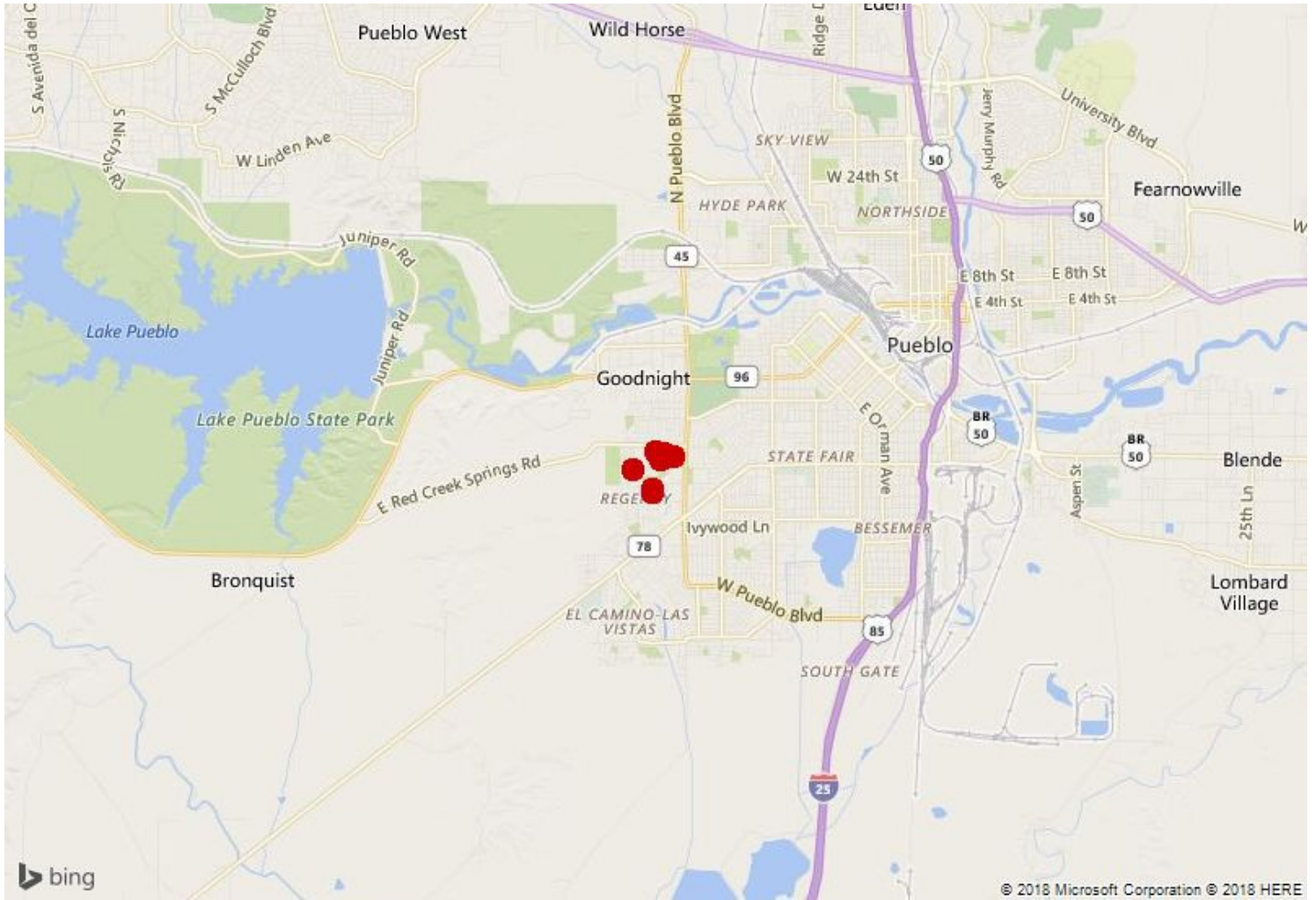
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Comparable Mapping



Agent Remarks

Suggest ARV: \$200,000 - \$210,000**

**Suggested list price is for a property that has been completely and properly flipped. Investors are to do their own due diligence to determine their ARV.

Year: 1974

Total Sq Ft: 2,012

Upper Sq Ft: 0

Main Sq Ft: 2,012

Lower Sq Ft: 0

Basement Sq Ft: 960 --- 50% Finished

Beds: 3

Baths: 2

Garage: 480sqft

Comps were good. +/-300 sq ft. No more than 10 years newer. Stretched the area slightly to find sold comps. No comp sold more than 6 months ago.

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Increasing Your Home's Value

When selling your home, remember the importance of first impressions. Most homebuyers in today's market are comparative shoppers. With a little time and effort, you can increase the perceived value of your home. Preparing your home for sale can include simple things, such as ensuring that your home is clean, airy, uncluttered, light, fragrant, and quiet. Below are some quick and easy things you can do to make your home more appealing to potential buyers.

Curb Appeal

It is estimated that more than 50% of homes are sold before the buyers even get out of their cars. Stand across the street from your house & review the curb appeal.

- Mow & water lawns
- Seed bare spots in lawn
- Sweep walkways
- Remove toys & pick up any litter
- Prune shrubs, weed flower beds, & rake leaves
- Repair any broken fences, planters, trellises, or walls
- Plant shrubs or install fencing to block unpleasant views

Exterior Maintenance

Again, remember the importance of curb appeal. A well maintained home on the outside gives the buyer the initial impression that the home is well maintained on the inside as well.

- Paint or varnish doors; polish door hardware
- Paint or replace street numbers on house
- Clean/wash siding, windows & screens, AC unit, & pool
- Repair or paint siding, trim, gutters, shutters, glazing, & window frames
- Clean oil stains from driveway & garage
- Make sure all lighting is working
- Repair leaky faucets; deodorize septic tank
- Straighten woodpile; clean around trash cans

Garages, Carports, & Sheds

- Keep areas clean & uncluttered
- Replace burned out lights
- Clear away cobwebs
- Remove oil stains from floors
- Lubricate, adjust, or repair garage door
- Organize & put away tools

Interior Maintenance

On the inside, remove as much clutter as possible. Hire professionals to do a deep cleaning. Cleanliness is a sign to buyers that the home has been well cared for.

- Clean & vacuum carpets
- Replace worn carpet; use area rugs where needed
- Apply a fresh coat of paint
- Wash curtains & draperies
- Lubricate window slides; make sure doors close smoothly
- Clean ceiling fans & light fixtures
- Clean & organize closets & cabinets
- Check for cobwebs in all corners

Kitchens & Bathrooms

Overall, kitchens & bathrooms should be spotless. These two rooms alone can sell a home. Cabinets should be neat and organized. Neutralize odors & clean all mold & mildew.

- Clean all appliances inside and out
- Replace all light bulbs
- Clean floors & light fixtures
- Deodorize disposal, dishwasher, & refrigerator; repair leaky faucets
- Test all electrical outlets
- Unclutter kitchen counters & cabinets
- Clean shower door or replace curtain
- Put out fresh towels on towel racks
- Remove soap residue & lime deposits from sink, shower, & bathtub
- Make sure toilet flushes properly

Create Atmosphere

- Turn on all lights; open drapes
- Light candles & put out fresh flowers
- Play quiet background music
- Be absent during showings & keep pets outside
- Turn on air conditioner or heater