



# Comparative Market Analysis

Prepared For

May 25, 2018



**Colin Smith**

Solid Rock Realty

4297 Austin Bluffs Parkway

Colorado Springs, CO 80918

Contact # (719)232-6709

colin.smith@solidrockre.com

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

## UC - Take Backup Comparables

Address	City	Apx Sqft	List Price	Adjusted Price	\$/Sqft	SP/LP	DOM
1529 Pine St	Pueblo	980	\$74,900	\$74,900.00	\$76.42	0%	94
<b>Lowest List Price</b>		<b>Highest List Price</b>		<b>Average List Price</b>			
\$74,900		\$74,900		\$74,900			
<b>Lowest Adjusted Price</b>		<b>Highest Adjusted Price</b>		<b>Average Adjusted Price</b>			
\$74,900		\$74,900		\$74,900			
<b>Lowest Day on Market</b>		<b>Highest Day on Market</b>		<b>Average Day on Market</b>			
94		94		94			

## Sold Comparables

Address	City	Apx Sqft	List Price	Sold Price	Adjusted Price	\$/Sqft	SP/LP	DOM
2024 Pine St	Pueblo	796	\$69,000	\$69,000	\$69,000.00	\$86.68	100%	46
1727 E Orman Ave	Pueblo	1008	\$95,000	\$97,200	\$97,200.00	\$96.42	102%	35
1429 Pine St	Pueblo	954	\$112,588	\$101,500	\$101,500.00	\$106.39	90%	93
<b>Lowest List Price</b>		<b>Highest List Price</b>		<b>Average List Price</b>				
\$69,000		\$112,588		\$92,196				
<b>Lowest Selling Price</b>		<b>Highest Selling Price</b>		<b>Average Selling Price</b>				
\$69,000		\$101,500		\$89,233				
<b>Lowest Adjusted Price</b>		<b>Highest Adjusted Price</b>		<b>Average Adjusted Price</b>				
\$69,000		\$101,500		\$89,233				
<b>Lowest Day on Market</b>		<b>Highest Day on Market</b>		<b>Average Day on Market</b>				
35		93		58				

## Under Contract Comparables

Address	City	Apx Sqft	List Price	Adjusted Price	\$/Sqft	SP/LP	DOM
1309 Spruce Dr	Pueblo	576	\$54,900	\$54,900.00	\$95.31	0%	98
1428 Wabash Ave	Pueblo	790	\$105,000	\$105,000.00	\$132.91	0%	17
<b>Lowest List Price</b>		<b>Highest List Price</b>		<b>Average List Price</b>			
\$54,900		\$105,000		\$79,950			
<b>Lowest Adjusted Price</b>		<b>Highest Adjusted Price</b>		<b>Average Adjusted Price</b>			
\$54,900		\$105,000		\$79,950			
<b>Lowest Day on Market</b>		<b>Highest Day on Market</b>		<b>Average Day on Market</b>			
17		98		57			

## Side by Side Comparison



**Comparable 1**

**Comparable 2**

**Comparable 3**

MLS Number: **R171794O**

MLS Number: **R171427S**

MLS Number: **R172273S**

Address: **1529 Pine St  
Pueblo, CO 81004**

Address: **2024 Pine St  
Pueblo, CO 81004**

Address: **1727 E Orman Ave  
Pueblo, CO 81004**

Suggested List Price:

Adjusted Price: **\$74,900.00**

Adjusted Price: **\$69,000.00**

Adjusted Price: **\$97,200.00**

**0.00%**

**0.00%**

**0.00%**

List/Sell Price: **\$74,900**

List/Sell Price: **\$69,000**

List/Sell Price: **\$97,200**

Sold Date:

**3/16/2018**

**4/23/2018**

Misc Adjustments:

Day on Market: **94**

**46**

**35**

Property Type: **R**

**R**

**R**



Copyright Solid Rock Realty

Colin Smith

5/25/2018

**Information Herein Believed to be Accurate but Not Guaranteed**

# Side by Side Comparison



**Comparable 4**



**Comparable 5**



**Comparable 6**

	Comparable 4	Comparable 5	Comparable 6
MLS Number:	<b>R169759S</b>	<b>R171732U</b>	<b>R173236U</b>
Address:	<b>1429 Pine St Pueblo, CO 81004</b>	<b>1309 Spruce Dr Pueblo, CO 81004</b>	<b>1428 Wabash Ave Pueblo, CO 81004</b>
Suggested List Price:			
Adjusted Price:	\$101,500.00 <span style="color: red;">0.00%</span>	\$54,900.00 <span style="color: red;">0.00%</span>	\$105,000.00 <span style="color: red;">0.00%</span>
List/Sell Price:	<b>\$101,500</b>	<b>\$54,900</b>	<b>\$105,000</b>
Sold Date:	<b>12/29/2017</b>		
Misc Adjustments:			
Day on Market:	<b>93</b>	<b>98</b>	<b>17</b>
Property Type:	R	R	R



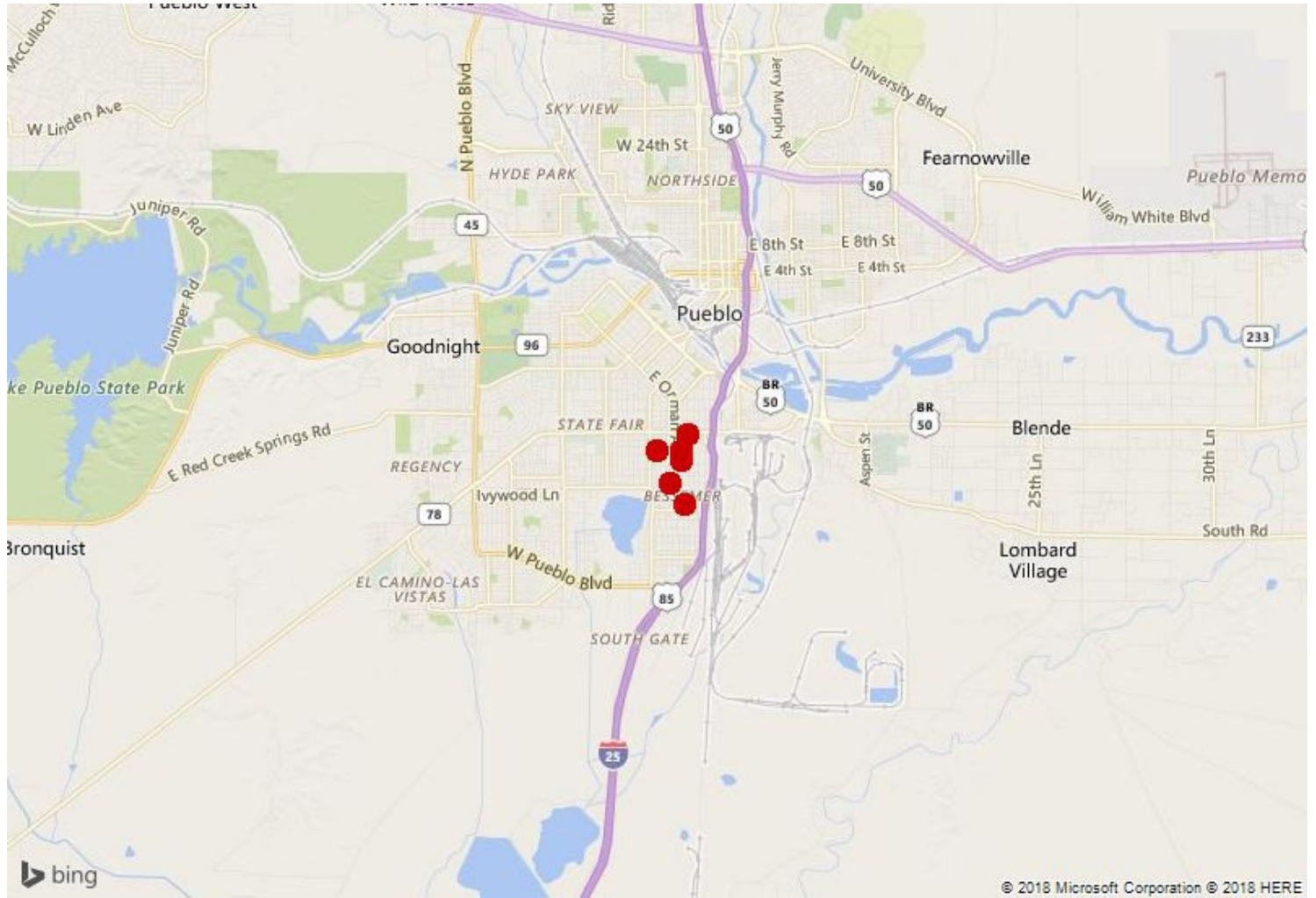
Copyright Solid Rock Realty

Colin Smith

5/25/2018

**Information Herein Believed to be Accurate but Not Guaranteed**

# Comparable Mapping



## Agent Remarks

\$70,000 - \$80,000\*\*

\*\*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: 1908  
Total Sq Ft: 820  
Upper Sq Ft: 0  
Main Sq Ft: 620  
Lower Sq Ft: 0  
Basement Sq Ft: 200 -- 0% Finished  
Beds: 2  
Baths: 1  
Garage: 0

Comps were great! +/-300 sq ft. No comp more than 10 years newer. All in the same area. No comp sold more than 6 months ago.

Copyright Solid Rock Realty



Colin Smith

5/25/2018

**Information Herein Believed to be Accurate but Not Guaranteed**

# 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