

Comparative Market Analysis



Researched and prepared by
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Prepared exclusively for
Chen L

Prepared on
December 16, 2016

Subject Property

18602 La Guardia Street

Rowland Heights, California

91748-4615



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Rowland Heights, 91748

Friday, December 16, 2016

Summary of Comparable Listings

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

Closed

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	Sold Date	CDOM
<i>18602 La Guardia St</i>	<i>\$ 499,000</i>	<i>3</i>	<i>2</i>	<i>1,040</i>	<i>\$ 479.81</i>	<i>1960</i>	<i>WS16130960</i>	<i>6/16/16</i>	<i>182</i>
18721 Barroso ST	\$447,000	3	2	1,139	\$392.45	1960	TR16171434	11/15/16	21
2415 Los Padres DR	\$477,500	3	2	1,120	\$426.34	1960	WS16191194	11/04/16	79
18603 Mescal ST	\$485,000	3	2	1,329	\$364.94	1960	TR16060723	7/27/16	125
18602 Marcola DR	\$500,000	3	2	1,213	\$412.20	1960	WS16198234	10/25/16	14
2472 Sierra Leone AV	\$502,500	3	2	1,120	\$448.66	1960	CV16158534	9/20/16	62
	\$482,400	3.0	2.00	1,184	\$409	1960			60

Median: **\$485,000**

Average: **\$482,400**

On average, these comparable listings sold in 60 days for \$ 482,400



Closed Properties



Addr: 18721 Barroso Rowland Heights	MLS #: TR16171434
Area: 652 - Rowland Heights	
OP: \$449,000	
LP: \$465,000	SP: \$447,000
LD: 08/04/2016	SD: 11/15/2016
Beds: 3	Bath: 2
YBlt: 1960	Prk:
Elem:	Mid:
	High:
	Apx SF: 1,139
	\$/SF: \$392.45
	LotSF: 5,845
	DOM: 21

Property Description: **Location**Location**Location ** Spectacular Single Story House In The Heart Of Rowland Heights Feature With 3 Bedrooms And 2 Full Bathrooms. Walking Distance To Supermarket, Restaurants, School And Parks. Quiet And Nice Neighborhood. House Is Facing South. Decent Size Backyard With Fruit Trees. Perfect For First Time Home Buyer. Easy To Rent Out. Close To Puente Hills Mall And Many Great Restaurants. Easy Access To The 60 And 57 Freeways.



Addr: 2415 Los Padres Rowland Heights	MLS #: WS16191194
Area: 652 - Rowland Heights	
OP: \$474,000	
LP: \$474,000	SP: \$477,500
LD: 08/17/2016	SD: 11/04/2016
Beds: 3	Bath: 2
YBlt: 1960	Prk: Garage
Elem: Rowland	Mid: Alvarado
	High: Other
	Apx SF: 1,120
	\$/SF: \$426.34
	LotSF: 6,106
	DOM: 79

Property Description: Must See Home! Newly Remodeled!
Brand New:Cabinets, Quartz Counter Tops, Kitchen And Bathroom Tiles, Shower Doors, Wood Floor, Central Air, Dual Pane Windows, Interior And Exterior Paints, Appliances.And Much More!
Brand New: Beautiful Landscaping With Flowers, Plants, Lawns And Automatic Sprinkler System.
This Charming And Lovely Single Story House Features 3 Bedrooms, 2 Bathrooms And An Attached 2 Car Garage With A Brand New Concrete Driveway.
Convenient Location: Near Schools, Parks,Restaurants, Supermarkets And Shopping Centers.
Hurry In And See For Yourself, And Be The Lucky One To Own This Gem!



Closed Properties



Addr: 18603 Mescal Rowland Heights
Area: 652 - Rowland Heights **MLS #:** TR16060723
OP: \$519,000
LP: \$499,900 **SP:** \$485,000 **Apx SF:** 1,329
LD: 03/24/2016 **SD:** 07/27/2016 **\$/SF:** \$364.94
Beds: 3 **Bath:** 2 **LotSF:** 5,569
YBit: 1960 **Prk:** Driveway - Concrete **DOM:** 125
Elem: Jellick **Mid:** Alvarado **High:** Other

Property Description: This Charming Home (Facing South) Features 3 Bedrooms, 2 Baths, And Is Located Within Easy Walking Distance To Award Winning Blue Ribbon Schools. There Is A Formal Living Room, Dining Area And A Formal Family Room With A Fire Place. The Family Room Has A Spacious And Open View To The Backyard. The Backyard Has A Patio And A Sparkling Pool Perfect For Relaxing. The Gourmet Kitchen Has Granite Countertops And An Open View To The Yard. The House Has Been Redone And The Bathrooms Have Been Updated. There Is New Carpet, Windows, Doors, Closets, Kitchen, Bathrooms And Roof... This Home Is Close To Great Schools, Parks, Shops And Has Easy Access To The 60 And 57 Freeways. A Pleasure To Show!



Addr: 18602 Marcola Rowland Heights
Area: 652 - Rowland Heights **MLS #:** WS16198234
OP: \$515,000
LP: \$515,000 **SP:** \$500,000 **Apx SF:** 1,213
LD: 09/08/2016 **SD:** 10/25/2016 **\$/SF:** \$412.20
Beds: 3 **Bath:** 2 **LotSF:** 6,712
YBit: 1960 **Prk:** **DOM:** 14
Elem: **Mid:** **High:**

Property Description: Conveniently Located In The Heart Of Rowland Heights, This Corner House Is Located In A Cul-De-Sac And Consists Of 3 Bedrooms, 2 Bathrooms With 1,213 Total Sf. Fresh Paint Throughout The House And Newer Windows. Kitchen Features Granite Counter Tops And Plenty Of Cabinet Space. Refrigerator, Washer, And Dryer Included With Sale. Large Size Backyard - Great For Entertaining. Indoor Laundry. 2 Car Attached Garage. Close To The 60 Freeway, Markets, And Restaurants. Come See It Before This Is Sold!



Addr: 2472 Sierra Leone Rowland Heights
Area: 652 - Rowland Heights **MLS #:** CV16158534
OP: \$515,000
LP: \$515,000 **SP:** \$502,500 **Apx SF:** 1,120
LD: 07/20/2016 **SD:** 09/20/2016 **\$/SF:** \$448.66
Beds: 3 **Bath:** 2 **LotSF:** 6,928
YBit: 1960 **Prk:** Driveway - Concrete **DOM:** 62
Elem: Blandford **Mid:** Alvarado **High:** Other

Property Description: Summertime With A Pool!! Charming Single Story Home In The Heart Of Rowland Heights With Move In Condition. This Home Features Bright And Open Floor Plan With Tons Of Upgrades. It Offers Double Panel Windows, Spacious Living Room And Cozy Dining Area With New Laminate Flooring Throughout, Kitchen With Upgraded Cabinet And Granite Counter Top, Two Car Attached Garage With Direct Access, Large Master Suite And Huge Lot With Nice Size Backyard. It Located In A Very Desirable Neighborhood And Convenient Location To Shopping Mall, Supermarkets, Restaurants, School, Parks And Access To Freeway. Perfect For Any Family And First Time Home Buyer.

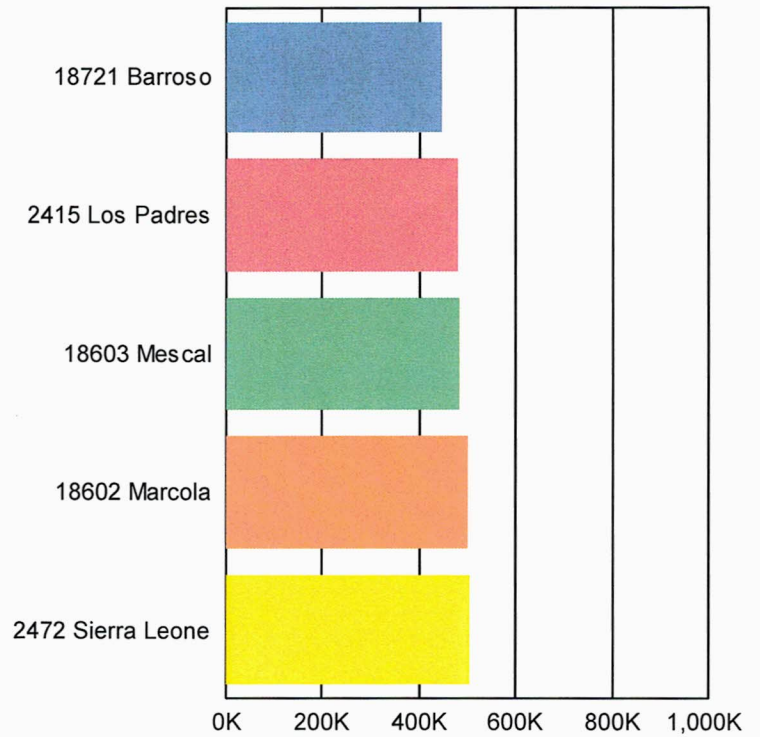
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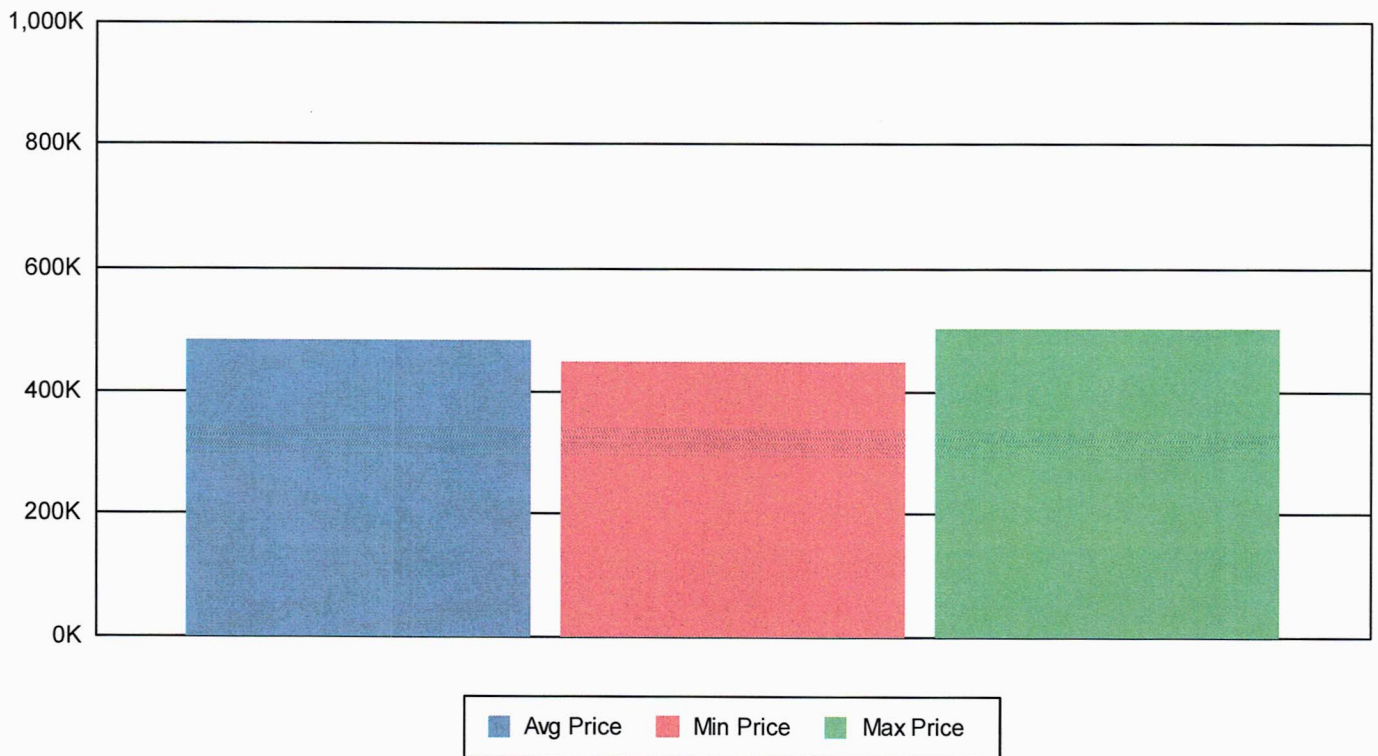
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Closed Properties

# of Listings	5
Lowest Price	\$447,000
Highest Price	\$502,500
Average Price	\$482,400
Avg Price/SqFt	\$408.92
Avg DOM	60



Summary Graph/Analysis





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Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per
Closed	\$447,000	\$502,500	\$482,400	\$408.92
Totals / Averages	\$447,000	\$502,500	\$482,400	\$408.92

Sold Property Analysis

Address	List Price	Sold Price	DOM	%SP/LP	SP/Sqft
18721 Barroso Rowland Heights	\$465,000	\$447,000	21	-%3.87	\$392.45
2415 Los Padres Rowland Heights	\$474,000	\$477,500	79	%0.74	\$426.34
18603 Mescal Rowland Heights	\$499,900	\$485,000	125	-%2.98	\$364.94
18602 Marcola Rowland Heights	\$515,000	\$500,000	14	-%2.91	\$412.20
2472 Sierra Leone Rowland Heights	\$515,000	\$502,500	62	-%2.43	\$448.66
Total Averages	\$493,780	\$482,400	60	%-2.29	\$408.92

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

Property Summary

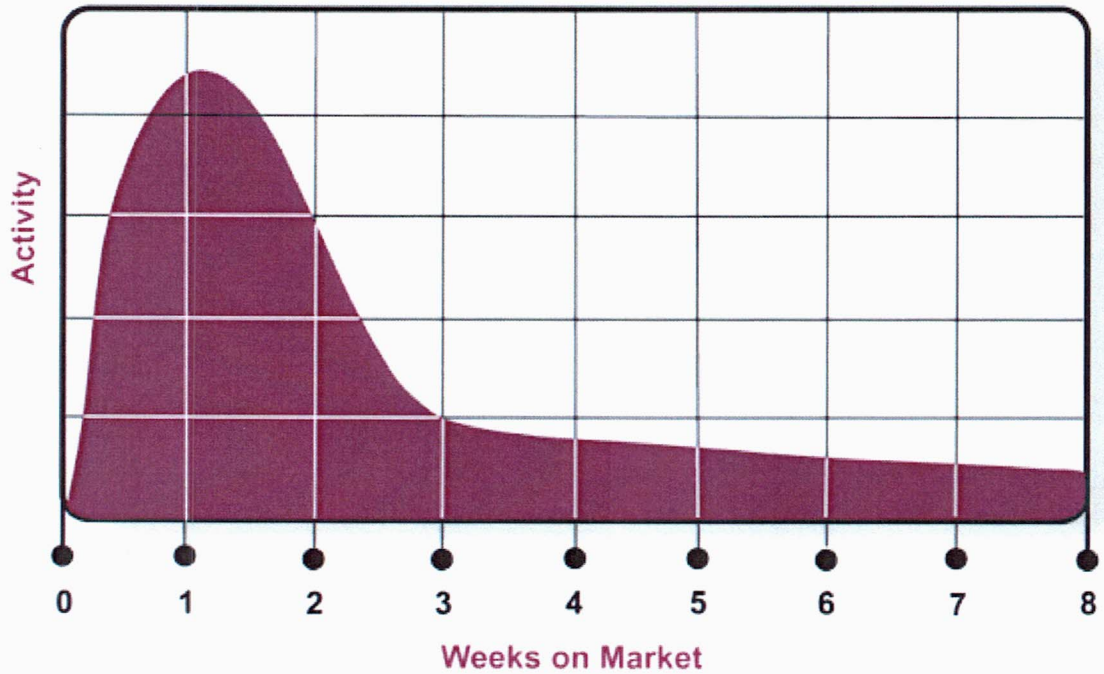
S	Street Address	Bd	Bth	Sqft	Built	L Price	S Price	Sold Date	DOM
S	18721 Barroso	3	2	1,139	1960	\$465,000	\$447,000	11/15/2016	21
S	2415 Los Padres	3	2	1,120	1960	\$474,000	\$477,500	11/04/2016	79
S	18603 Mescal	3	2	1,329	1960	\$499,900	\$485,000	07/27/2016	125
S	18602 Marcola	3	2	1,213	1960	\$515,000	\$500,000	10/25/2016	14
S	2472 Sierra Leone	3	2	1,120	1960	\$515,000	\$502,500	09/20/2016	62





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.

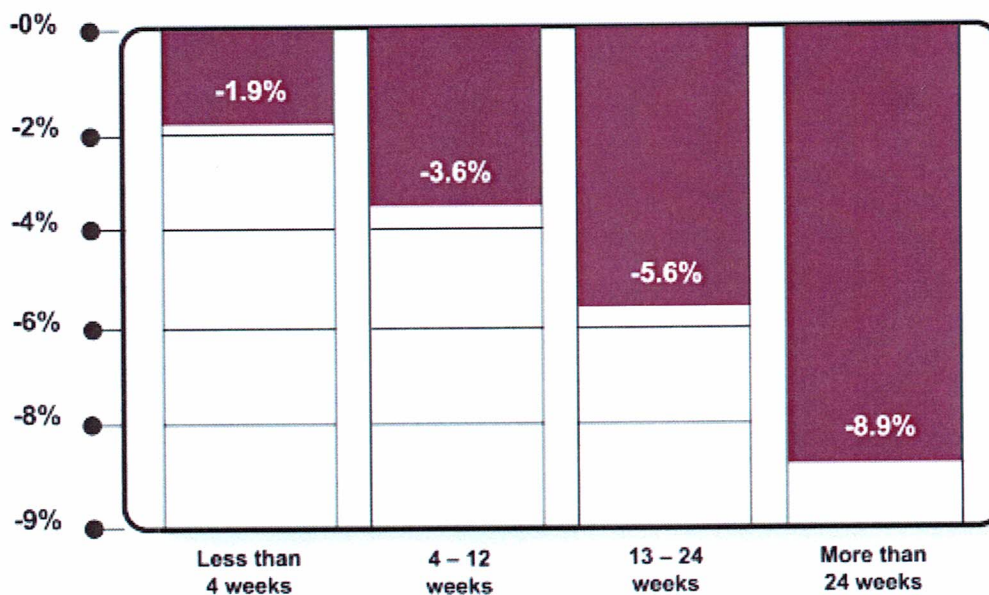




The Effect of Over Pricing

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



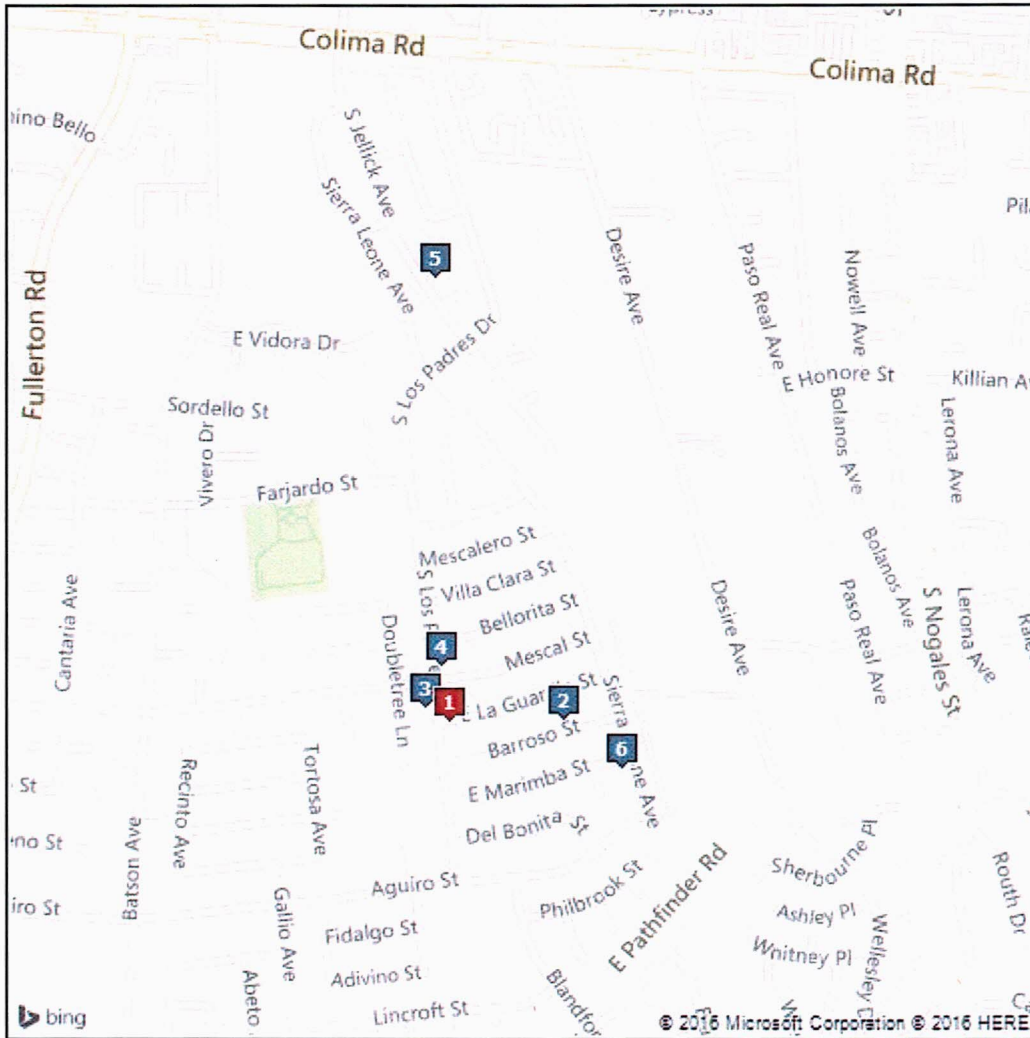
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CMA Map Layout

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



- 1 18602 La Guardia St
- 2 18721 Barroso Street
- 3 2415 Los Padres Drive
- 4 18603 Mescal Street
- 5 18602 Marcola Drive
- 6 2472 Sierra Leone Avenue



My Listing Plan of Action

My objectives are the Following:

1. To assist in getting as many qualified buyers as possible into your home until it is sold.
2. To communicate to you, weekly, the results of our activities.
3. To assist you in negotiating the highest dollar value ... between you and the buyer.

The Following are Steps I Take to Get a Home Sold ... the "Proactive Approach:"

1. Submit your home to our local Multiple Listing Service.
2. Price your home competitively ... to open the market vs. narrowing the market.
3. Promote your home at the company sales meeting.
4. Develop a list of features of your home for the Brokers to use with their potential buyers.
5. Fax a features sheet to the top 25 agents in the marketplace for their potential buyers.
6. Suggest and advise as to any changes you may want to make in your property to make it more saleable.
7. Constantly update you as to any changes in the marketplace.
8. Prospect 4 hours per day and talk to 50 people per day looking for potential buyers.
9. Contact, over the next seven days ... my buyer leads, Center of Influence, and Past Clients for their referrals and prospective buyers.
10. Add additional exposure through a professional sign and lock-box.

11. Whenever possible, pre-qualify the prospective buyers.
12. Keep you aware of the various methods of financing that a buyer might want to use.
13. When possible, have the cooperating Broker in the area tour your home.
14. Follow-up on the salespeople who have shown your home ... for their feedback and response.
15. Assist you in arranging interim financing ... if necessary.
16. Represent you on all offer presentations ... to assist you in negotiating the best possible price and terms.
17. Handle all the follow-up upon a contract being accepted ... all mortgage, title, and other closing procedures.
18. Deliver your check at closing.



Prepared For: New Client 18602 La Guardia St, Rowland Heights CA 91748

Seller's Net Sheet - Conventional	
Est. Closing Date	1/15/2017
Sell Price	\$495,000.00
Closing Costs	\$29,647.50
Total Other Fees	\$0.00
Balance of All Loans	\$240,000.00
Est Prorated Taxes	\$0.00
Net At Close	\$225,352.50

Fixed Closing Costs	
Escrow or Settlement	\$1,220.00
Owner Title Policy	\$1,543.00
Lenders Title Policy	\$0.00
Drawing Deed	\$0.00
Notary	\$20.00
Transfer Tax	\$544.50
Prepayment Penalty	\$0.00
Reconveyance Fee	\$45.00
Pest Control Report	\$95.00
Payoff Demand Statement	\$50.00
31 Days Interest for All Loans	\$0.00
Listing Agent 2.50	\$12,375.00
Selling Agent 2.50	\$12,375.00
Recording Fees	\$50.00
Fed Ex / Overnight Courier	\$50.00
Natural Hazard Disclosure	\$120.00
Home Warranty	\$360.00
HOA Transfer / Doc Fee	\$600.00
Buyers Closing Costs	\$0.00
Closing Reserves	\$200.00
Other	\$0.00
Other	\$0.00
Other	\$0.00
Total Fixed Costs	\$29,647.50

This estimate, based upon the above sale price, type of financing and projected closing date, has been prepared to assist Seller in estimating costs and proceeds. Amounts will vary depending upon differences between actual and estimated repairs that may occur in the transaction, unpaid loan balances, assessments, liens, impound accounts, charges by lenders, escrow companies, title insurers and other service providers and other items. Not all liens may yet have been identified. Neither Broker nor Agent guarantee these figures represent the actual, or only, amounts and charges. By signing below Seller acknowledges that Seller has read, understands and received a copy of this Estimated Seller Proceeds.

Sign(X) _____

Sign(X) _____

Brought to you by:: Michelle Luo

Title and Escrow Fees Provided by First American Title

