



Hello, and thank you for taking the time to review our example of the CMA or “Comparative Market Analysis” provided below. I have created this example to give you an idea of what you will receive when you request a free value assessment of your home.

The purpose of this report is to provide an estimated value of your home. We will achieve this by selecting recently sold properties that are similar to your property, and in the same area. By comparing these properties, and adjusting for feature differences, we can get a solid estimate of what your home’s value is, and what it could potentially sell for.

The report will also include comparison to any currently listed similar properties in the area. This will give us an assessment of the current competition which can affect price in either direction.

Here is a brief overview of the report:

PG #1 is the cover page which will contain some basic property information

PG #2 is a brief overview of the recent sales. This page allows you to compare the recent sales in terms of size, number of bedrooms and bathrooms and list price vs final sales price. It also displays the median and average price of the recent sales. This does not include any comparison to the subject property.

PGs #3-5 lists your property information at the top of each page, so you can compare it to the comparable sales listed below. The public comments and pictures give you a little more insight to what condition the other homes were in at the time of sale.

PG #6 provides the final estimated value or suggested list price. This number is determined by me based on the information I have on your home and the comparable sales in the area. Please note that my assessment may be limited depending on the information I have at hand. If you decide to sell your home you will determine the final asking price.

PG #7. The map is helpful in determining where these sales are located in relation to your home.

The great thing about this valuation report that it is specific to your property and it encompasses many factors that can affect value. We take into consideration the condition of each of the properties, the location they are in (specific streets or neighborhoods), and the current market conditions. Looking at these factors makes this assessment much more accurate than just comparing recent sales within a certain radius of your home.

I trust that you will find this example useful. If you have any questions or would like to request your own free evaluation please call me at 925-519-0794.

Thank you,

Mike Continillo



COMPARATIVE MARKET ANALYSIS

CMA Presentation

Prepared for:

John Doe

Thursday, January 09, 2014



Prepared By:

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CMA SUMMARY REPORT

RESIDENTIAL Summary Statistics				
	HIGH	LOW	AVERAGE	MEDIAN
LP:	\$1,049,000	\$849,900	\$939,560	\$959,000
SP:	\$1,049,000	\$910,000	\$960,987	\$942,475

RESIDENTIAL - Pending										
ADDRESS	Status	BR	Bth	Lot SqFt	SqFt	DOM	LP	\$/SqFt	SP	\$/SqFt
2548 TOLTEC CIR	PEND	5	2	11,025	2718	11	\$959,000	\$352.83		
Total Listings						Avg	Avg	Avg	Avg	Avg
1						11	\$959,000	\$352.83		

RESIDENTIAL - Sold										
ADDRESS	Status	BR	Bth	Lot SqFt	SqFt	DOM	LP	\$/SqFt	SP	\$/SqFt
2475 PADDOCK DR	SLD	4	3	12,876	2539	14	\$849,900	\$334.74	\$910,000	\$358.41
235 LASSO CIR	SLD	4	3	8,925	2539	8	\$869,950	\$342.63	\$915,000	\$360.38
2602 DERBY DR	SLD	4	3	9,975	2437	13	\$969,950	\$398.01	\$969,950	\$398.01
2554 DERBY DR	SLD	4	3	59,855	2776	10	\$1,049,000	\$377.88	\$1,049,000	\$377.88
Total Listings						Avg	Avg	Avg	Avg	Avg
4						11	\$934,700	\$363.32	\$960,987	\$373.67



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COMPARABLE REPORT



MLS No Subj Prop Temp-368555
 Address 123 Main St
 Price \$970,000
 Adj Price \$970,000

Area San Ramon Closing Date
 Building Type Detached
 Status Subject Property
 Days On Market
 Price/SqFt \$349.42
 List Date 1/7/2014

PubRmks:



MLS No 40639819
 Address 2548 TOLTEC CIR
 Price \$959,000
 Adj Price \$959,000

Area San Ramon Closing Date
 Building Type Detached
 Status Pending
 Days On Market 11
 Price/SqFt \$352.83
 List Date 12/1/2013

PubRmks: THIS IS IT! Pristine 5 BR with remodeled granite & stainless kitchen, custom tile flooring, stunning remodeled cherry & stone master bath, designer carpeting, huge family room with hardwood floors & fireplace, designer touches throughout, and large private .25 Acre lot with BBQ. Open Sun 2 - 5



MLS No 40612793
 Address 2554 DERBY DR
 Price \$1,049,000
 Adj Price \$1,049,000

Area San Ramon Closing Date 6/12/2013
 Building Type Detached
 Status Sold
 Days On Market 10
 Price/SqFt \$377.88
 List Date 4/30/2013

PubRmks: Incredible and Very Rare Opportunity situated in "Westside" of the Bollinger Hills Neighborhood~however not Bollinger Hills no HOA dues/fees~1 of 7 Rare 1+ Acre Horse/VIEW Lots~Pool/Spa~New Carpet~Fresh Interior Paint~Feather River Oak door w/ Leaded Glass~VIEWS Mt. Diablo & City Lights~Very Private



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COMPARABLE REPORT



MLS No Subj Prop Temp-368555
 Address 123 Main St
 Price \$970,000
 Adj Price \$970,000

Area San Ramon Closing Date
 Building Type Detached
 Status Subject Property
 Days On Market
 Price/SqFt \$349.42
 List Date 1/7/2014

PubRmks:



MLS No 40622946
 Address 2475 PADDOCK DR
 Price \$910,000
 Adj Price \$910,000

Area San Ramon Closing Date 8/30/2013
 Building Type Detached
 Status Sold
 Days On Market 14
 Price/SqFt \$358.41
 List Date 7/11/2013

PubRmks: Superb home in one of San Ramon's finest neighborhoods. Winding streets lined with mature trees bring a sense of tranquility and peace. New interior doors & hardware, crown moulding and high profile baseboards. Fabulous new porch deck & freshly painted exterior. Peaceful backyard setting.



MLS No 40616302
 Address 235 LASSO CIR
 Price \$915,000
 Adj Price \$915,000

Area San Ramon Closing Date 7/9/2013
 Building Type Detached
 Status Sold
 Days On Market 8
 Price/SqFt \$360.38
 List Date 5/28/2013

PubRmks: Very Popular Acapulco Plan~4 spacious Bdrms~ Kitchen; Beautiful Cherrywood Cabinets & Granite Slab, Gas Range w/ built in Fridge~New Carpets~Fresh Interior Paint~Crown Moldings~Leaded Glass Front Door w/ Sidelights~Remodeled Mstr Bathroom~Huge Private Yard w/ Mature Trees



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COMPARABLE REPORT



MLS No Subj Prop Temp-368555
 Address 123 Main St
 Price \$970,000
 Adj Price \$970,000

Area San Ramon Closing Date
 Building Type Detached
 Status Subject Property
 Days On Market
 Price/SqFt \$349.42
 List Date 1/7/2014

PubRmks:



MLS No 40637081
 Address 2602 DERBY DR
 Price \$969,950
 Adj Price \$969,950

Area San Ramon Closing Date 12/13/2013
 Building Type Detached
 Status Sold
 Days On Market 13
 Price/SqFt \$398.01
 List Date 10/30/2013

PubRmks: Rare location near the top of Derby Dr. Much remodeling done~ceilings raised in LR & Kitchen~Granite kitchen w/ updated Walnut cabinets & appliances~Leaded Glass Front Door w/Sidelights~Crown Molding~New Carpets~Full Bdrm w/ Full bathroom down~Mstr Suite w/walk-out balcony~VIEWS! Don't Miss

RESIDENTIAL Summary Statistics

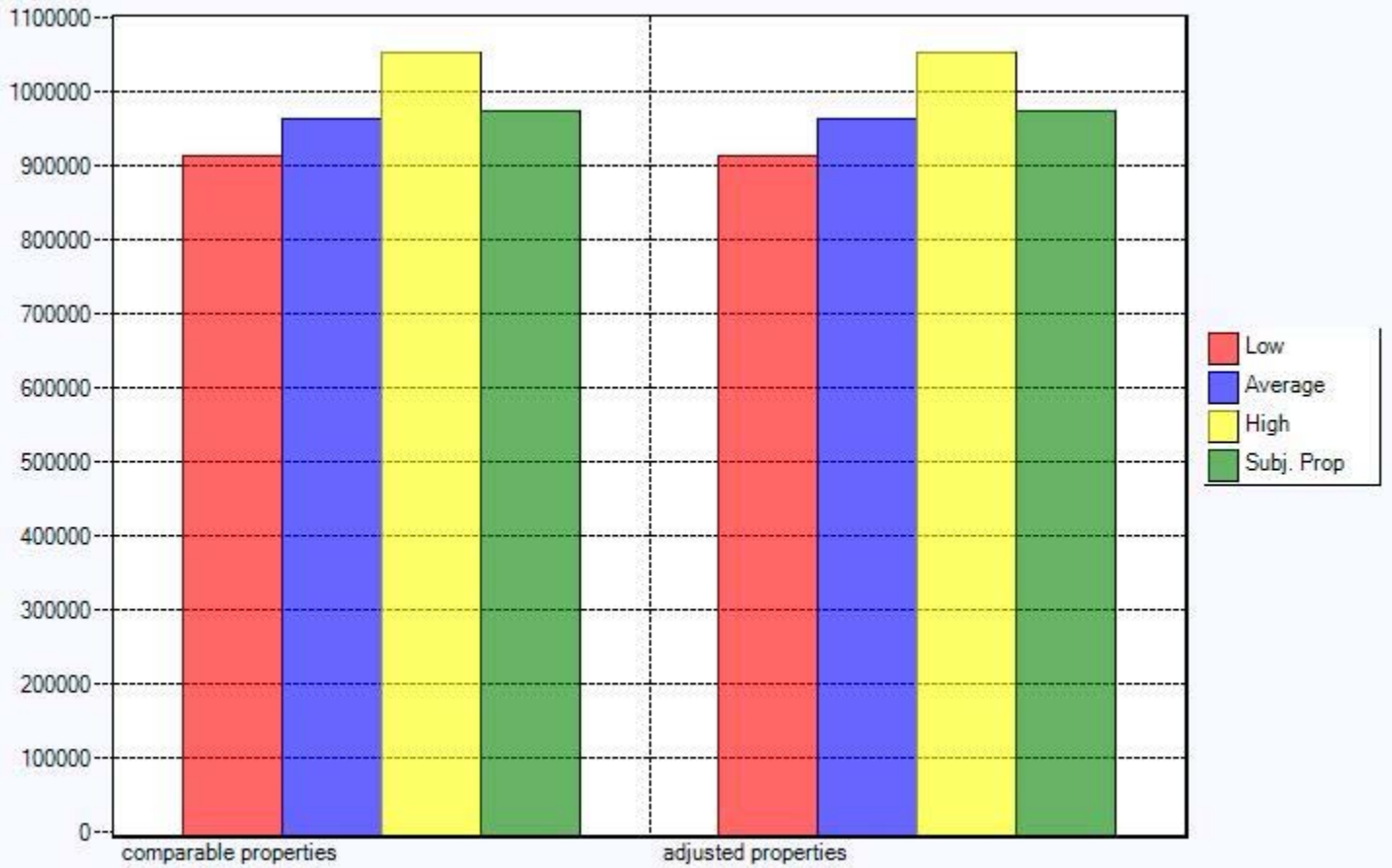
	HIGH	LOW	AVERAGE	MEDIAN
LP:	\$1,049,000	\$849,900	\$939,560	\$959,000
SP:	\$1,049,000	\$910,000	\$960,987	\$942,475



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COMPARABLE PRICE ANALYSIS



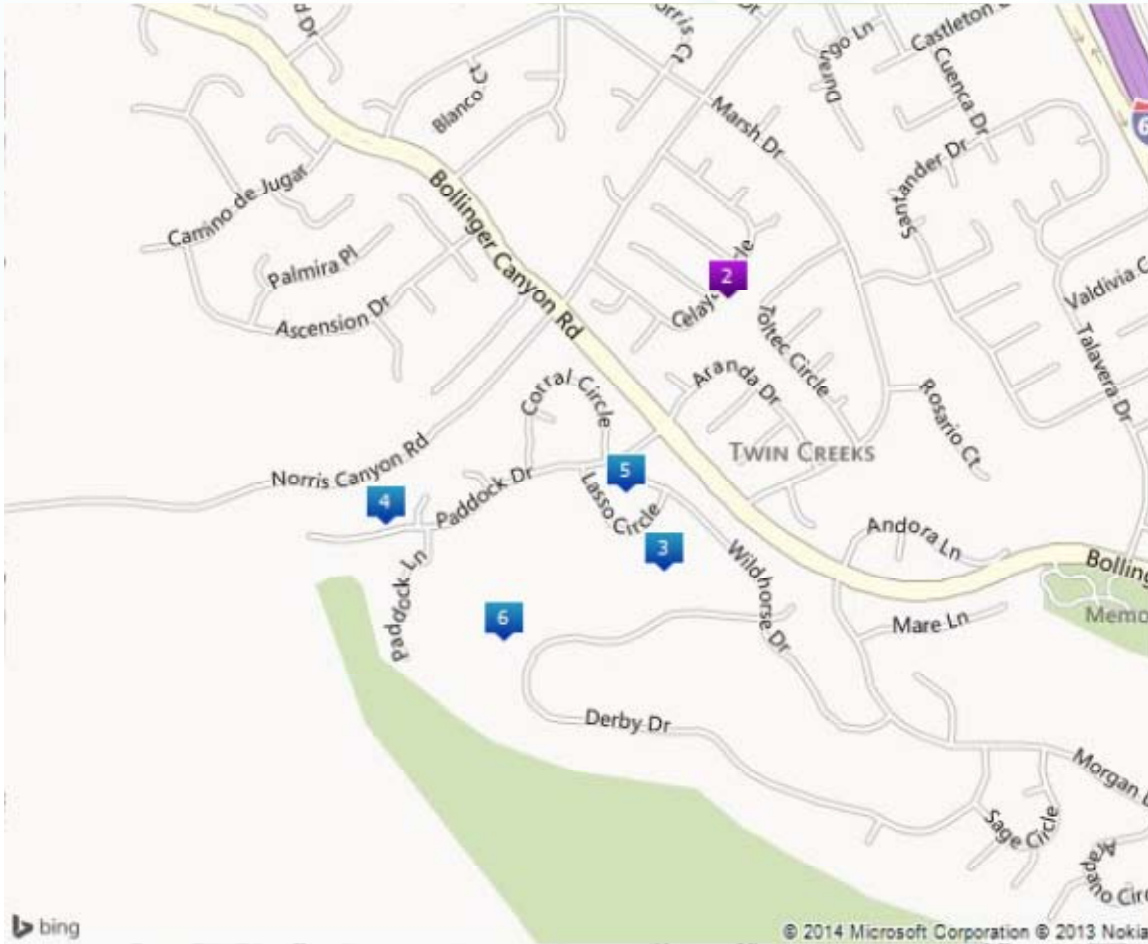
Comparable Price Analysis	Price	Price/SqFt
Low	\$910,000	\$352.83
Average	\$960,590	\$369.50
High	\$1,049,000	\$398.01
Adjusted Price Analysis	Adjusted Price	Price/SqFt
Low	\$910,000	\$352.83
Average	\$960,590	\$369.50
High	\$1,049,000	\$398.01
Suggested List Price	\$970,000	



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MAP OF PROPERTIES



Map No.	MLS#	Address	City/State/Zip	Price
1	Sub. Property	123 Main St	SAN RAMON CA 94583-2433	\$970,000
2	40639819	2548 TOLTEC CIR	SAN RAMON CA 94583-2030	\$959,000
3	40612793	2554 DERBY DR	SAN RAMON CA 94583-2447	\$1,049,000
4	40622946	2475 PADDOCK DR	SAN RAMON CA 94583-2428	\$910,000
5	40616302	235 LASSO CIR	SAN RAMON CA 94583-2416	\$915,000
6	40637081	2602 DERBY DR	SAN RAMON CA 94583-4311	\$969,950



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