



Comparative Market Analysis- 321 Main Steet



January 27, 2010

Prepared especially for:

Mr. Ask Mehow

321 Main Street

Roseville, CA 95678

Prepared by:

Todd Slack

Lic #01253101, BROKER, REALTOR®

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January 27, 2010

Mr. Ask Mehow
321 Main Street
Roseville, CA 95678

Dear Mr. Ask Mehow

We appreciate the opportunity to present our marketing plan and analysis to you.

The real estate market is changing everyday. We've put together this comparative market analysis to give you the most up-to-date information available about what is happening in your market area.

Some of the properties included in this analysis vary in size and amenities in comparison to your home. To account for these differences we've gone the extra step and included an adjusted market analysis for you, along with a standard statistical analysis. This adjusted market analysis will more accurately indicate a price range in today's market place based on factors like the neighborhood you live in, the actual size of your home, and its specific amenities.

This comparative market analysis will provide you with the information necessary to indicate an appropriate price range for your property in today's market.

It is very important that we price your home correctly and get your home in "showcase" condition. There are many competing homes on the market, all at different price ranges. Buyers understandably are very selective. The best-looking and competitively priced homes will attract the most qualified buyers.

The following pages outline our analysis of the current market conditions, the market value of your home, and our plan to market your home to the widest possible audience in the quickest amount of time.

Thank you again for this opportunity. We look forward to a successful partnership.

Sincerely,

Todd Slack
Lic #01253101, BROKER, REALTOR®

Prepared by Todd Slack
Lic #01253101, BROKER, REALTOR®





Presented By

Todd Slack

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Comparative Market Analysis Explanation

The remainder of this presentation contains information that will enable us to compare your home to others like it in the market place. This comparison will help us decide the fair market value for your home in the current market. Once we have decided on a price and tested it, changing market conditions may require adjustments to the price to remain competitive.

This comparison is called a comparative market analysis (CMA). It uses the most current and reliable information from the Multiple Listing Service (MLS), real estate firms, and title companies in this community. The homes included in this analysis are a sampling of properties in the area that are currently for sale or that have recently sold. They provide us a base line from which to begin our comparison. Other factors considered in this comparison are square footage, location, amenities, the physical condition of your property, and the effects of any existing financing on your home.

At times, the term "fair market value" causes confusion. The definition has three basic parts – particular house – current condition – time frame (usually 30 to 90 days). Put simply, fair market value is the price at which a home will sell within a reasonable amount of time. This CMA will allow us to figure, using the above information, the fair market value for your home. Remember this is just an estimation and the price could vary up or down depending on the motivation of the buyer, seller and any fluctuations in the market.

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Comparable Property Details



Property Currently for Sale



504 MAIN St

1

City/Area: Roseville, CA 95678

MLS#: 90042065

Beds: 4

List Price: \$189,000

Baths: 3

Sold Price: \$0

Sq. Ft.: 1,802

\$/Sq. Ft.: \$105

Year/Age: 1953

List Date: 05/27/2009

Lot Size: 6970

Sold Date:

Map Code: THOM 239 H-1

Expired Date:

Census:

DOM/MT: 243

Interior Features:

Heating: Central; Floors: Carpet Laminate;

Exterior Features:

Style: Ranch; Garage: 2; Roof: Comp Shingle;

Lot Features:

Remarks:

Be sure to see this spacious 4 bed 2.5 bath in old Roseville. Features include: an open living and dining room combination with a brick hearth fireplace lots of windows to let in natural light thruout the day a spacious master bed/bath with access to back yard deck newer laminate flooring in the kitchen inside laundry room with cabinets and a sink newer HVAC system newer comp roof detached garage with alley access and room to roam in the back yard.

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Comparable Property Details



Property Currently for Sale



205 Baldwin Ave

2

City/Area: Roseville, CA 95678 5104

MLS#: 10001433

Beds: 4

List Price: \$255,850

Baths: 2

Sold Price: \$0

Sq. Ft.: 1,765

\$/Sq. Ft.: \$145

Year/Age: 1960

List Date: 01/07/2010

Lot Size: 7841

Sold Date:

Map Code: THOM 239 G-5

Expired Date:

Census:

DOM/MT: 20

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl;

Exterior Features:

Style: Ranch; Garage: 2; Roof: Comp Shingle;

Lot Features:

Remarks:

NOT A SHORT SALE OR REO!!! BEAUTIFUL POOL CORNOR LOT NEW CARPET NEW KITCHEN CABINETS
HARDWOOD FLOORS IN ALL 4 BEDROOMS SINGLE STORY RV PARKING WOW! IT DOESN'T GET MUCH BETTER
THAN THIS. DEFINITLY WORTH A LOOK AT THIS PRICE. BUYER MUST AGREE TO COOPERATE WITH 1031
EXCHANGE

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Comparable Property Details



Property Currently for Sale



7176 Artisan Cir

3

City/Area: Roseville, CA 95678 2906

MLS#: 90088830

Beds: 4

List Price: \$275,000

Baths: 2

Sold Price: \$0

Sq. Ft.: 2,031

\$/Sq. Ft.: \$135

Year/Age: 2003

List Date: 11/20/2009

Lot Size: 5314

Sold Date:

Map Code: THOM 219 J-2

Expired Date:

Census:

DOM/MT: 68

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl Tile;

Exterior Features:

Style: Contemporary; Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Very desirable 4 bedroom 2 bath home with large kitchen and separate family room. Don't miss out.

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Comparable Property Details



Property Currently for Sale



19 Paddington Ct

4

City/Area: Roseville, CA 95678 5953

MLS#: 10001870

Beds: 4

List Price: \$285,000

Baths: 2

Sold Price: \$0

Sq. Ft.: 1,945

\$/Sq. Ft.: \$147

Year/Age: 1999

List Date: 01/08/2010

Lot Size: 6273

Sold Date:

Map Code: THOM 219 G-4

Expired Date:

Census:

DOM/MT: 19

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl Tile;

Exterior Features:

Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Beautiful 4 Bedroom Home on Cul-de-sac! Great Location - Close to everything! New paint and carpet in main areas. Bonus room in garage great for workshop or office.

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Comparable Property Details



Property Currently for Sale



108 Sprig Ct

5

City/Area: Roseville, CA 95678 7022

MLS#: 90049820

Beds: 4

List Price: \$285,000

Baths: 2

Sold Price: \$0

Sq. Ft.: 2,245

\$/Sq. Ft.: \$127

Year/Age: 2003

List Date: 06/26/2009

Lot Size: 10411

Sold Date:

Map Code: THOM 219 G-6

Expired Date:

Census:

DOM/MT: 215

Interior Features:

Heating: Central; Floors: Carpet Tile Wood;

Exterior Features:

Garage: 2; Roof: Tile;

Lot Features:

Remarks:

One story KB Home on almost 1/4 acre lot in court. Home has nice upgrades with stainless steel appliances hickory wood floors in formal dining and spanish tile throughout. Home in walking distance to parks and schools.

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Comparable Property Details



Property Currently for Sale



580 Striped Moss St

6

City/Area: Roseville, CA 95678 6026

MLS#: 90086603

Beds: 4

List Price: \$295,000

Baths: 2

Sold Price: \$0

Sq. Ft.: 1,937

\$/Sq. Ft.: \$152

Year/Age: 2001

List Date: 11/12/2009

Lot Size: 6098

Sold Date:

Map Code: THOM 219 G-4

Expired Date:

Census:

DOM/MT: 76

Interior Features:

Heating: Central; Floors: Carpet;

Exterior Features:

Style: Contemporary; Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Beautiful single story home with 4 bedrooms. Very open comfortable floor plan. Home is in good condition. If you are looking for a single story in Roseville you must see this one.

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Comparable Property Details



Property Currently for Sale



7601 Rosehall Dr

7

City/Area: Roseville, CA 95678 2912

MLS#: 90092762

Beds: 4

List Price: \$295,000

Baths: 3

Sold Price: \$0

Sq. Ft.: 2,105

\$/Sq. Ft.: \$140

Year/Age: 2004

List Date: 12/09/2009

Lot Size: 6621

Sold Date:

Map Code: THOM 219 H-3

Expired Date:

Census:

DOM/MT: 49

Interior Features:

Heating: Central; Floors: Carpet Laminate Tile;

Exterior Features:

Style: Contemporary; Garage: 3; Roof: Tile;

Lot Features:

Remarks:

2004 built home that is ready for you to move in. Close to shopping and easy commute access. Schedule a showing today!

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Comparable Property Details



Property Currently for Sale



769 Spaulding Dr

8

City/Area: Roseville, CA 95678 6011

MLS#: 90096125

Beds: 4

List Price: \$299,500

Baths: 3

Sold Price: \$0

Sq. Ft.: 1,997

\$/Sq. Ft.: \$150

Year/Age: 1998

List Date: 12/24/2009

Lot Size: 7884

Sold Date:

Map Code: THOM 219 G-3

Expired Date:

Census:

DOM/MT: 34

Interior Features:

Heating: Central Natural Gas; Floors: Carpet Tile;

Exterior Features:

Style: Mediterranean; Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Upgraded desirable one story D.R. Horton home with 4bd and 3ba on a large corner lot. Spacious living room and kitchen with a view of inviting swimming pool and spa. Attractive tile flooring and carpeting. Upgraded cabinets throughout. Large master bedroom suite with walk-in closet. Built-in grill and counter area plus small putting green. Excellent schools nearby and easy access to The Galleria and Fountains shopping. 2-car garage has additional bay for storage or hobbies.

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Comparable Property Details



Property Currently for Sale



649 Spaulding Dr

9

City/Area: Roseville, CA 95678 6013

MLS#: 90087184

Beds: 4

List Price: \$329,900

Baths: 3

Sold Price: \$0

Sq. Ft.: 1,997

\$/Sq. Ft.: \$165

Year/Age: 1998

List Date: 11/13/2009

Lot Size: 7579

Sold Date:

Map Code: THOM 219 G-3

Expired Date:

Census:

DOM/MT: 53

Interior Features:

Heating: Central; Floors: Carpet Tile;

Exterior Features:

Style: Mediterranean; Garage: 3; Roof: Tile;

Lot Features:

Remarks:

Contemporary Pottery Barn-esque home! This meticulously maintained 4 bedroom/3 bathroom home is turnkey and ready for the next owners. Newly painted interior flows through out this 2000 sq. ft. home. This open floor plan/great room concept has high ceilings and plantation shutters through out. The 3 car garage even has custom paint and cabinets.

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Comparable Property Details



Property Currently for Sale



359 Diamond Oaks Rd

1 0

City/Area: Roseville, CA 95678 1042

MLS#: 10006020

Beds: 4

List Price: \$379,000

Baths: 3

Sold Price: \$0

Sq. Ft.: 2,320

\$/Sq. Ft.: \$163

Year/Age: 1988

List Date: 01/24/2010

Lot Size: 12023

Sold Date:

Map Code: THOM 219 J-6

Expired Date:

Census:

DOM/MT: 3

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl Tile;

Exterior Features:

Style: Ranch; Garage: 3; Roof: Other See Remarks;

Lot Features:

Remarks:

SINGLE STORY CUSTOM IN DESIRABLE DIAMOND OAKS. 2320 sq. ft. PLUS 15'x 28' sunroom adds 360 sq. ft. to home. 4 bedroom 3 bath 3 car garage .276 acre lot RV access with parking pad. New 50 year Cal-Pac/Decra roof and gutters. New A.O. Smith water heater. Newer exterior paint and fencing. Beautiful brick planters front & back. Amazing central location near Diamond Oaks Golf Course Park Galleria Mall & the new Fountains Plaza. No HOA or Mello Roos. Clear Pest & Home Warranty.

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Comparable Property Details



Property Pending Sale



159 S Lincoln St

1 1

City/Area: Roseville, CA 95678 2740

MLS#: 90092422

Beds: 4

List Price: \$199,900

Baths: 2

Sold Price: \$0

Sq. Ft.: 2,214

\$/Sq. Ft.: \$90

Year/Age: 1931

List Date: 12/08/2009

Lot Size: 8015

Sold Date:

Map Code: THOM 239 J-2

Expired Date:

Census:

DOM/MT: 9

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl Wood;

Exterior Features:

Style: Cottage/Bungalow Ranch; Garage: 2; Roof: Comp Shingle;

Lot Features:

Remarks:

Wow here's opportunity knocking on this bank owned charmer in Old Roseville. Currently a 4 bedroom 1 bath home but could easily be a 4 bedroom 3 bath home. Close to schools shopping old Town and easy commute. Being sold as is and motivated seller has priced to sell. Hurry this one won't last.

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Comparable Property Details



Property Pending Sale



1313 Kingswood Dr

1 2

City/Area: Roseville, CA 95678 6933

MLS#: 90093275

Beds: 4

List Price: \$279,400

Baths: 3

Sold Price: \$0

Sq. Ft.: 2,194

\$/Sq. Ft.: \$127

Year/Age: 1990

List Date: 12/11/2009

Lot Size: 6970

Sold Date:

Map Code: THOM 219 F-7

Expired Date:

Census:

DOM/MT: 18

Interior Features:

Heating: Central; Floors: Carpet Tile Wood;

Exterior Features:

Style: Ranch; Garage: 2; Roof: Shake;

Lot Features:

Remarks:

Updates Single Story Charmer. Open Floor plan Vaulted Ceilings Hardwood Floors Granite Countertops Refinished Cabinets STAINLESS STEEL JENN AIR DOUBLE OVEN New Paint and Carpet Large Above Ground Pool. This is not an REO or Short Sale. You will not be disappointed! A must see.

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Comparable Property Details



Property Pending Sale



6868 Copper Glen Cir

13

City/Area: Roseville, CA 95678 3449

MLS#: 90078121

Beds: 4

List Price: \$288,950

Baths: 2

Sold Price: \$0

Sq. Ft.: 1,677

\$/Sq. Ft.: \$172

Year/Age: 2002

List Date: 10/09/2009

Lot Size: 6752

Sold Date:

Map Code: THOM 220 A-3

Expired Date:

Census:

DOM/MT: 82

Interior Features:

Heating: Central; Floors: Carpet Tile;

Exterior Features:

Garage: 2; Roof: Tile;

Lot Features:

Remarks:

NOT AN REO OR SHORT SALE! FHA FINANCING OK! Beautiful SINGLE STORY in immaculate move-in condition. Ready for immedaite occupancy. Fresh paint new carpet. Fantastic floor plan and awesome backyard with pebble tech pool and spa and waterfall. A true entertainers delight! An absolute must see. Potential home owners will love this home. Show it today!!

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Comparable Property Details



Property Pending Sale



610 Martha Way

1 4

City/Area: Roseville, CA 95678 1268

MLS#: 10001612

Beds: 4

List Price: \$299,500

Baths: 3

Sold Price: \$0

Sq. Ft.: 2,014

\$/Sq. Ft.: \$149

Year/Age: 1995

List Date: 01/07/2010

Lot Size: 10106

Sold Date:

Map Code: THOM 219 J-6

Expired Date:

Census:

DOM/MT: 7

Interior Features:

Heating: Central; Floors: Laminate Tile;

Exterior Features:

Style: Contemporary; Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Beautiful home in desirable Roseville neighborhood. Endless upgrades throughout stainless appliances upgraded flooring and cabinets built in desk. This home is move in ready. Home is being sold as is.

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Comparable Property Details



Property Pending Sale



6565 Laurel Crest Cir

1 5

City/Area: Roseville, CA 95678 1972

MLS#: 90096857

Beds: 4

List Price: \$335,000

Baths: 3

Sold Price: \$0

Sq. Ft.: 2,262

\$/Sq. Ft.: \$148

Year/Age: 2003

List Date: 12/30/2009

Lot Size: 8756

Sold Date:

Map Code: THOM 220 A-3

Expired Date:

Census:

DOM/MT: 5

Interior Features:

Heating: Central; Floors: Carpet Tile Wood;

Exterior Features:

Style: Contemporary; Garage: 3; Roof: Tile;

Lot Features:

Remarks:

Here's your chance to own a beautiful well kept NON Bank Owned NON Short Sale home. Best of all it's loaded with upgrades! This wonderful single story features a 3 car garage oversized backyard and an entertainer's dream kitchen including a stainless steel refrigerator! It is located on .20 of an acre in the premier neighborhood of Highland Park and minutes from shopping parks Galleria Mall and so much more! You must hurry though this property will not last long.

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Comparable Property Details



Property Recently Sold



629 Hanisch Dr

16

City/Area: Roseville, CA 95678 1259

MLS#: 90079571

Beds: 4

List Price: \$214,900

Baths: 2

Sold Price: \$227,000

Sq. Ft.: 1,600

\$/Sq. Ft.: \$142

Year/Age: 1989

List Date: 10/15/2009

Lot Size: 6708

Sold Date: 11/24/2009

Map Code: PCOM 238 E-8

Expired Date:

Census:

DOM/MT: 5

Interior Features:

Heating: Central; Floors: Carpet Laminate Linoleum/Vinyl;

Exterior Features:

Garage: 2; Roof: Comp Shingle;

Lot Features:

Remarks:

One of the more popular floorplans of the neighborhood! 4 bedroom 2 baths kitchen/family room combo with large fireplace in living room.

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Comparable Property Details



Property Recently Sold



6780 Olive Point Way

17

City/Area: Roseville, CA 95678 3446

MLS#: 90060597

Beds: 4

List Price: \$249,000

Baths: 2

Sold Price: \$269,000

Sq. Ft.: 1,799

\$/Sq. Ft.: \$150

Year/Age: 2003

List Date: 08/05/2009

Lot Size: 6490

Sold Date: 10/07/2009

Map Code: THOM 220 A-2

Expired Date:

Census:

DOM/MT: 38

Interior Features:

Heating: Central Natural Gas; Floors: Carpet Tile;

Exterior Features:

Style: Ranch; Garage: 3; Roof: Tile;

Lot Features:

Remarks:

Fabulous family home. Pride of ownership shows throughout. Remodeled master bath and custom paint. MASTER BATH WITH DOUBLE SINKS AND WALK IN CLOSET. HURRY DON'T WAIT-HOUSED IS PRICED TO MOVE FAST.

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Comparable Property Details



Property Recently Sold



647 Lyndhurst Ave

18

City/Area: Roseville, CA 95678 6404

MLS#: 90085638

Beds: 4

List Price: \$259,900

Baths: 3

Sold Price: \$255,000

Sq. Ft.: 1,822

\$/Sq. Ft.: \$140

Year/Age: 1986

List Date: 11/09/2009

Lot Size: 7144

Sold Date: 01/19/2010

Map Code: THOM 246 C-6

Expired Date:

Census:

DOM/MT: 42

Interior Features:

Heating: Central; Floors: Carpet Laminate Other See Remarks Tile;

Exterior Features:

Style: Other See Remarks; Garage: 2; Roof: Comp Shingle Other See Remarks;

Lot Features:

Remarks:

MOVE IN READY 4 BEDROOM SINGLE STORY! BRIGHT LIGHT AND-CLEAN! NEW ROOF-NEW GUTTERS- LARGE OPEN KITCHEN WITH TILE LARGE MASTER SUITE WITH LARGE WALK-IN CLOSET. BEST HOUSE FOR THE MONEY IN THE AREA!

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Comparable Property Details



Property Recently Sold



19 Paddington Ct

1 9

City/Area: Roseville, CA 95678 5953

MLS#: 80124789

Beds: 4

List Price: \$284,900

Baths: 2

Sold Price: \$284,900

Sq. Ft.: 1,945

\$/Sq. Ft.: \$146

Year/Age: 1999

List Date: 12/30/2008

Lot Size: 6273

Sold Date: 10/09/2009

Map Code: THOM 219 G-3

Expired Date:

Census:

DOM/MT: 214

Interior Features:

Heating: Central; Floors: Carpet Linoleum/Vinyl Tile;

Exterior Features:

Garage: 1; Roof: Tile;

Lot Features:

Remarks:

*** Just Reduced *** What a find? A Bank Owned move-in conditioned home. Over 1900 sq ft nestled in a cul-de-sac. This spacious 4-Bedroom 2 Bath house has the inviting Living-Room Formal Dining Room oversized Family Room that opens to a gourmet Kitchen. Do not miss the finished" Bonus Room/Office located in the garage.

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Comparable Property Details



Property Recently Sold



190 Diamond Oaks Rd

2 0

City/Area: Roseville, CA 95678 1005

MLS#: 90091455

Beds: 4

List Price: \$305,000

Baths: 2

Sold Price: \$300,000

Sq. Ft.: 2,099

\$/Sq. Ft.: \$143

Year/Age: 2003

List Date: 12/04/2009

Lot Size: 10934

Sold Date: 01/08/2010

Map Code: THOM 219 G-6

Expired Date:

Census:

DOM/MT: 10

Interior Features:

Heating: Central; Dining Room: YES; Floors: Carpet Linoleum/Vinyl;

Exterior Features:

Style: Contemporary; Garage: 3; Roof: Tile;

Lot Features:

Remarks:

MOTIVATED SELLER! NOT AN REO OR SHORT SALE! PROPERTY HAS IT ALL AND PRICED TO MOVE! Sits on 1/4 Acre Full 4 bedrooms with walk-in Master Closet. Great Room Concept with formal dining area. Plenty of Room for boat - RV - with Playset included! Property has SPA and will qualify for FHA/VA Financing! Jump on this fast - My Seller can get you an answer TODAY!

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Comparable Property Details



Property Recently Sold



776 Spaulding Dr

2 1

City/Area: Roseville, CA 95678 6011

MLS#: 90062776

Beds: 4

List Price: \$310,000

Baths: 3

Sold Price: \$305,000

Sq. Ft.: 1,999

\$/Sq. Ft.: \$153

Year/Age: 1998

List Date: 08/10/2009

Lot Size: 7187

Sold Date: 09/28/2009

Map Code: THOM 219 G-3

Expired Date:

Census:

DOM/MT: 8

Interior Features:

Heating: Central; Floors: Carpet Tile;

Exterior Features:

Garage: 2; Roof: Tile;

Lot Features:

Remarks:

Immaculate 4BD-3 Full BA home located nearby Vencil Brown School & award winning Buljan Middle School. Easy access hwy 65&80 The Galleria & Fountains shopping. Nearly 2000 sq. ft. open floor plan with large kitchen. DR Horton built *1998. Recently painted exterior & interior. Impeccably maintained property. Easy care landscaping. Garage has cabinetry and epoxy coated floor. 2 car garage plus bay area for added storage. Please view the virtual tour link.

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Comparable Property Details



Property Recently Sold



108 Rose Bridge Ct

2 2

City/Area: Roseville, CA 95678 3436

MLS#: 90013374

Beds: 4

List Price: \$319,000

Baths: 2

Sold Price: \$315,000

Sq. Ft.: 2,172

\$/Sq. Ft.: \$145

Year/Age: 2002

List Date: 02/14/2009

Lot Size: 14462

Sold Date: 10/09/2009

Map Code: THOM 220 A-3

Expired Date:

Census:

DOM/MT: 44

Interior Features:

Heating: Central; Floors: Carpet Tile;

Exterior Features:

Garage: 3; Roof: Tile;

Lot Features:

Remarks:

Nice Wincrest home in Highland Park. Home is on large lot with built in pool three car garage and many upgrades throughout.

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Map of Comparable Properties



	Subject		Active		Sold		Pending		Expired		eN Data
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	Public Schools		Country Clubs, Golf Courses		Hospitals		Military Bases		Churches
	Private Schools		Yacht Clubs		Ski Areas		Summits		Synagogues
	Parks, Recreation Areas, Forests		Shopping Centers		Notable Sites		Mosques		Temples
	Museums, Libraries, Zoos		Theaters, Stadiums		Airports				

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Comparable Properties Map Listing Index

<u>Order #</u>	<u>Address</u>	<u>Date Listed</u>	<u>Listing Price</u>
1	504 MAIN St	5/27/2009	\$189,000
2	205 Baldwin Ave	1/7/2010	\$255,850
3	7176 Artisan Cir	11/20/2009	\$275,000
4	19 Paddington Ct	1/8/2010	\$285,000
5	108 Sprig Ct	6/26/2009	\$285,000
6	580 Striped Moss St	11/12/2009	\$295,000
7	7601 Rosehall Dr	12/9/2009	\$295,000
8	769 Spaulding Dr	12/24/2009	\$299,500
9	649 Spaulding Dr	11/13/2009	\$329,900
10	359 Diamond Oaks Rd	1/24/2010	\$379,000
11	159 S Lincoln St	12/8/2009	\$199,900
12	1313 Kingswood Dr	12/11/2009	\$279,400
13	6868 Copper Glen Cir	10/9/2009	\$288,950
14	610 Martha Way	1/7/2010	\$299,500
15	6565 Laurel Crest Cir	12/30/2009	\$335,000
16	629 Hanisch Dr	10/15/2009	\$214,900
17	6780 Olive Point Way	8/5/2009	\$249,000
18	647 Lyndhurst Ave	11/9/2009	\$259,900
19	19 Paddington Ct	12/30/2008	\$284,900
20	190 Diamond Oaks Rd	12/4/2009	\$305,000
21	776 Spaulding Dr	8/10/2009	\$310,000
22	108 Rose Bridge Ct	2/14/2009	\$319,000

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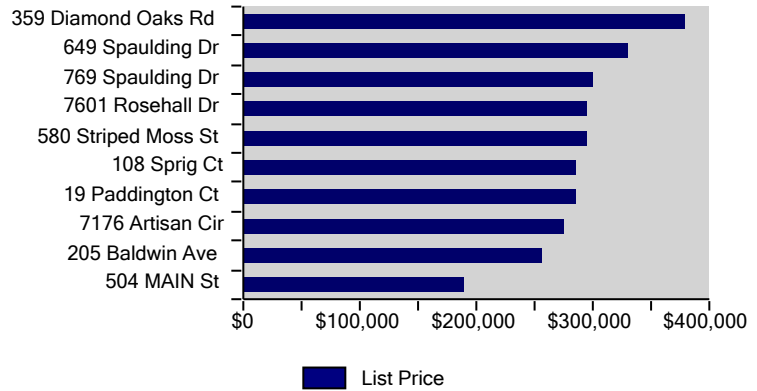




Comparable Property Statistics

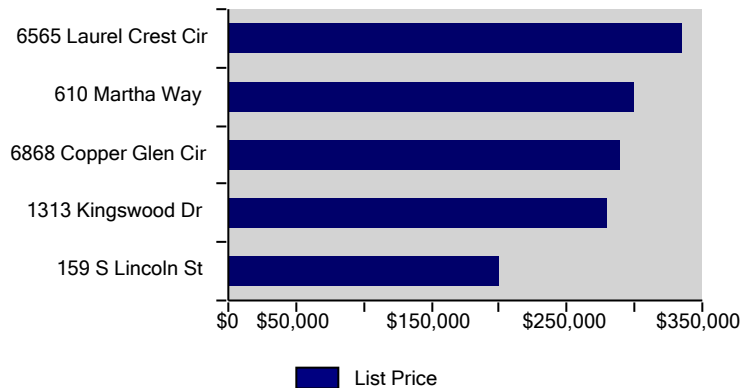
Active Properties

Number of Listings	10
Lowest List Price	\$189,000
Average List Price	\$288,825
Highest List Price	\$379,000
Average Price/SqFt	\$143
Average DOM	78



Pending Properties

Number of Listings	5
Lowest List Price	\$199,900
Average List Price	\$280,550
Highest List Price	\$335,000
Average Price/SqFt	\$135
Average DOM	24



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Comparable Property Statistics

Sold Properties

Number of Listings	7
Lowest Sold Price	\$227,000
Average Sold Price	\$279,414
Highest Sold Price	\$315,000
Average Price/SqFt	\$145
Average DOM	52



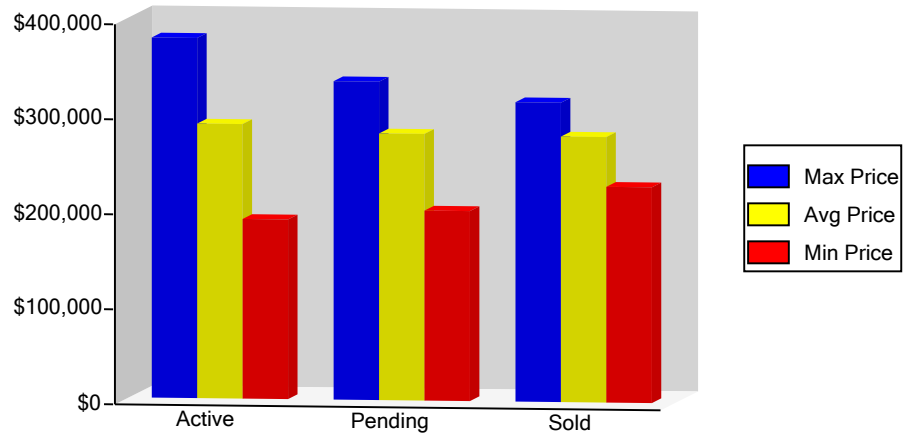
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Summary Analysis



Listing Category	Lowest Price	Highest Price	Average Price	\$/SqFt	DOM
Active	\$189,000	\$379,000	\$288,825	\$143	78
Pending	\$199,900	\$335,000	\$280,550	\$135	24
Sold	\$227,000	\$315,000	\$279,414	\$146	51
Total Averages	\$205,300	\$343,000	\$282,930	\$141	51

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Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	\$/SqFt
629 Hanisch Dr	\$214,900	\$227,000	5	5.63 %	\$141
6780 Olive Point Way	\$249,000	\$269,000	38	8.03 %	\$149
647 Lyndhurst Ave	\$259,900	\$255,000	42	-1.89 %	\$139
19 Paddington Ct	\$284,900	\$284,900	214	0.00 %	\$146
190 Diamond Oaks Rd	\$305,000	\$300,000	10	-1.64 %	\$142
776 Spaulding Dr	\$310,000	\$305,000	8	-1.61 %	\$152
108 Rose Bridge Ct	\$319,000	\$315,000	44	-1.25 %	\$145
Sold Averages	\$277,529	\$279,414	52	1.04 %	\$145

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Why do you need a Real Estate Professional

Do you really have all the time, energy, information, resources, and contacts to properly market and sell your home? Would the process be a smooth one? Would it give you more time to focus on your personal life? Would you be able to get the best price for your home? Below we have listed just a few areas in which we believe a real estate professional truly earns their commission:

Pricing

A real estate professional is best suited to determine a pricing strategy for your property. You don't want to miss opportunities by overpricing or undervaluing your property. Knowledge about the surrounding areas, pricing trends, local information, and experience will ensure you are getting the best price for your home.

Marketing

A real estate professional has many ways to effectively market your property. Proven marketing methods include flyers, open houses, the internet, local newspapers, and listing in the local Multiple Listing Service (MLS). There is a common misconception that advertising sells real estate. The NATIONAL ASSOCIATION OF REALTORS® studies show that 82% of real estate sales are the result of contacts through previous clients, referrals, friends and family, and personal contacts.

Keep in mind, advertising is only one part of marketing. The choice of media and frequency of advertising depends a lot on the home and specific market. Overexposure of a property in any media may give a buyer the impression the property is distressed or the seller is desperate. A qualified real estate professional will know when, where and how to advertise your property.

Marketing also includes the exposure of your home to other real estate professionals and the general public. In many markets over 50% of real estate sales are cooperative sales; that is, a real estate professional other than yours brings in the buyer. Your real estate professional acts as the marketing coordinator, disbursing information about your property to other real estate professionals through the MLS, open houses, and office meetings.

Preparation is critical to marketing your property effectively. A real estate professional is best suited to recommend repairs and cosmetic work that will significantly enhance the salability of your home.

Security

When the property is marketed with the help of a qualified real estate professional, you avoid allowing strangers into your home. Real estate professionals will generally pre-screen and accompany qualified prospects through your property. This increases your safety and allows for any last minute preparation.

Negotiating

Your real estate professional can assist you with objectively evaluating every buyer's proposal without compromising your marketing position. This initial agreement is only the start of a process that involves appraisals, inspections, and financing - and a lot of potential obstacles. Your real estate professional can help you write a legally binding agreement that will be more likely to make it through this complicated process.

Monitoring, Renegotiating and Closing

Between the initial sales agreement and closing/settlement, questions may arise. For example, unexpected repairs are sometimes required to obtain financing or a concern with the title could potentially be uncovered. The required paperwork alone is intimidating for most sellers. Your real estate professional is the best person to objectively help you resolve these issues and move the transaction to closing/settlement.

Your real estate professional can also meet with other professionals involved in the transaction process. Their industry contacts can make sure any unforeseen issues are handled reliably and quickly.

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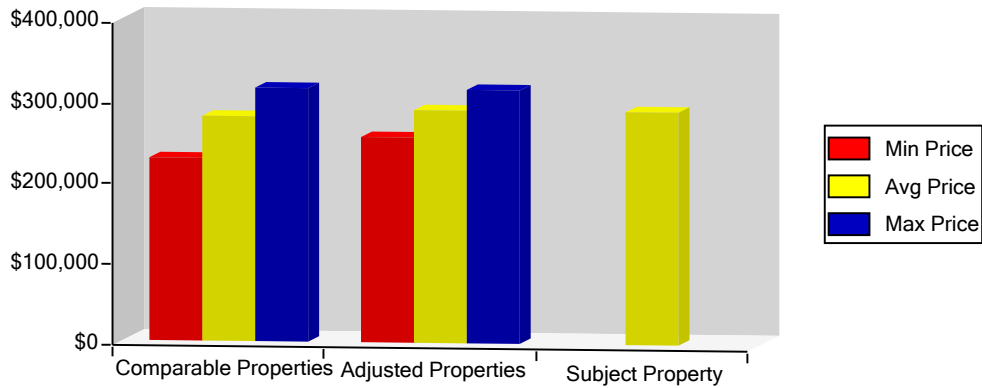
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Comparable Price Analysis



Comparable Price Analysis	Sold Price	Price per Sq.Ft.
Low Price	\$227,000	\$142
Average Price	\$279,414	\$146
High Price	\$315,000	\$145
Adjusted Price Analysis	Sold Price	Price per Sq.Ft.
Low Price	\$255,000	\$159
Average Price	\$289,033	\$151
High Price	\$315,000	\$145
Approx. Market Value	\$289,372	\$146

Seller

Date

Broker/Sales Associate

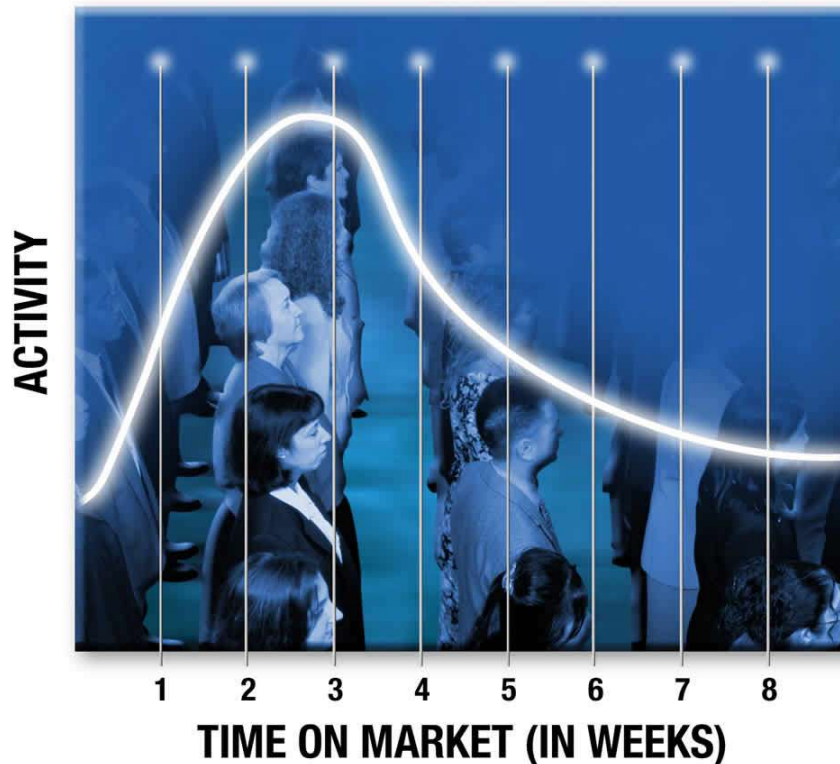
Date

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Selling Price vs. Timing



You need to price your home prudently from the beginning, when buyer interest will be high.

Timing is very important in real estate. The above graphic shows the importance of placing your property on the market at a realistic price from the start. A home attracts the most excitement and interest when it is first placed on the market for sale. A home has its greatest chance for selling when it is newly listed. Pricing your home correctly, from the start, will help it sell in the shortest possible time frame.

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Maximizing First Impressions

Exterior and Curb Appeal

- Experts say most buyers make their decision at first sight.

General Exterior

- Prospective buyers will react well to signs your home has been meticulously maintained.
- Manicure landscaping: mow, edge and water lawn, trim hedges, weed and fertilize flowerbeds, and prune trees.
- Keep driveway clean and free of parked cars, and keep the garage door closed.
- Repair or replace loose or damaged roof shingles.
- Minimize cracks or crumbling on walkways, walls, or steps, and keep them clean and free of obstructions like toys or snow.
- Items from RV's to waste cans left out can contribute to a cluttered or busy appearance. Make sure that from the street, your property appears clear.
- Inspect appearance of interior window coverings from the curb.
- Repair any peeling paint or loose caulking on windows or other areas.
- Take steps to eliminate insect or rodent pests.
- Pick up after your pets and neighborhood animals.

Doorway

- While agents work the lockbox for a key, buyers have idle time to notice details.
- Apply a fresh coat of paint to the front door.
- Consider adding pots of flowering plants in the entryway if weather permits.
- Eliminate cobwebs and groom doorway area windows, porch light, or decorative glass.

Interior Appeal

- Once inside, experts say most buyers are reaffirming their curbside decision.

Clean, Clear, Light and Bright

- Give every room in the house a thorough cleaning and remove all clutter. Hiring a cleaning service may pay for itself by adding to a buyer's perceived value of your home.
- For a sleeker, more spacious look, consider placing furniture from crowded rooms in storage.
- Clear kitchen counters of everything other than perhaps a few pretty items. Ask yourself: In a model home, would a professional decorator put your choice of items out on the counter?
- Remember, closets will be opened! Keep closets, cupboards, and even your attic orderly and neat. Since you're anticipating a move anyway, consider holding a garage sale or boxing and storing unused belongings.
- If necessary, repaint or clean/replace dingy, soiled or strongly colored walls, and window and floor coverings with a light, neutral shade. Bright rooms look bigger, and neutral colors help buyers envision their own furnishings and décor.
- Repair dripping faucets, burned out light bulbs, or cracked windowpanes.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper, and tiles.

Warm and Homey

- Subtle scents of potpourri in bedrooms or baths and fresh baked cookies or cinnamon in the kitchen can make your home more inviting.
- Keep an attractive set of towels in each bathroom to be brought out only for showings.

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