

Comparative Market Summary - Solds

ML #	Status	#Beds	#Baths: F/H	SqFt	YrBlt	List Price	Sale Pr.	DOM
<u>7708 HORSE FERRY RD, ORLANDO 32835</u>								
#O485075E	SLD	5	4	3,363	2000	\$393,900	\$393,900	07/02/08
Subdivision: WESTMINSTER LANDING PH 1						LP/SFT: \$117.13	SP/SFT: \$117.13	34
<u>7842 HORSE FERRY RD, ORLANDO 32835</u>								
#O485820E	SLD	5	4	3,526	1999	\$529,900	\$447,750	10/02/08
Subdivision: WESTMINSTER LANDING						LP/SFT: \$150.28	SP/SFT: \$126.99	86
<u>7601 KINGS PASSAGE AVE, ORLANDO 32835</u>								
#O4843487	SLD	4	3	2,928	1999	\$599,000	\$597,000	07/11/08
Subdivision: WESTMINSTER LANDING PH 1						LP/SFT: \$204.58	SP/SFT: \$203.89	81
<u>7896 HORSE FERRY ROAD, ORLANDO 32835</u>								
#O4841763	SLD	5	3 / 1	4,033	2000	\$659,000	\$585,000	07/07/08
Subdivision: WESTMINSTER LANDING						LP/SFT: \$163.40	SP/SFT: \$145.05	87
<u>7836 HORSE FERRY RD, ORLANDO 32835</u>								
#O482923E	SLD	4	4	3,639	1999	\$749,900	\$715,000	04/30/08
Subdivision: WESTMINSTER LANDING PH 2						LP/SFT: \$206.07	SP/SFT: \$196.48	83



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Total Listings: 5	<u>Total SqFt</u>	<u>List Price</u>	<u>Sale Price</u>	<u>DOM</u>
Average:	3,498	\$586,340	\$547,730	74
Minimum:	2,928	\$393,900	\$393,900	34
Maximum:	4,033	\$749,900	\$715,000	87
Median:	3,526	\$599,000	\$585,000	83

These properties are your competition. A potential purchaser will compare your home to homes similar to these when trying to decide which to buy. Take a look at these homes, if only on paper. Try to be objective and ask yourself, "Which home is the best value?" Is it yours? If not, these other homes may sell before yours. But don't forget that the "List Prices" of these homes represent what the sellers WANT for their home, not necessarily what they are really going to get if they sell their home. So when setting the price of your home, don't simply look at the LIST PRICE of the other comparable homes, look at the SALE PRICE of comparable homes to yours that actually SOLD!

Comparative Homes

	No Photo Available		
Address		<u>7708 HORSE FERRY RD</u>	<u>7842 HORSE FERRY RD</u>
Ref #		O4850758	O4858208
Subdivision		WESTMINSTER LANDING PH 1	WESTMINSTER LANDING
List Price		\$393,900	\$529,900
Low Price			
Status		Sold	Sold
Grid		CH04	CH04
Property Style		Single Family Home	Single Family Home
Unit #			
Condo Bldg			
Make/Model			
Size (Mobile Home)			
Year Built		2000	1999
SqFt Heated		3,363	3,526
Bedrooms		5	5
Baths Full/Half		4	4
Additional Rooms		Family Room	Bonus Room
Lot Dimensions		79.47x177.70x106.56x285.92	x
Taxes		\$9,383	\$11,108
Tax Year		2007	2007
Homestead			N
Heating & Fuel		Central, Fuel - Electric	Central, Fuel - Electric
Air Conditioning		Central	Central
Pool Y/N - Type		N	Y / Gunite/Concrete Screen Enclos
Water Type			Lake
Water Name			LAKE PHILLIPS
Water Extras			
Prop. Desc.		Two Story	Two Story
Interior		Cathedral/Vaulted Ceiling, Ceiling Fan(s)	Blinds/Shades, Ceiling Fan(s)
Floor Covering		Ceramic Tile	Ceramic Tile
Fireplace			
Windows			
Appliances		Dishwasher	Dishwasher
Exterior Features		Patio/Porch Covered	Balcony/Sun Deck
Garage/Carport		2 Car Garage	3+ Car Garage
Location		Street Paved	Hilly
Front Exposure			
Community Features		Deed Restrictions	Deed Restrictions
Sold Price		\$393,900	\$447,750
\$LP/SF		\$117.13	\$150.28
\$SP/SF		\$117.13	\$126.99
SP/\$LP Ratio	--	100.00%	84.50%
Sold Date		07/02/08	10/02/08
DTC		4	65

Comparative Homes

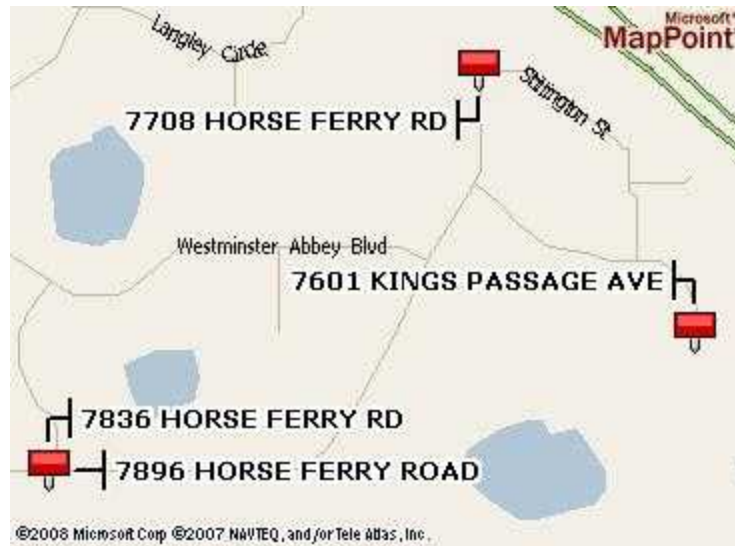


	<u>7601 KINGS PASSAGE AVE</u>	<u>7896 HORSE FERRY ROAD</u>	<u>7836 HORSE FERRY RD</u>
Address	7601 KINGS PASSAGE AVE	7896 HORSE FERRY ROAD	7836 HORSE FERRY RD
Ref #	O4843487	O4841763	O4829236
Subdivision	WESTMINSTER LANDING PH 1	WESTMINSTER LANDING	WESTMINSTER LANDING PH 2
List Price	\$599,000	\$659,000	\$749,900
Low Price			
Status	Sold	Sold	Sold
Grid	CH04	CH04	J26
Property Style	Single Family Home	Single Family Home	Single Family Home
Unit #			
Condo Bldg			
Make/Model			
Size (Mobile Home)			
Year Built	1999	2000	1999
SqFt Heated	2,928	4,033	3,639
Bedrooms	4	5	4
Baths Full/Half	3	3 / 1	4
Additional Rooms	Office / Den / Library		Bonus Room
Lot Dimensions		150X85	x
Taxes	\$5,789	\$11,037	\$6,025
Tax Year	2007	2007	2007
Homestead	Y	N	Y
Heating & Fuel	Central	Central	Central, Fuel - Electric
Air Conditioning	Central	Central	Central
Pool Y/N - Type	Y / Child Safety Fence Gunite/Conc	Y / In Ground Screen Enclosure	Y / In Ground Screen Enclosure Spa
Water Type			Pond
Water Name			PHILLIPS POND
Water Extras			
Prop. Desc.	One Story	Two Story	Two Story
Interior	Ceiling Fan(s), Crown Moulding	Blinds/Shades, Cathedral/Vaulted Ceiling	Blinds/Shades, Ceiling Fan(s)
Floor Covering	Carpet	Carpet	Ceramic Tile
Fireplace	Gas Fireplace		Family Room Wood Burning Fireplac
Windows			
Appliances	Dishwasher	Dishwasher	Dishwasher
Exterior Features	Fenced	Balcony/Sun Deck	Gutters / Downspouts
Garage/Carport	3+ Car Garage	3+ Car Garage	3+ Car Garage
Location	Close to Bus Line	Street Private	Hilly
Front Exposure		North	North
Community Features	Gated Community	Gated Community	Association Recreat
Sold Price	\$597,000	\$585,000	\$715,000
\$LP/SF	\$204.58	\$163.40	\$206.07
\$SP/SF	\$203.89	\$145.05	\$196.48
SP/\$LP Ratio	99.67%	88.77%	95.35%
Sold Date	07/11/08	07/07/08	04/30/08
DTC	50	53	23



Comparable Property Location

Prepared for Alexander Borzenko



Comparable Address	# Beds	SqFt	Days on Market	List Price	Sale Price
7708 HORSE FERRY RD	5	3,363	34	\$393,900	\$393,900
7842 HORSE FERRY RD	5	3,526	86	\$529,900	\$447,750
7601 KINGS PASSAGE AVE	4	2,928	81	\$599,000	\$597,000
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7836 HORSE FERRY RD	4	3,639	83	\$749,900	\$715,000

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Pricing Your Property



Prepared for Alexander Borzenko

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

<u>Sell Price Statistics</u>	<u>Sell Price Per Sq. Ft. Statistics</u>
Average Price: \$547,700	Average Price/Sq Ft: \$158
High Price: \$715,000	High Price/Sq Ft: \$203.89
Median Price: \$585,000	Median Price/Sq Ft: \$145.05
Low Price: \$393,900	Low Price/Sq Ft: \$117

Figures are based on selling price after adjustments, and rounded to the nearest \$100.

Summary...

Analysis of the selected comparable properties suggest similar properties are selling in the price range of:

\$393,900 to \$715,000

Recommend Price: \$547,700

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