

# Seller's Net Sheet | CMA Report

**SELLER(S):**

Sales Price: **\$735,000.00**

Property Address: **Yorba Linda, CA 92886**

**ESCROW FEES**

	<b>Total Fees</b>
Escrow Fee	\$1,720.00
Wire/Courier/Grant Deed	\$50.00

**TITLE FEES**

Owner's Policy	\$1,994.00
Sub-Escrow Fee	\$62.50
Documentary Transfer Tax	\$808.50

**Seller's Estimated Title & Escrow Fees** \$4,635.00

**Natural Hazard Report** \$99.00

**Home Warranty** \$600.00

**Estimated Termite Inspection & Repairs** \$2,345.00

**Estimated Misc. Repairs** \$1,000.00

**Payoff Amount** \$475,698.00

**1st Half Taxes 2020** \$2,938.35

**Estimated Tax Proration Credit** -\$1,061.07

**Commission** \$44,100.00

**ESTIMATED NET PROCEEDS** **\$204,645.72**

**Prepared for.**

**Date Prepared:**

**THIS IS AN ESTIMATE ONLY AND FIGURES ARE SUBJECT TO CHANGE**

# Comparative Market Analysis



Researched and prepared by  
**Brad Kerr**

Subject Property  
Yorba Linda, CA  
92886-5822

Prepared exclusively

Prepared on

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# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## Summary of Comparable Listings

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

### Pending

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	List Date	CDOM
6021 Foxfield Ln	\$ 1,570,000	4	3	2,800	\$ 560.71	1974	PW21119892	7/26/21	6
6196 Saddletree LN	\$1,300,000	4	3	2,318	\$560.83	1974	PW21146870	7/06/21	9
	<b>\$1,300,000</b>	<b>4.0</b>	<b>3.00</b>	<b>2,318</b>	<b>\$561</b>	<b>1974</b>			<b>9</b>

### Closed

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	Sold Date	CDOM
6021 Foxfield Ln	\$ 1,570,000	4	3	2,800	\$ 560.71	1974	PW21119892	7/26/21	6
5601 Mountain View LN	\$1,025,000	4	3	2,646	\$387.38	1973	PW20198934	11/05/20	5
19102 Laura LN	\$1,080,000	4	3	2,727	\$396.04	1977	OC20116694	11/19/20	58
5881 Deerfoot LN	\$1,090,000	4	3	2,520	\$432.54	1975	OC21041064	5/13/21	18
6072 Saddletree LN	\$1,100,000	4	3	2,790	\$394.27	1975	PW20178271	8/27/20	0
5772 Mountain View LN	\$1,150,000	3	3	2,279	\$504.61	1960	PW20256991	1/08/21	4
5652 Mountain View LN	\$1,150,000	3	3	1,903	\$604.31	1976	PW21086446	5/24/21	4
5892 Country View LN	\$1,240,000	4	3	2,826	\$438.78	1976	PW20170308	10/02/20	8
5741 Stradella LN	\$1,250,000	4	2	2,645	\$472.59	1970	PW21090460	6/09/21	8
6061 Acacia Hill LN	\$1,320,000	5	4	3,074	\$429.41	1976	PW20161924	9/23/20	4
6021 Foxfield LN	\$1,570,000	4	3	2,800	\$560.71	1974	PW21119892	7/26/21	6
5692 Mountain View LN	\$1,700,000	4	3	2,831	\$600.49	1962	PW21020096	5/14/21	54
5702 Mountain View LN	\$2,200,000	3	4	3,429	\$641.59	1974	PW21081870	7/27/21	14
	<b>\$1,322,917</b>	<b>4.0</b>	<b>3.10</b>	<b>2,706</b>	<b>\$489</b>	<b>1972</b>			<b>15</b>

Median: **\$1,240,000**  
Average: **\$1,321,154**

**On average, these comparable listings sold in 15 days for \$ 1,322,917**

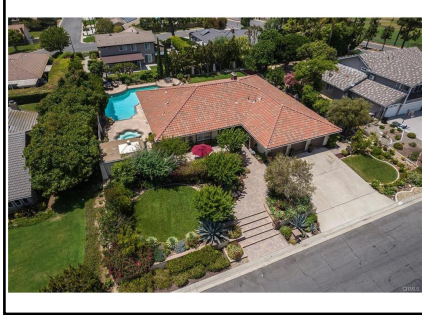
# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		6196 SADDLETREE LN			5601 Mountain View AV		
<b>MLS#</b>	PW21119892	PW21146870			PW20198934		
<b>Status</b>	Closed	Pending			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,300,000			\$995,000		
<b>Sold Price</b>	\$1,570,000.1				\$1,025,000		
<b>List Date</b>	6/02/21	07/06/2021			09/23/2020		
<b>Sold Date</b>	7/26/21				11/05/2020		
<b>DOM</b>	6	9			5		
<b>Beds</b>	4	4		0	4		0
<b>Baths</b>	3	3		0	3		0
<b>Style</b>		Ranch		0			0
<b>Sqft</b>	2,800	2,318		0	2,646		0
<b>Lot Sqft</b>	14850	14,950		0	14,448		0
<b>Lot Dim</b>				0.00			0.00
<b>Acres</b>	0.3409	0.34		0	0.33		0
<b>Grg Stls</b>	Yes	Yes		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Direct Garage Access, Drivew;		0	Garage Faces Side, Garage -		0
<b>Age</b>	1974	1974		0	1973		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Beamed Ceilings, Built-in Feat		0.00	In-Law Floorplan, Beamed Cei		0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	Built-In Range, Dishwasher, D		0.00			0.00
<b># FP</b>	Family Room, Wood Burning	Family Room, Living Room, G;		0	Family Room		0
<b>Roof</b>	Spanish Tile	Composition		0.00	Synthetic, Tile		0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

Beautiful & Charming Single-Story Parkside Estate w/Sparkling Pool & Spa ... Light, Bright & Lovingly Updated 4-Bdrm Home Situated on Over 1/3 Acre Expansive Corner Lot Just Steps Away from Yorba Linda Country Club & Golf Course! Exceptional Neighborhood & Location Surrounded by Hiking Trails & Bike Paths and Across the Street from Roland E Bigonger Park - Only the Second Owner of this Sprawling Ranch-Style Home w/Warm & Tasteful Upgrades Evident Throughout - Spacious Single-Story Floorplan has High Vaulted & Beamed Ceilings, Handsome Hardwood Flooring, Elegant Crown Moldings & Plantation Shutters - Formal Living Rm Offers Built-In Bookshelves & Stone Fireplace w/Mantle - Formal Dining Rm - Large Chef's Kitchen Features Cream Cabinetry w/Pull-Out Shelves, Granite Countertops w/Subway Tile Backsplash and Newer Stainless-Steel GE Profile Appliances, Including Micro, Dishwasher, Electric

<b>Price</b>	<b>\$1,300,000</b>	<b>\$1,025,000</b>
<b>Total Adjustments</b>		
<b>Adjusted Price</b>	<b>\$1,300,000</b>	<b>\$1,025,000</b>

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Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		19102 Laura LN			5881 Deerfoot LN		
<b>MLS#</b>	PW21119892	OC20116694			OC21041064		
<b>Status</b>	Closed	Closed			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,099,000			\$1,050,000		
<b>Sold Price</b>	\$1,570,000.1	\$1,080,000			\$1,090,000		
<b>List Date</b>	6/02/21	07/23/2020			02/28/2021		
<b>Sold Date</b>	7/26/21	11/19/2020			05/13/2021		
<b>DOM</b>	6	58			18		
<b>Beds</b>	4	4		0	4		0
<b>Baths</b>	3	3		0	3		0
<b>Style</b>		Mediterranean		0			0
<b>Sqft</b>	2,800	2,727		0	2,520		0
<b>Lot Sqft</b>	14850	19,800		0	16,500		0
<b>Lot Dim</b>		19800		0.00			0.00
<b>Acres</b>	0.3409	0.45		0	0.38		0
<b>Grg Stls</b>	Yes	Yes		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Direct Garage Access, Drivew;		0	Driveway, Garage		0
<b>Age</b>	1974	1977		0	1975		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Balcony, Bar, Beamed Ceiling;		0.00	Cathedral Ceiling(s), Ceiling F;		0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	6 Burner Stove, Dishwasher, C		0.00	Dishwasher, Disposal, Gas Cc		0.00
<b># FP</b>	Family Room, Wood Burning	Dining Room, Master Bedroom		0	Family Room, Gas		0
<b>Roof</b>	Spanish Tile			0.00	Tile		0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

THIS IS IT! Welcome home to this exquisite home on 19102 Laura Lane, located on a PRIVATE cul-de-dac. This home has ALL of the BELLS and WHISTLES! This old world style home is PERFECT for entertaining! LIGHT and BRIGHT large open kitchen with granite counter tops. Travertine flooring throughout the entire first floor AND hardwood flooring on the second floor and stairs. TWO fireplaces, one in the dining area and one in the MASTER bedroom. Master shower has dual shower heads. Double sinks in both master AND upstairs guest bath. LARGE bedrooms. UPGRADED exterior facade. NEWLY painted wrought iron fencing. LAUNDRY CHUTE. Lot is large enough to have RV parking or have a horse on the lower portion of the lot. Newly painted/refinished stucco on the retaining walls outside. BEAUTIFUL landscape. Backyard is PERFECT for relaxing with a cup of coffee and enjoying the morning OR at night watching the

Situated in prime Yorba Linda on a large corner lot that is 16,500 square feet, this 4-bedroom 2.5 bath home with 2,520 square feet of living space is gracefully elevated above the main street with an oversized front and back yard perfect for lounging. As you enter, notice the abundant natural sunlight, high vaulted ceilings, updated hard flooring, dual pane windows, and spacious living areas. The kitchen has upgraded granite counter tops with a pull-out faucet, water filtration system, dual ovens, a 5-burner cooktop, and generous amounts of countertop space. A sliding glass door connects you to the outside from the family room where you will find a pool and a sizable grass area. Convenient separate laundry area with a sink and spacious 3 car garage. Located in the award-winning Placentia Yorba Linda Unified School District and within minutes of shopping, dining, parks, and entertainment.

<b>Price</b>	<b>\$1,080,000</b>	<b>\$1,090,000</b>
<b>Total Adjustments</b>		
<b>Adjusted Price</b>	<b>\$1,080,000</b>	<b>\$1,090,000</b>

# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		6072 Saddletree LN			5772 Mountain View AV		
<b>MLS#</b>	PW21119892	PW20178271			PW20256991		
<b>Status</b>	Closed	Closed			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,100,000			\$1,000,000		
<b>Sold Price</b>	\$1,570,000.1	\$1,100,000			\$1,150,000		
<b>List Date</b>	6/02/21	08/27/2020			12/14/2020		
<b>Sold Date</b>	7/26/21	08/27/2020			01/08/2021		
<b>DOM</b>	6	0			4		
<b>Beds</b>	4	4		0	3		0
<b>Baths</b>	3	3		0	3		0
<b>Style</b>				0			0
<b>Sqft</b>	2,800	2,790		0	2,279		0
<b>Lot Sqft</b>	14850	13,910		0	12,078		0
<b>Lot Dim</b>				0.00			0.00
<b>Acres</b>	0.3409	0.32		0	0.28		0
<b>Grg Stls</b>	Yes	Yes		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Direct Garage Access, Garage		0			0
<b>Age</b>	1974	1975		0	1960		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun			0.00			0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,			0.00			0.00
<b># FP</b>	Family Room, Wood Burning	Family Room		0	Family Room, Living Room		0
<b>Roof</b>	Spanish Tile			0.00			0.00

**Remarks:**

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

This is entered for comp purposes only. Fully updated single story home near YL Country Club.

A golf enthusiasts dream location! This single level golf course view home resides on the beautiful 18th fairway of Yorba Linda Country Club offering fairway and green views from inside and outside the home. Perfectly located just a short walk or golf cart ride away from the clubhouse, this home features 3 bedrooms, 3 bathrooms and tons of space for interior and exterior entertaining. Meticulously cared for by the same owner for over 40 years, it's truly a rare opportunity to purchase such an amazing piece of real estate. This is truly a legacy home that your family will enjoy for years to come.

<b>Price</b>	<b>\$1,100,000</b>	<b>\$1,150,000</b>
<b>Total Adjustments</b>		
<b>Adjusted Price</b>	<b>\$1,100,000</b>	<b>\$1,150,000</b>

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Yorba Linda, 92886

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<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		5652 Mountain View AV			5892 Country View DR		
<b>MLS#</b>	PW21119892	PW21086446			PW20170308		
<b>Status</b>	Closed	Closed			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,400,000			\$1,249,000		
<b>Sold Price</b>	\$1,570,000.1	\$1,150,000			\$1,240,000		
<b>List Date</b>	6/02/21	04/26/2021			08/24/2020		
<b>Sold Date</b>	7/26/21	05/24/2021			10/02/2020		
<b>DOM</b>	6	4			8		
<b>Beds</b>	4	3		0	4		0
<b>Baths</b>	3	3		0	3		0
<b>Style</b>		Custom Built		0	Mediterranean		0
<b>Sqft</b>	2,800	1,903		0	2,826		0
<b>Lot Sqft</b>	14850	12,500		0	10,912		0
<b>Lot Dim</b>				0.00			0.00
<b>Acres</b>	0.3409	0.29		0	0.25		0
<b>Grg Stls</b>	Yes	No		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Boat, Direct Garage Access, D		0	Direct Garage Access, Drivew:		0
<b>Age</b>	1974	1976		0	1976		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Built-in Features, Ceiling Fan(s		0.00	Beamed Ceilings, Block Walls,		0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	Built-In Range, Dishwasher, G		0.00	Dishwasher, Gas Range, Refri		0.00
<b># FP</b>	Family Room, Wood Burning	Living Room, Gas, Masonry, R		0	Family Room		0
<b>Roof</b>	Spanish Tile	Fire Retardant, Ridge Vents, S		0.00	Concrete		0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

5652 Mountain View offers a rare chance to own a magnificent piece of property nestled on the 18th Fairway; just steps away from the Yorba Linda Country Club. Surrounded by multi-million dollar homes, this single story charmer with double fairway views is ready and awaiting your personal touches. The possibilities are endless and the choice is up to you! Currently, this property has 3 bedrooms, 2.5 bathrooms, 1,903 sqft on an expansive 12,500 sqft lot, and provides great east/west exposure allowing maximum sunshine and cool breezes to fill the living space. This property could continue to be lived in as it sits, but also offers the potential for room additions, still allowing you to retain some of the fabulous yard which provides great outdoor entertaining and uninterrupted views. Another option would be to remove the current home and build a beautiful, personalized, single story. If bigger is what you want or need, then a newly constructed two story custom home

Welcome to 5892 Country View Drive! This charming single level Mediterranean home features a sprawling floor plan with the perfect balance of necessary living space. White roses and aged brick frame the entry leading up to a custom crafted front door that is rich in color and accents the smooth stucco exterior. Entering the home, you are greeted by dramatic vaulted ceilings and a spacious living room complete with a soft blend of travertine and distressed wood floors, natural light and an open concept dining area. Off the dining area is an open family room and large gourmet kitchen. The kitchen features granite counter tops, wood cabinets, stainless steel appliances, a large island and windows overlooking the backyard. The family room is complimented with a built-in entertainment area that sits above a large fireplace. The home also features one separate bedroom and a full bath perfect for guests and can serve as a private office. The other 3 other bedrooms are

**Price**  
**Total Adjustments**  
**Adjusted Price**

**\$1,150,000**  
**\$1,150,000**

**\$1,240,000**  
**\$1,240,000**

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Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		5741 Stradella RD			6061 Acacia Hill DR		
<b>MLS#</b>	PW21119892	PW21090460			PW20161924		
<b>Status</b>	Closed	Closed			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,395,000			\$1,279,000		
<b>Sold Price</b>	\$1,570,000.1	\$1,250,000			\$1,320,000		
<b>List Date</b>	6/02/21	05/03/2021			08/10/2020		
<b>Sold Date</b>	7/26/21	06/09/2021			09/23/2020		
<b>DOM</b>	6	8			4		
<b>Beds</b>	4	4		0	5		0
<b>Baths</b>	3	2		0	4		0
<b>Style</b>		Ranch		0			0
<b>Sqft</b>	2,800	2,645		0	3,074		0
<b>Lot Sqft</b>	14850	11,360		0	10,000		0
<b>Lot Dim</b>				0.00			0.00
<b>Acres</b>	0.3409	0.26		0	0.23		0
<b>Grg Stls</b>	Yes	Yes		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Direct Garage Access, Drivew;		0			0
<b>Age</b>	1974	1970		0	1976		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Ceiling Fan(s), Crown Molding		0.00	In-Law Floorplan, Bar, Built-in		0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	Dishwasher, Double Oven, Dis		0.00	Barbecue, Dishwasher, Gas &		0.00
<b># FP</b>	Family Room, Wood Burning	Family Room, Gas Starter		0	Family Room		0
<b>Roof</b>	Spanish Tile	Tile		0.00			0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

Welcome to 5741 Stradella situated in a coveted peaceful neighborhood of custom homes within steps of the Y.L. Country Club ~ Rare ranch style single story pool/spa home with spacious rooms and no steps in the heart of Yorba Linda ~ Amazing curb appeal with a generous setback and driveway parking ~ Manicured grounds of just over a 1/4 acre tucked away on a culdesac street with total privacy ~ Entertainer's paradise features newer pebble tech pool/spa-2 under roof solid patio covers-large open slate patio cover-extensive pavers throughout entire rear yard-cozy free standing wood burning fireplace with hearth-grassy area-generous side yards ~ Entire home has high end luxury vinyl wood flooring-extensive crown moldings-plantation shutters ~ Large chef's kitchen open to family room featuring picture windows-granite counters-recessed lighting-5 burner gas stove-double ovens ~ Large living room with adjacent formal dining

WONDERFUL AND RARE OPPORTUNITY TO OWN THIS BEAUTIFUL, SPACIOUS CORNER LOT in the lovely neighborhood of Parkside Estates. Top rated Placentia/Yorba Linda school district--with childcare. This home has beautiful outdoor living!

Swim and play in your sparkling pool with waterfalls and a slide, enjoy a family bbq on your back patio with cabinets and a bar, sit around the fire pit, and watch the flat screen TV! Enjoy the vegetable garden with above ground beds while gazing out at your mature fruit trees; everything from nectarines, apples, lemons, limes and even raspberries. Once inside, there is a main floor bedroom with private bath, plus four more bedrooms upstairs! Master suite has extra space for an office or lounging and a new remodeled bathroom. Giant bonus room can be used as a second master bedroom with it's own ensuite. Upgrades throughout

<b>Price</b>	<b>\$1,250,000</b>	<b>\$1,320,000</b>
<b>Total Adjustments</b>		
<b>Adjusted Price</b>	<b>\$1,250,000</b>	<b>\$1,320,000</b>



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6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>		<u>Adjust</u>	<u>Details</u>		<u>Adjust</u>
6021 Foxfield Ln		6021 Foxfield LN			5692 Mountain View AV		
<b>MLS#</b>	PW21119892	PW21119892			PW21020096		
<b>Status</b>	Closed	Closed			Closed		
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
<b>List Price</b>	\$ 1,449,999	\$1,449,999			\$1,799,000		
<b>Sold Price</b>	\$1,570,000.1	\$1,570,000			\$1,700,000		
<b>List Date</b>	6/02/21	06/02/2021			02/04/2021		
<b>Sold Date</b>	7/26/21	07/26/2021			05/14/2021		
<b>DOM</b>	6	6			54		
<b>Beds</b>	4	4		0	4		0
<b>Baths</b>	3	3		0	3		0
<b>Style</b>				0	Traditional		0
<b>Sqft</b>	2,800	2,800		0	2,831		0
<b>Lot Sqft</b>	14850	14,850		0	12,700		0
<b>Lot Dim</b>				0.00			0.00
<b>Acres</b>	0.3409	0.34		0	0.29		0
<b>Grg Stls</b>	Yes	Yes		0	Yes		0
<b>Prk Char</b>	Direct Garage Access, Concr	Direct Garage Access, Concre		0	Carport, Direct Garage Access		0
<b>Age</b>	1974	1974		0	1962		0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Ceiling Fan(s), Granite Counte		0.00	Beamed Ceilings, Cathedral C		0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	6 Burner Stove, Dishwasher, C		0.00	6 Burner Stove, Convection O		0.00
<b># FP</b>	Family Room, Wood Burning	Family Room, Wood Burning,		0	Family Room, Living Room, G		0
<b>Roof</b>	Spanish Tile	Spanish Tile		0.00	Tile		0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has been completely remodeled with custom cabinetry dressed with beautiful granite tops, professional stainless appliances, double ovens, pendant lighting and large prep island with bar seating. Desirable split floor plan with good size bedrooms and updated baths. Luxurious owner's suite with his and her closets and redesigned master bath with dual vanities, large seamless glass

It's a Life Style!! Location! Location! The Ultimate golfer's dream located on the 18th fairway at the Yorba Linda Country Club awaits your visit! This home was designed for easy living and seamless entertaining. This resort-style single story four bedrooms three bathroom home has an intimate open floor plan which includes an inviting outdoor extended living space. The outdoor oasis has a beautiful low maintenance manicured landscape that surrounds the exceptional residence. Additional features include: An amazing detached covered patio, a custom stone BBQ and island, a fire pit with ample seating for relaxing, two soothing water features, surround sound speakers, artificial turf, putting green and the amazing view of the golf course that only steps away. The kitchen has granite countertops, maple cabinets, stainless steel appliances, double ovens, 2 separate sinks, and a large granite island. This large open space is connected to the bright

<b>Price</b>	<b>\$1,570,000</b>	<b>\$1,700,000</b>
<b>Total Adjustments</b>		
<b>Adjusted Price</b>	<b>\$1,570,000</b>	<b>\$1,700,000</b>

# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>	<u>Details</u>	<u>Adjust</u>	
6021 Foxfield Ln	5702 Mountain View AV		
<b>MLS#</b>	PW21119892	PW21081870	
<b>Status</b>	Closed	Closed	
<b>Area</b>	85 - Yorba Linda	85 - Yorba Linda	0.00
<b>List Price</b>	\$ 1,449,999	\$2,399,000	
<b>Sold Price</b>	\$1,570,000.1	\$2,200,000	
<b>List Date</b>	6/02/21	04/23/2021	
<b>Sold Date</b>	7/26/21	07/27/2021	
<b>DOM</b>	6	14	
<b>Beds</b>	4	3	0
<b>Baths</b>	3	4	0
<b>Style</b>		Traditional	0
<b>Sqft</b>	2,800	3,429	0
<b>Lot Sqft</b>	14850	12,900	0
<b>Lot Dim</b>			0.00
<b>Acres</b>	0.3409	0.30	0
<b>Grg Stls</b>	Yes	No	0
<b>Prk Char</b>	Direct Garage Access, Concr	Driveway, Garage	0
<b>Age</b>	1974	1974	0
<b>Interior</b>	Ceiling Fan(s), Granite Coun	Ceiling Fan(s), Crown Molding	0.00
<b>Appliances</b>	6 Burner Stove, Dishwasher,	6 Burner Stove, Convection O	0.00
<b># FP</b>	Family Room, Wood Burning	Family Room, Living Room, O	0
<b>Roof</b>	Spanish Tile	Tile	0.00

### Remarks:

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has

Spectacular Single Story Pool home located on the 18th fairway of the Yorba Linda Country Club! Resort style living in the Prestigious Country Club Island for those golf or tennis enthusiast. Incredible curb appeal with lush landscape and custom hardscape just 5 houses from the Country Club. An open floor plan with views of the Club & Golf Course for almost every room. Three spacious bedrooms an office and four baths situated on over 12,000 sq ft lot. The formal entry opens to a large great room with a fireplace, wood beam ceiling, double sliding doors, crown molding & recessed lighting. The gourmet kitchen includes custom cabinetry, new appliances, granite countertop, full backsplash with accent tile, double oven, 6 burner gas top, subzero refrigerator, warming drawer, large island with a utility sink and walk-in pantry. Adjacent is a family room with wood beamed ceilings, several windows, stone fireplace with a wall length mantel, built in entertainment

<b>Price</b>	<b>\$2,200,000</b>
<b>Total Adjustments</b>	
<b>Adjusted Price</b>	<b>\$2,200,000</b>

## Summary of Subject Property

6021 Foxfield Ln

85 - Yorba Linda

List Dt: 06/02/2021

Sub Type: **Single Family Residence**  
 Year Built: **1974**

Sqft: **2,800**  
 Sqft Lot: **14850**



County: **Orange**  
 Interior: **Ceiling Fan(s), Granite Counters, High Ceilings, Open Floorplan**  
 Parking: **Direct Garage Access, Concrete, Driveway Level, Garage, Garage Faces Front, Garage - Two Door**  
 Attached Gar: **Yes**  
 Cooling: **Central Air**  
 Heating: **Central**  
 View: **Hills**  
 Pool: **Private, Fenced, Gunite, In Ground**  
 Fireplace: **Family Room, Wood Burning, Fire Pit**  
 Lot: **Back Yard, Front Yard, Garden, Landscaped, Lawn, Level with Street, Lot 10000-19999 Sqft, Park Nearby, Sprinkler System, Yard**

Unbelievable opportunity for Country Club living in Parkside Estates! With stunning curb appeal and set-back completely framed in with beautiful mature olives and agave, this 2800 SF single story is sure to impress. Paver entry and completely gated with enclosed front courtyard ideal for privacy and entertainment with access to expansive side yard pool bar and oversized spa. Enter your home through glass double door entry to complete open-concept living with vaulted ceilings and enormous living area that opens to the beautiful rear grounds and kitchen. The kitchen has been completely remodeled with custom cabinetry dressed with beautiful granite tops, professional stainless appliances, double ovens, pendant lighting and large prep island with bar seating. Desirable split floor plan with good size bedrooms and updated baths. Luxurious owner's suite with his and her closets and redesigned master bath with dual vanities, large seamless glass shower and direct access to the spa area. The lot is a rarity with almost 15,000 SF all usable grounds and center footprint location creating versatility and usable space from all sides. The rear yard is perfect for entertainment with city lights views, large patio and grass area, garden boxes, accented planters and enormous wrap-around pool with strikingly accented Mexican print tiles and fountains. Close proximity to Roland Bigonger Park, Yorba Linda Country Club and YLTC, this home has everything you have been looking for.



# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## Minimums and Maximums

This page summarizes key fields of the listings in this analysis.

The listings in this analysis can be summarized as follows:

Priced between \$995,000 and \$2,399,000

3 to 5 Bedrooms

2.00 to 4.00 Bathrooms

1,903 to 3,429 Square Feet

\$387 to \$642 per Square Foot

Built between 1960 and 1977

44 to 61 years old



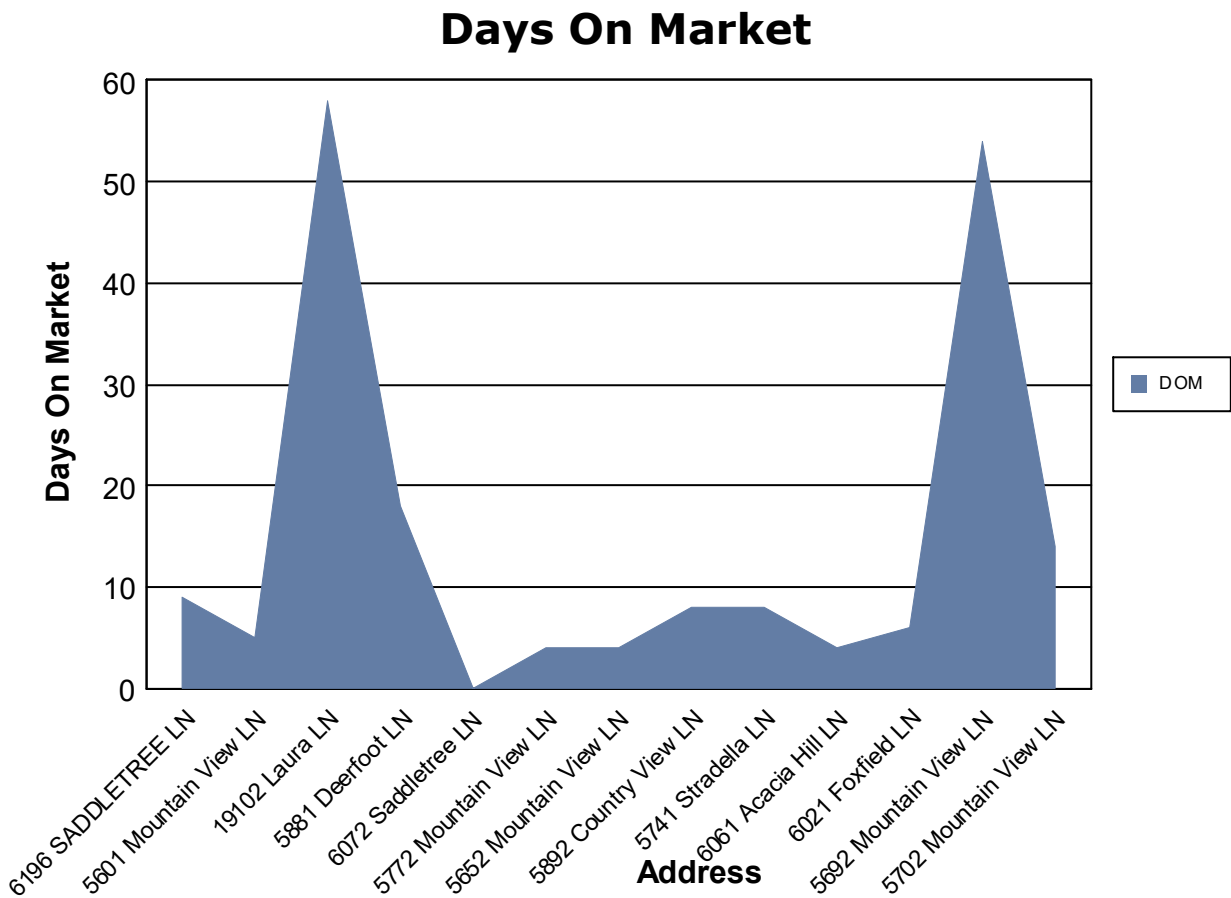
# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.





# Comparative Market Analysis

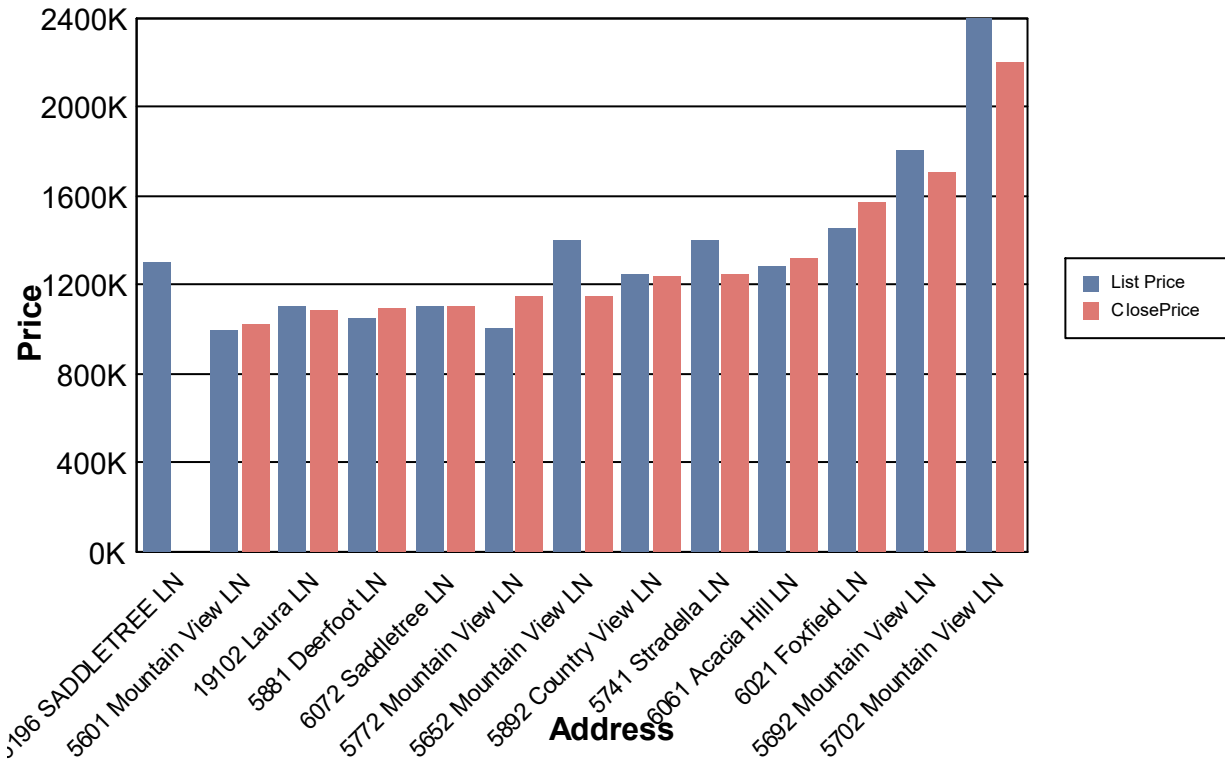
6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## List Price and Sale Price

This graph illustrates the list price, along with sale price in Sold listings.

### Price Graph





# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## Pricing Recommendation

This page suggests a recommended selling price based on a thorough analysis of your property.

**After analyzing your property, comparable properties on the market now, recent sales and comparable properties that failed to sell, I conclude that in the current market, your property is most likely to sell for .**





## Market Analysis Explanation

This is an explanation and overview of this market analysis.

This Comparative Market Analysis will help to determine the correct selling price of your home. Ultimately, the correct selling price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1. Comparable homes that are currently for sale
2. Comparable homes that were recently sold
3. Comparable homes that failed to sell

Looking at similar homes that are currently offered for sale, we can assess the alternatives that a serious buyer has from which to choose. We can also be sure that we are not under pricing your home.

Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

This Comparative Market Analysis has been carefully prepared for you, analyzing homes similar to yours. The aim of this market analysis is to achieve the maximum selling price for your home, while being able to sell your home within a relatively short period of time.





## The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.



This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.

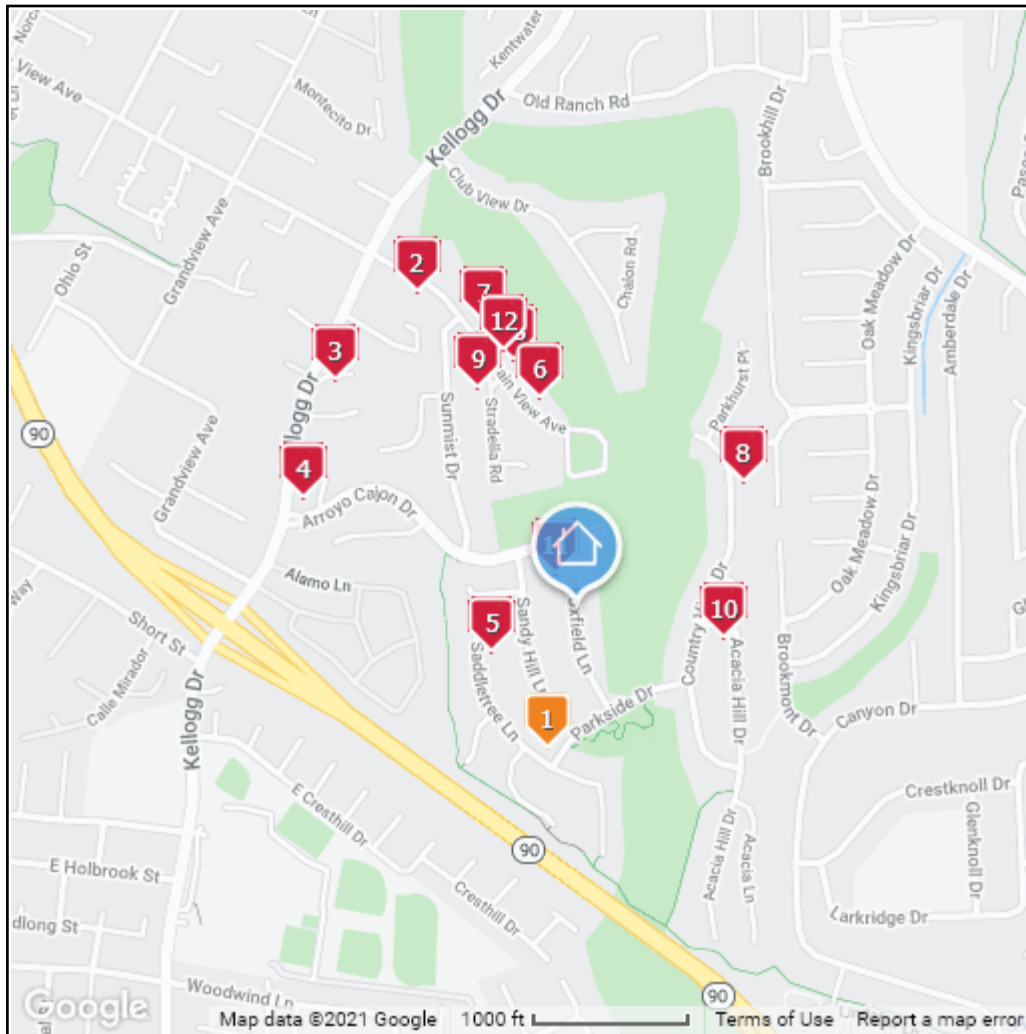
# Comparative Market Analysis

6021 Foxfield Ln  
Yorba Linda, 92886

Thursday, August 5, 2021

## CMA Map Layout

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

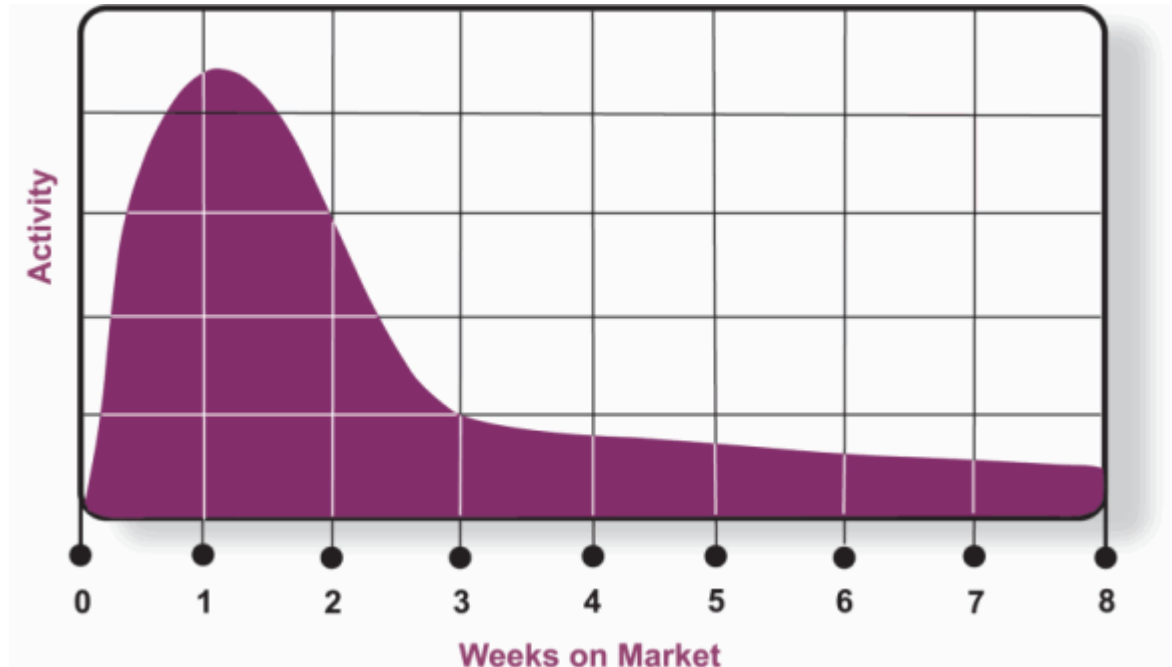


- 6021 Foxfield Ln
- 1 6196 Saddletree Lane
- 2 5601 Mountain View Avenue
- 3 19102 Laura Lane
- 4 5881 Deerfoot Lane
- 5 6072 Saddletree Lane
- 6 5772 Mountain View Avenue
- 7 5652 Mountain View Avenue
- 8 5892 Country View Drive
- 9 5741 Stradella Road
- 10 6061 Acacia Hill Drive
- 11 6021 Foxfield Lane
- 12 5692 Mountain View Avenue
- 13 5702 Mountain View Avenue



## 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.

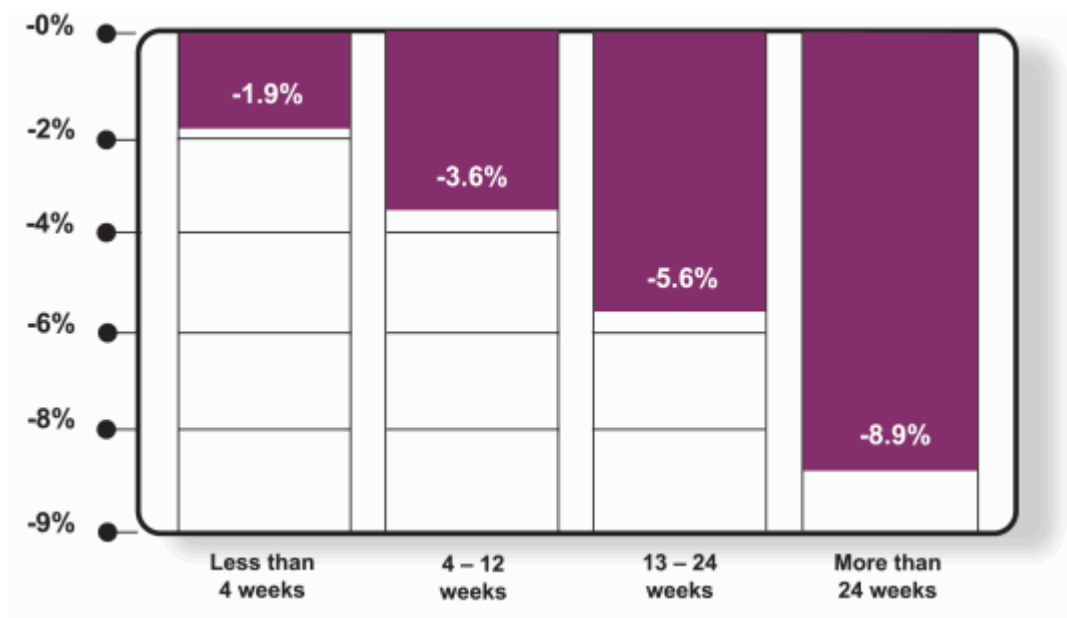




## The Effect of Over Pricing

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





## The Pitfalls of Overpricing

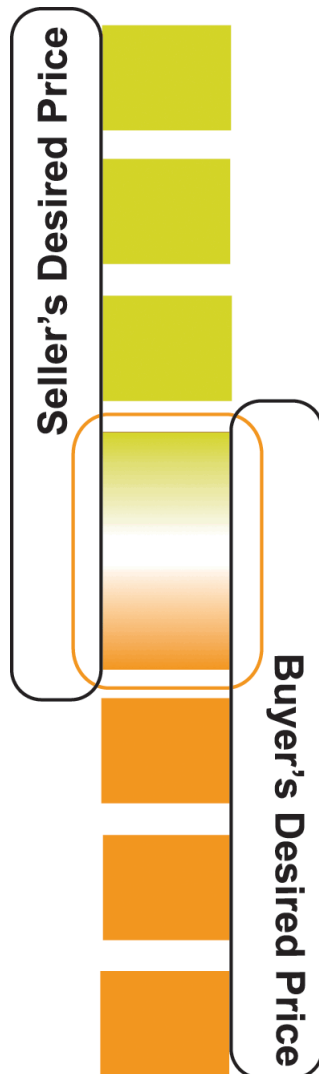
This chart highlights the importance of pricing correctly at market value.

Overpricing your house in the belief that you can reduce the price back later is a strategy that can backfire badly. For example, by the time you reduce your price, you may miss out on a surge of interest in properties like yours. Also, if prices are lowered, buyers may wonder if there's something wrong with the property that kept other buyers away. So to keep from selling your property at below market value and from wasting valuable time, don't fall into the overpricing trap.



## Setting the Price

This chart highlights the importance of pricing correctly at market value.



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

### **Establishing market value**

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

### **Look at the competition**

Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.

## Sources of Buyers

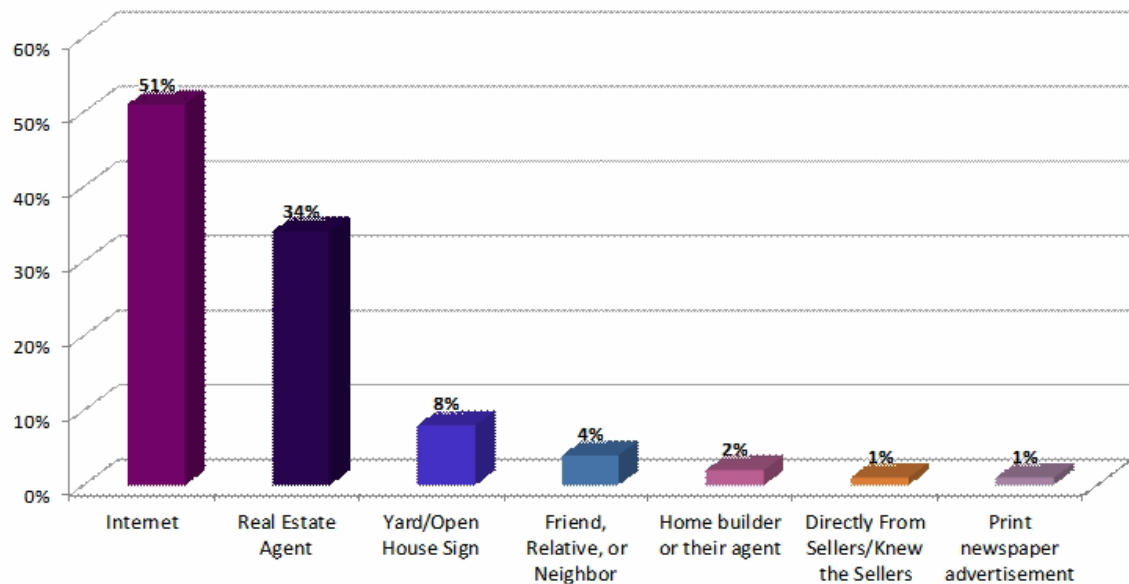
This page illustrates the primary sources of buyers for your property.

### *When you want a buyer, come to us first*

There are several excellent reasons for selecting a professional Real Estate Agent to handle the sale of your property. For starters, our long-standing real estate expertise gives us the ability to network with other firms' agents to promote your property to the widest possible audience, including the Internet. Selling your property depends on a lot more than advertising and signage – it takes referrals, word-of-mouth advertising, and networking.

## Sources of Buyers

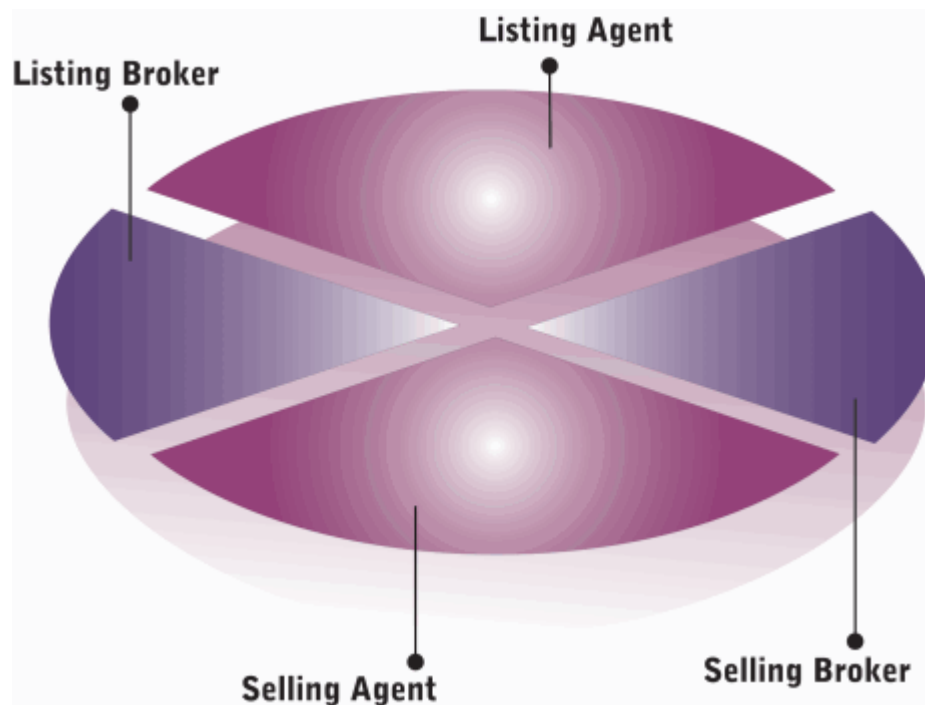
Source: National Association of REALTORS®  
2016 Profile of Home Buyers and Sellers





## Where a Commission Goes

This page describes how a commission is divided amongst all of the parties involved.



After a successful sale of your property, the real estate commission is shared among all who assisted in this important transaction. Generally, the commission is divided four ways: to the listing broker, the listing agent, the selling broker and the selling agent. In recognition of the important roles each played in the sale of your property, each is compensated by a percentage of the commission.





## The Benefits of Using a Professional Realtor

This page outlines the benefits of using a professional Realtor to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and Realtors have the experience, resources and contacts to complete your sale quickly and smoothly.

### **Pricing**

A Realtor will set the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

### **Marketing**

A Realtor will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a Realtor. In addition to using flyers and organizing open house days, a Realtor's extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A Realtor will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a Realtor can play an important role. A Realtor's experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

### **Security**

Security is a major consideration when showing your home. By using a Realtor, you can rest assured that all showings will be pre-screened and supervised.

### **Negotiating**

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a Realtor than with the owner when they want to raise issues that need resolving before making an offer.

### **Monitoring, Renegotiating, Closing or Settling**

A Realtor will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs or other issues that need to be completed before closing.



## My Guarantee to You

This page is my personal guarantee to you.

### A guarantee you can count on

I'm so committed to meeting your sales objectives in a professional and pleasing manner, that I am willing to put our guarantee in writing.

#### My Performance Guarantee

I will develop a Property Marketing Plan that clearly spells out the methods I will use to promote your property to the widest-possible audience.

If I don't act according to the agreed activities in the Plan, you may:

- Advise me that you aren't satisfied and ask for a revision of the Plan
- or
- Cancel the Listing Agreement

Your complete satisfaction is my foremost concern.

---

Date



## Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

### First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

### Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

### Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

### Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

### Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

### Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.

## What it Takes to Show

This page describes what it takes to show your property.

### Scheduling the Showing

Coordination is the key. Before showing or previewing your property, all sales associates from our firm or a cooperating broker will contact you to schedule an appointment. You will then be notified of the timing, and, if it's acceptable, the appointment will be confirmed. If you can't be reached, the showing will proceed on the understanding that you wouldn't want to miss any chances for interested buyers to view your property.

### Timing

Ordinarily, you'll get plenty of notice about an appointment request. Some buyers, however, may ask to see your property as soon as possible. In such cases, a showing could take place within an hour or so. If a buyer requests a change to the timing of a scheduled showing, you'll be given as much notice as possible.

### Special Instructions

Any special instructions you may have given to your listing agent, such as information on pets, parking or security, will be listed in your property file and thoroughly explained to the sales associate who requested the showing.

### The Showing

If you're not on hand during a showing, the sales associate will use the property's lock box to enter. If you're available, sales associates will introduce themselves and give you a business card.

### Privacy

The fewer people around during a showing, the better. It's also a good rule to let the buyer roam freely and discuss the property with the sales associate without interruption. A properly briefed sales associate will know the buyer's needs and will be able to point out the features that meet the requirements.

### Contact Information

If you're not going to be available to approve an appointment request, it's important to notify your sales associate. By leaving a telephone number where you can be contacted, you can be notified immediately about an offer.

### Previews

Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

### Unscheduled Appointments

Ask any people who show up to view your property without an appointment to telephone the listing agent to request a showing. Even if the person identifies himself or herself as a licensed sales associate, an appointment request must be made first through your listing agent.