

Move-Up Analysis | Net Sheet | CMA Report

SELLER(S):

Sales Price: \$355,000

Property Address: Salt Lake City, UT 84111

Settlement Date: 05/31/2021

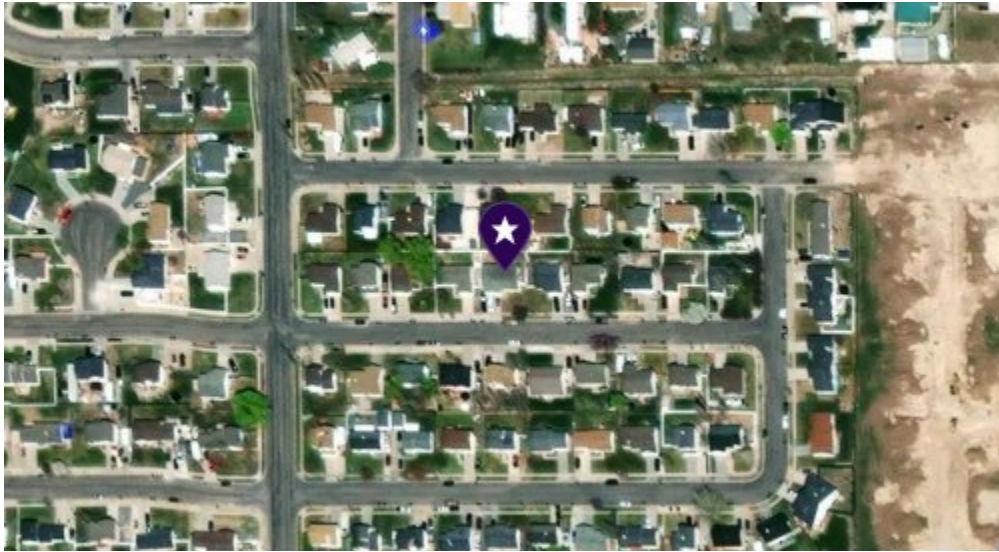
| | Total Fees |
|-------------------------------|---------------------|
| PRORATIONS | |
| County Taxes | \$1,006.02 |
| TITLE FEES | |
| Owner's Title Insurance | \$1,815.00 |
| Settlement Fee | \$400.00 |
| Reconveyance Fee | \$95.00 |
| COMMISSIONS | |
| Listing Agent Commission | \$10,650.00 |
| Selling Agent Commission | \$10,650.00 |
| HOME WARRANTY | |
| | 500.00 |
| SUBTOTAL | |
| | \$25,116.02 |
| Due to Seller | \$329,883.98 |
| Mortgage Payoff | \$191,200 |
| ESTIMATED NET PROCEEDS | \$138,683.98 |

Prepared for.

Date Prepared: 4/20/2021

THIS IS AN ESTIMATE ONLY AND FIGURES ARE SUBJECT TO CHANGE

Comparative Market Analysis



854 West 620 South, Tooele, Utah 84074

AUGUST 7, 2021

Karsten Johnson

The Perry Group

The Perry Group

We specialize in helping our clients find their dream homes with our expertise in Salt Lake and surrounding cities. As a top producing team in Salt Lake City, we also take the time to ensure your understanding of every important detail of the real estate process with unparalleled professionalism, expertise, and service. Our 30+ years of experience in marketing and sales both internationally and locally means we are seasoned professionals with the unique ability to build quality relationships with all of our clients and partners across the board. In today's fast-changing real estate market, we are continually developing innovative concepts to marketing, creative approaches to real estate services and most importantly new ways of caring for our clients.

To better serve our clients, we strive to be local experts and have in-depth expertise in pricing strategies, marketing dynamics, negotiation tactics, and the sales process. We are 100% dedicated to our clients and are known for our innovative and highly personal customer service. Our commitment to improving the client experience has enabled us to sell more than \$100 million dollars of real estate in just the last 5 years alone. Despite our success, we have a single goal when working with clients and this is helping them achieve their real estate goals whether that means finding your dream home at the best value or selling your home for top dollar!

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.

Karsten Johnson

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What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

Contact Me

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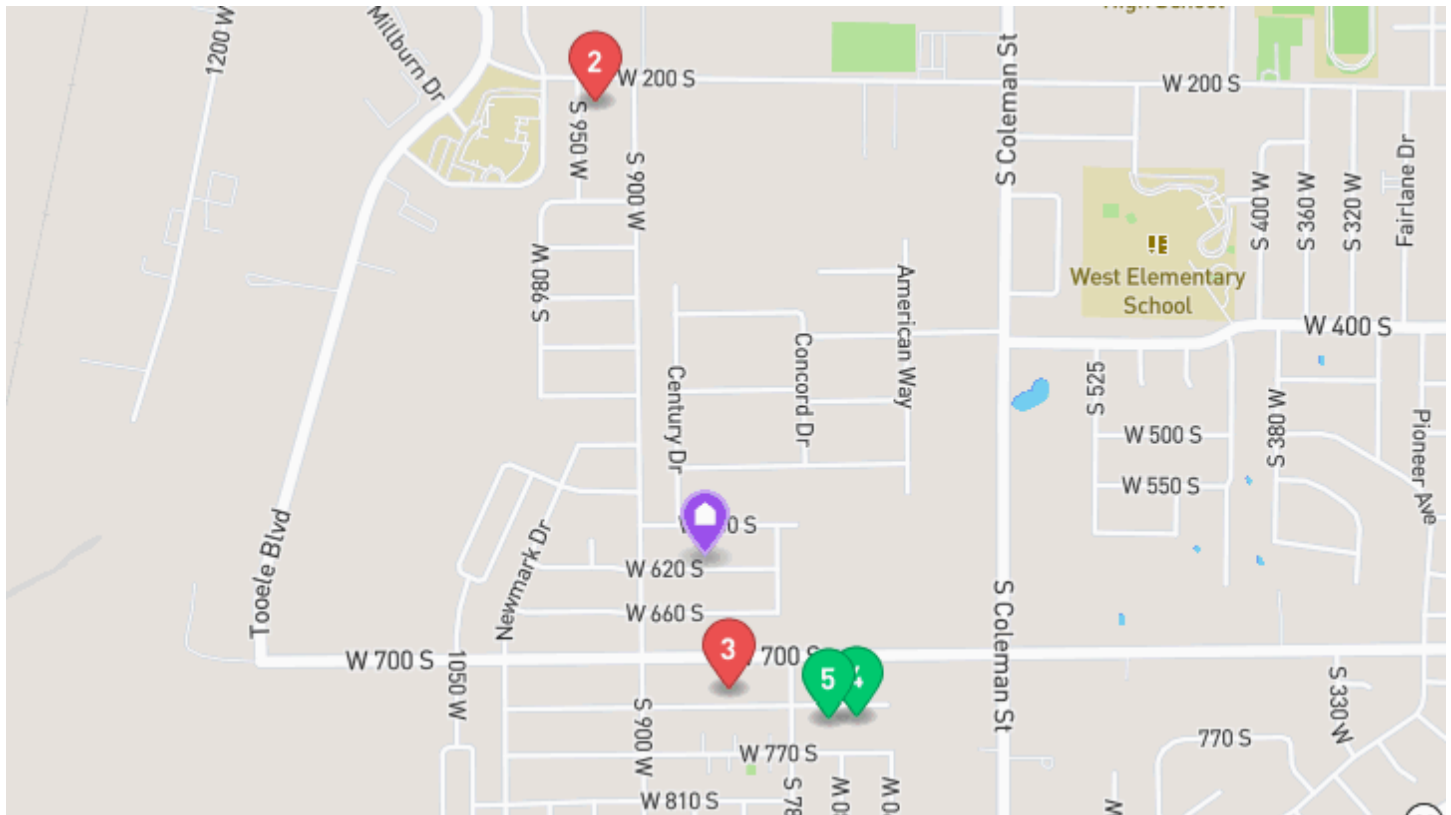


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Map of Comparable Listings



STATUS: S = CLOSED A = ACTIVE

| | MLS # | STATUS | ADDRESS | BEDS | BATHS | SQFT | PRICE |
|----------|----------------|---------------------------------------|--------------------|----------|-------------|--------------|-----------|
| 1 | Subject | 🏠 | 854 W 620 S | 5 | 3.00 | 1,385 | - |
| 2 | 1743190 | S | 221 S 950 W | 5 | 2.00 | 2,148 | \$390,000 |
| 3 | 1743451 | S | 828 W 740 S | 5 | 2.00 | 2,090 | \$400,000 |
| 4 | 1760212 | A | 717 W 740 S | 6 | 2.00 | 2,533 | \$399,900 |
| 5 | 1753246 | A | 743 W 740 S | 6 | 2.00 | 2,625 | \$399,900 |

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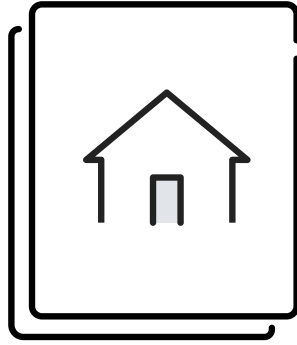
Summary of Comparable Properties

S SOLD LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|-----------------|-----------|------|-------|--------------|------------------|--------------|
| 221 S 950 W | 6/23/21 | 5 | 2.00 | 2,148 | \$390,000 | \$182 |
| 828 W 740 S | 6/30/21 | 5 | 2.00 | 2,090 | \$400,000 | \$191 |
| Averages | | | | 2,119 | \$395,000 | \$186 |

A ACTIVE LISTINGS

| ADDRESS | SOLD DATE | BEDS | BATHS | SQFT | PRICE | \$/SQ.FT |
|-----------------|-----------|------|-------|--------------|------------------|--------------|
| 717 W 740 S | - | 6 | 2.00 | 2,533 | \$399,900 | \$158 |
| 743 W 740 S | - | 6 | 2.00 | 2,625 | \$399,900 | \$152 |
| Averages | | | | 2,579 | \$399,900 | \$155 |



Listings

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Comparable Properties

Photo not available

854 West 620 South

Tooele, Utah 84074

SUBJECT PROPERTY



221 S 950 W

Tooele, UT

CLOSED 6/23/21



828 W 740 S

Tooele, UT

CLOSED 6/30/21



717 W 740 S

Tooele, UT

ACTIVE 8/5/21

Details

| | | | | | | | |
|----------------|---------|----------------|----------------------------------|----------------|----------------------------------|----------------|----------------------------------|
| MLS # | - | MLS # | 1743190 | MLS # | 1743451 | MLS # | 1760212 |
| List Price | - | List Price | \$350,000 | List Price | \$350,000 | List Price | \$399,900 |
| Sold Price | - | Sold Price | \$390,000 | Sold Price | \$400,000 | Sold Price | - |
| Adjusted Price | - | Adjusted Price | - | Adjusted Price | - | Adjusted Price | - |
| Sold Date | - | Sold Date | 6/23/21 | Sold Date | 6/30/21 | Sold Date | - |
| \$/Sold | - | \$/Sqft | \$182 | \$/Sqft | \$191 | \$/Sqft | \$158 |
| DOM | - | DOM | 4 | DOM | 6 | DOM | 2 |
| Year Built | 1998 | Year Built | 1999 | Year Built | 1997 | Year Built | 1997 |
| Sqft | 1,385 | Sqft | 2,148 | Sqft | 2,090 | Sqft | 2,533 |
| Lot Size | 6,098 | Lot Size | 9,583 | Lot Size | 8,276 | Lot Size | 7,840 |
| Area | - | Area | Grantsville; Tooele; Erda; StanP | Area | Grantsville; Tooele; Erda; StanP | Area | Grantsville; Tooele; Erda; StanP |
| Subdivision | - | Subdivision | WESTLAND COVE | Subdivision | WESTLAND COVE | Subdivision | WESTLAND COVE SUBDIV |
| Style | - | Style | ["Rambler/Ranch"] | Style | ["Rambler/Ranch"] | Style | ["Rambler/Ranch"] |
| Taxes | 1852.71 | Taxes | 2086.0 | Taxes | 1935.0 | Taxes | 2369.0 |
| Beds | 5 | Beds | 5 | Beds | 5 | Beds | 6 |
| Baths | 3.00 | Baths | 2.00 | Baths | 2.00 | Baths | 2.00 |
| Garages | 2 | Garages | 2 | Garages | 2 | Garages | 2 |
| Acres | - | Acres | 0.22 | Acres | 0.19 | Acres | 0.18 |

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Comparable Properties

Photo not available



854 West 620 South

Tooele, Utah 84074

SUBJECT PROPERTY

743 W 740 S

Tooele, UT

ACTIVE 7/6/21

Details

| | | | |
|----------------|---------|----------------|----------------------------------|
| MLS # | - | MLS # | 1753246 |
| List Price | - | List Price | \$399,900 |
| Sold Price | - | Sold Price | - |
| Adjusted Price | - | Adjusted Price | - |
| Sold Date | - | Sold Date | - |
| \$/Sold | - | \$/Sqft | \$152 |
| DOM | - | DOM | 21 |
| Year Built | 1998 | Year Built | 1997 |
| Sqft | 1,385 | Sqft | 2,625 |
| Lot Size | 6,098 | Lot Size | 7,840 |
| Area | - | Area | Grantsville; Tooele; Erda; StanP |
| Subdivision | - | Subdivision | WESTLAND COVE SUBDIV |
| Style | - | Style | ["Rambler/Ranch"] |
| Taxes | 1852.71 | Taxes | 2311.0 |
| Beds | 5 | Beds | 6 |
| Baths | 3.00 | Baths | 2.00 |
| Garages | 2 | Garages | 2 |
| Acres | - | Acres | 0.18 |

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Analysis

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Comparable Property Statistics

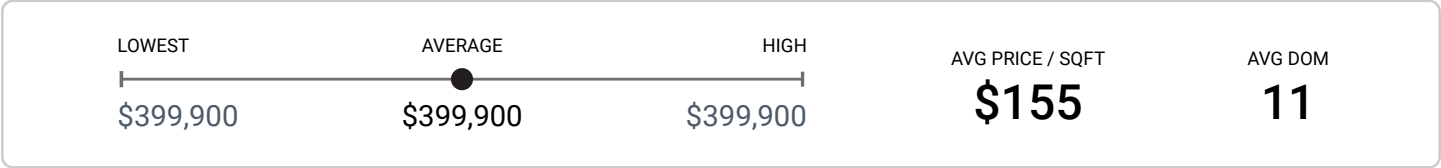
S

2 Sold Listings



A

2 Active Listings



Sold Property Analysis

Averages

112.9%

Homes sold for an average of 112.9% of their list price.

5

Days on market

It took an average of 5 days for a home to sell.

Analysis

| ADDRESS | ORIG LIST PRICE | SOLD PRICE | % OF ORIG LIST PRICE | DOM | \$ PER SQFT |
|-----------------|------------------|------------------|----------------------|----------|--------------|
| 221 S 950 W | \$350,000 | \$390,000 | 111.43% | 4 | \$182 |
| 828 W 740 S | \$350,000 | \$400,000 | 114.29% | 6 | \$191 |
| Averages | \$350,000 | \$395,000 | 112.86% | 5 | \$186 |

The Value of Your Home

In a neighborhood of similar homes, why is one worth more than another? That's the question that's teased buyers and sellers for ages, but the answer is simple.

Every home is different

When a home is sold, a willing seller and a willing buyer determine the value of that home with the sale price. That price then becomes a benchmark for other similar homes, but other factors come into play. The most important are:

Location

The closer a home is to jobs, parks, transportation, schools, and community services, the more desirable it is.

Size

Square footage impacts home value because a larger home is built using more materials, and gives the homeowner more usable space. And a larger lot size could mean more privacy than a smaller one.

Number of bedrooms and baths

Additional bedrooms and bathrooms raise the value of a home compared to similar homes that do not have those rooms.

Features and finishes

Features such as outdoor kitchens and spa baths make a home more luxurious. A home finished with hardwood floors and granite countertops is going to cost more than a home with carpet and laminate countertops.

Condition

The closer a home is to new construction, the more it will retain its value. It's perceived as more modern, up to date, and perhaps safer. Homes that are not updated or in poor repair sell for less as purchasers' factor in the cost of updating and eventually replacing appliances and systems.

Curb appeal

From the street, the home looks clean, fresh, and inviting. Fresh landscaping and flowers won't change the size or location, but they certainly add charm.

When two homes are identical in the same neighborhood, a higher price may come down to something as simple as views, paint colors, or the overall taste of the homeowner.