

Comparative Market Analysis



Comparative Market Analysis

Wednesday, August 4, 2021

Summary of Comparable Listings

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

Active Under Contract

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	List Date	CDOM
	\$ 1,300,000	4	3	2,318	\$ 560.83	1974	PW21146870	7/06/21	26
	\$1,300,000	4	3	2,318	\$560.83	1974	PW21146870	7/06/21	26
	\$1,300,000	4.0	3.00	2,318	\$561	1974			26

Closed

Address	L/S Price	Bd	Bth	Sqft	\$/Sq	Built	ML#	Sold Date	CDOM
5601 Mountain View LN	\$ 1,300,000	4	3	2,318	\$ 560.83	1974	PW21146870	7/06/21	26
19102 Laura LN	\$1,025,000	4	3	2,646	\$387.38	1973	PW20198934	11/05/20	5
5881 Deerfoot LN 6072	\$1,080,000	4	3	2,727	\$396.04	1977	OC20116694	11/19/20	58
Saddletree LN 5772	\$1,090,000	4	3	2,520	\$432.54	1975	OC21041064	5/13/21	18
Mountain View LN 5560	\$1,100,000	4	3	2,790	\$394.27	1975	PW20178271	8/27/20	0
Mountain View LN 5892	\$1,150,000	3	3	2,279	\$504.61	1960	PW20256991	1/08/21	4
Country View LN 5741	\$1,185,000	4	3	2,315	\$511.88	1974	PW21101097	6/11/21	8
Stradella LN 6061	\$1,240,000	4	3	2,826	\$438.78	1976	PW20170308	10/02/20	8
Acacia Hill LN 6021	\$1,250,000	4	2	2,645	\$472.59	1970	PW21090460	6/09/21	8
Foxfield LN 5692	\$1,320,000	5	4	3,074	\$429.41	1976	PW20161924	9/23/20	4
Mountain View LN	\$1,570,000	4	3	2,800	\$560.71	1974	PW21119892	7/26/21	6
	\$1,700,000	4	3	2,831	\$600.49	1962	PW21020096	5/14/21	54
	\$1,246,364	4.0	3.00	2,678	\$466	1972			16

Median: **\$1,212,500**

Average: **\$1,250,833**

On average, these comparable listings sold in 16 days for \$ 1,246,364

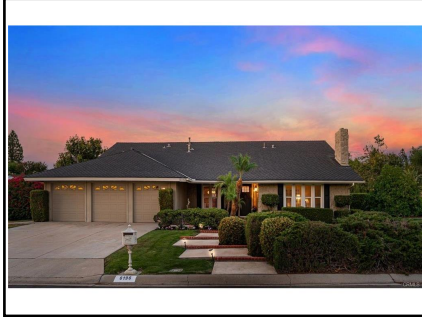
Comparative Market Analysis

6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 2021

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



Subject Property 6

Details

Adjust

5601 Mountain View AV
PW20198934

Adjust

MLS#	PW21146870	Active Under Contract	Active Under Contract	0.00	85 - Yorba Linda	0.00
Status	Active Under Contract	Active Under Contract	Closed			
Area	85 - Yorba Linda	85 - Yorba Linda				
List Price	\$ 1,300,000	\$1,300,000				
Sold Price	\$0.00					
List Date	7/06/21	07/06/2021				
Sold Date						
DOM	26	26	5			
Beds	4	4	0 4			0
Baths	3	3	0 3			0
Style	Ranch	Ranch	0			0
Sqft	2,318	2,318	0 2,646			0
Lot Sqft	14950	14,950	0 14,448			0
Lot Dim			0.00			0.00
Acres	0.3432	0.34	0 0.33			0
Grg Stls	Yes	Yes	0 Yes			0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Drivew;	0 Garage Faces Side, Garage -			0
Age	1974	1974	0 1973			0
Interior	Beamed Ceilings, Built-in Fea	Beamed Ceilings, Built-in Feat	0.00 In-Law Floorplan, Beamed Cei			0.00
Appliances	Built-In Range, Dishwasher,	Built-In Range, Dishwasher, D	0.00			0.00
# FP	Family Room, Living Room, (Family Room, Living Room, G;	0 Family Room			0
Roof	Composition	Composition	0.00 Synthetic, Tile			0.00

Remarks:

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

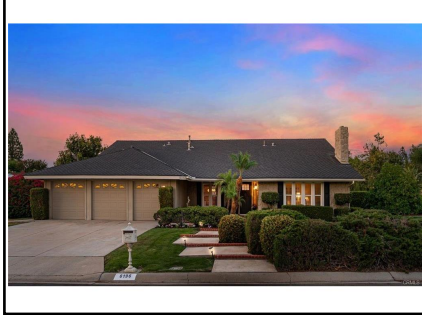
Beautiful & Charming Single-Story Parkside Estate w/Sparkling Pool & Spa ... Light, Bright & Lovingly Updated 4-Bdrm Home Situated on Over 1/3 Acre Expansive Corner Lot Just Steps Away from Yorba Linda Country Club & Golf Course! Exceptional Neighborhood & Location Surrounded by Hiking Trails & Bike 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

Price	\$1,300,000	\$1,025,000
Total Adjustments		
Adjusted Price	\$1,300,000	\$1,025,000

Prepared by
Realty Executives-Premier 714-671-9100

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>
MLS#	PW21146870	19102 Laura LN OC20116694		5881 Deerfoot LN OC21041064	
Status	Active Under Contract	Closed		Closed	
Area	85 - Yorba Linda	85 - Yorba Linda	0.00	85 - Yorba Linda	0.00
List Price	\$ 1,300,000	\$1,099,000		\$1,050,000	
Sold Price	\$0.00	\$1,080,000		\$1,090,000	
List Date	7/06/21	07/23/2020		02/28/2021	
Sold Date		11/19/2020		05/13/2021	
DOM	26	58		18	
Beds	4	4	0	4	0
Baths	3	3	0	3	0
Style	Ranch	Mediterranean	0		0
Sqft	2,318	2,727	0	2,520	0
Lot Sqft	14950	19,800	0	16,500	0
Lot Dim		19800	0.00		0.00
Acres	0.3432	0.45	0	0.38	0
Grg Stls	Yes	Yes	0	Yes	0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Drivew;	0	Driveway, Garage	0
Age	1974	1977	0	1975	0
Interior	Beamed Ceilings, Built-in Fe	Balcony, Bar, Beamed Ceiling;	0.00	Cathedral Ceiling(s), Ceiling F;	0.00
Appliances	Built-In Range, Dishwasher,	6 Burner Stove, Dishwasher, C	0.00	Dishwasher, Disposal, Gas Cc	0.00
# FP	Family Room, Living Room, (Dining Room, Master Bedroom	0	Family Room, Gas	0
Roof	Composition		0.00	Tile	0.00

Remarks:

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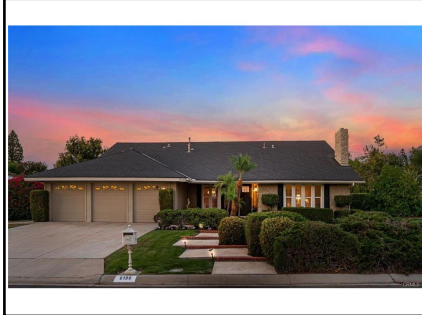
THIS IS IT! Welcome home to this exquisite home on 19102 Laura Lane, located on a PRIVATE cul-de-dac. This home has ALL of the BELLS and WHISTLES! This old world style home is PERFECT for entertaining! LIGHT and BRIGHT large open kitchen with granite counter tops. Travertine flooring throughout the entire 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.

Price	\$1,080,000	\$1,090,000
Total Adjustments		
Adjusted Price	\$1,080,000	\$1,090,000

CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
MLS#	PW21146870			5772 Mountain View AV PW20256991	
Status	Active Under Contract	Closed		Closed	
Area	85 - Yorba Linda	85 - Yorba Linda	0.00	85 - Yorba Linda	0.00
List Price	\$ 1,300,000	\$1,100,000		\$1,000,000	
Sold Price	\$0.00	\$1,100,000		\$1,150,000	
List Date	7/06/21	08/27/2020		12/14/2020	
Sold Date		08/27/2020		01/08/2021	
DOM	26	0		4	
Beds	4	4	0	3	0
Baths	3	3	0	3	0
Style	Ranch		0		0
Sqft	2,318	2,790	0	2,279	0
Lot Sqft	14950	13,910	0	12,078	0
Lot Dim			0.00		0.00
Acres	0.3432	0.32	0	0.28	0
Grg Stls	Yes	Yes	0	Yes	0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Garage	0		0
Age	1974	1975	0	1960	0
Interior	Beamed Ceilings, Built-in Fe		0.00		0.00
Appliances	Built-In Range, Dishwasher,		0.00		0.00
# FP	Family Room, Living Room, (Family Room	0	Family Room, Living Room	0
Roof	Composition		0.00		0.00

Remarks:

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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.

Price	\$1,100,000	\$1,150,000
Total Adjustments		
Adjusted Price	\$1,100,000	\$1,150,000

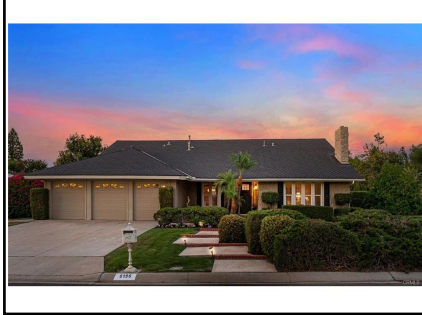
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6196 Saddletree Ln
Yorba Linda, 92886

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		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
MLS#	PW21146870	5560 Mountain View AV PW21101097		5892 Country View DR PW20170308	
Status	Active Under Contract	Closed		Closed	
Area	85 - Yorba Linda	85 - Yorba Linda	0.00	85 - Yorba Linda	0.00
List Price	\$ 1,300,000	\$1,100,000		\$1,249,000	
Sold Price	\$0.00	\$1,185,000		\$1,240,000	
List Date	7/06/21	05/12/2021		08/24/2020	
Sold Date		06/11/2021		10/02/2020	
DOM	26	8		8	
Beds	4	4	0	4	0
Baths	3	3	0	3	0
Style	Ranch	Custom Built, Ranch	0	Mediterranean	0
Sqft	2,318	2,315	0	2,826	0
Lot Sqft	14950	18,800	0	10,912	0
Lot Dim			0.00		0.00
Acres	0.3432	0.43	0	0.25	0
Grg Stls	Yes	Yes	0	Yes	0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Drivew:	0	Direct Garage Access, Drivew:	0
Age	1974	1974	0	1976	0
Interior	Beamed Ceilings, Built-in Fe	Beamed Ceilings, Recessed L	0.00	Beamed Ceilings, Block Walls,	0.00
Appliances	Built-In Range, Dishwasher,	Dishwasher, Gas Range, Gas	0.00	Dishwasher, Gas Range, Refri	0.00
# FP	Family Room, Living Room, (Family Room, Gas Starter	0	Family Room	0
Roof	Composition	Composition	0.00	Concrete	0.00

Remarks:

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Create a masterpiece with this charming West Yorba Linda home! Now is the chance to put your fingerprint in one of the choicest neighborhoods in the city. This custom home sits up from the street on an oversized 18,800 SF lot. It is within easy walking distance to Linda Vista Elementary and within the boundaries of Yorba Linda's finest schools. The house is a single-story, ranch-style with over 2300sf of living space. The kitchen opens to the family room where there are wood-beamed ceilings and a brick fireplace. The dining room is joined with the living room where there the ceiling is vaulted. The ceilings have been scraped and there are recessed lights throughout. There is a 3 car garage, with one of the spaces converted to a gym/storage space. The house has a brand new HVAC system and all new venting. The backyard is a blank canvas for you to create what you want and includes a very large, well-producing avocado tree. There is plenty

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	\$1,185,000	\$1,240,000
Total Adjustments		
Adjusted Price	\$1,185,000	\$1,240,000

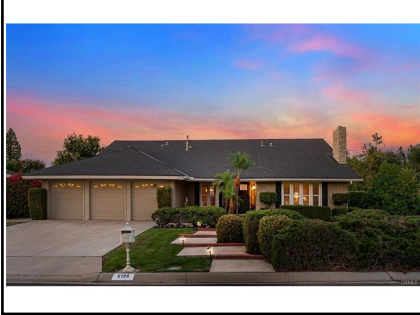
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Yorba Linda, 92886

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6196 Saddletree Ln		5741 Stradella RD			6061 Acacia Hill DR		
MLS#	PW21146870	PW21090460			PW20161924		
Status	Active Under Contract	Closed			Closed		
Area	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
List Price	\$ 1,300,000	\$1,395,000			\$1,279,000		
Sold Price	\$0.00	\$1,250,000			\$1,320,000		
List Date	7/06/21	05/03/2021			08/10/2020		
Sold Date		06/09/2021			09/23/2020		
DOM	26	8			4		
Beds	4	4		0	5		0
Baths	3	2		0	4		0
Style	Ranch	Ranch		0			0
Sqft	2,318	2,645		0	3,074		0
Lot Sqft	14950	11,360		0	10,000		0
Lot Dim				0.00			0.00
Acres	0.3432	0.26		0	0.23		0
Grg Stls	Yes	Yes		0	Yes		0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Drivew;		0			0
Age	1974	1970		0	1976		0
Interior	Beamed Ceilings, Built-in Fe	Ceiling Fan(s), Crown Molding		0.00	In-Law Floorplan, Bar, Built-in		0.00
Appliances	Built-In Range, Dishwasher,	Dishwasher, Double Oven, Dis		0.00	Barbecue, Dishwasher, Gas &		0.00
# FP	Family Room, Living Room, (Family Room, Gas Starter		0	Family Room		0
Roof	Composition	Tile		0.00			0.00

Remarks:

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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

Price	\$1,250,000	\$1,320,000
Total Adjustments		
Adjusted Price	\$1,250,000	\$1,320,000

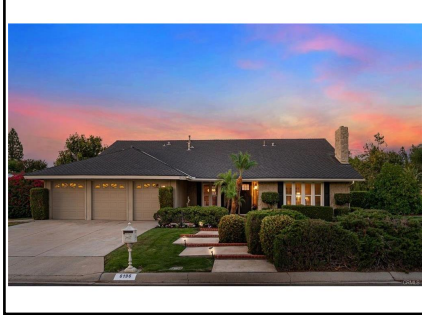
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6196 Saddletree Ln		6021 Foxfield LN			5692 Mountain View AV		
MLS#	PW21146870	PW21119892			PW21020096		
Status	Active Under Contract	Closed			Closed		
Area	85 - Yorba Linda	85 - Yorba Linda		0.00	85 - Yorba Linda		0.00
List Price	\$ 1,300,000	\$1,449,999			\$1,799,000		
Sold Price	\$0.00	\$1,570,000			\$1,700,000		
List Date	7/06/21	06/02/2021			02/04/2021		
Sold Date		07/26/2021			05/14/2021		
DOM	26	6			54		
Beds	4	4		0	4		0
Baths	3	3		0	3		0
Style	Ranch			0	Traditional		0
Sqft	2,318	2,800		0	2,831		0
Lot Sqft	14950	14,850		0	12,700		0
Lot Dim				0.00			0.00
Acres	0.3432	0.34		0	0.29		0
Grg Stls	Yes	Yes		0	Yes		0
Prk Char	Direct Garage Access, Drive	Direct Garage Access, Concre		0	Carpport, Direct Garage Access		0
Age	1974	1974		0	1962		0
Interior	Beamed Ceilings, Built-in Fe	Ceiling Fan(s), Granite Counte		0.00	Beamed Ceilings, Cathedral C		0.00
Appliances	Built-In Range, Dishwasher,	6 Burner Stove, Dishwasher, C		0.00	6 Burner Stove, Convection O		0.00
# FP	Family Room, Living Room, (Family Room, Wood Burning,		0	Family Room, Living Room, G		0
Roof	Composition	Spanish Tile		0.00	Tile		0.00

Remarks:

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

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

Price	\$1,570,000	\$1,700,000
Total Adjustments		
Adjusted Price	\$1,570,000	\$1,700,000

Summary of Subject Property

6196 Saddletree Ln

85 - Yorba Linda

List Dt: 07/06/2021

Sub Type: **Single Family Residence**

Sqft: **2,318**

Year Built: **1974**

Sqft Lot: **14950**



County: **Orange**

Style: **Ranch**

Interior: **Beamed Ceilings, Built-in Features, Crown Molding, Granite Counters, Open Floorplan, Pantry, Recessed Lighting, Wainscoting**

Parking: **Direct Garage Access, Driveway, Garage**

Attached Gar: **Yes**

Cooling: **Central Air**

Heating: **Central**

View: **City Lights, Golf Course, Hills, Neighborhood, Peek-A-Boo, Pool, Trees/Woods**

Pool: **Private, In Ground**

Fireplace: **Family Room, Living Room, Gas Starter**

Lot: **Back Yard, Corner Lot, Front Yard, Lawn, Lot 10000-19999 Sqft, Park Nearby, Sprinkler System**

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 Cooktop, Trash Compactor & Dual Ovens - Breakfast Eating Nook w/Big French Slider to Backyard - Kitchen Open to Inviting Family Great Rm w/Stone Fireplace - Master Suite w/Dual Wardrobes & Slider to Backyard - Updated Master Bathroom Offers Tile Flooring, Dual Corian Vanities & Step-Down Tile Shower/Tub with View of Private Atrium - Three Additional Good-Sized Bedrooms - Full Hall Bathroom w/Door to Backyard & Pool/Spa - Charming Remodeled ¾ Bathroom w/Wainscoting & Subway Tile Shower - Convenient Inside Laundry Rm w/Sink - Attached 3-Car Garage w/Direct Access to Home - All Newer Simonton Dual-Pane Windows & Doors (2016) - Newer Water Heater (2019) – Newer Furnace (2019) - Water Softener System (2018) - Approx 14,950-SqFt Coveted Corner Lot Surrounded by Peek-a-Boo Views of Golf Course, Tree Tops & Hills - Enjoy Pool & Spa, Plus Grass for Pets & Play! Abundant Space for Future Home Expansion and/or New Construction - No Mello Roos Tax – No HOA Dues - Award-Winning Placentia-Yorba Linda School District: Glenview Elementary, Bernardo Yorba Middle & Esperanza High



Comparative Market Analysis

6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 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 \$1,799,000

3 to 5 Bedrooms

2.00 to 4.00 Bathrooms

2,279 to 3,074 Square Feet

\$387 to \$600 per Square Foot

Built between 1960 and 1977

44 to 61 years old





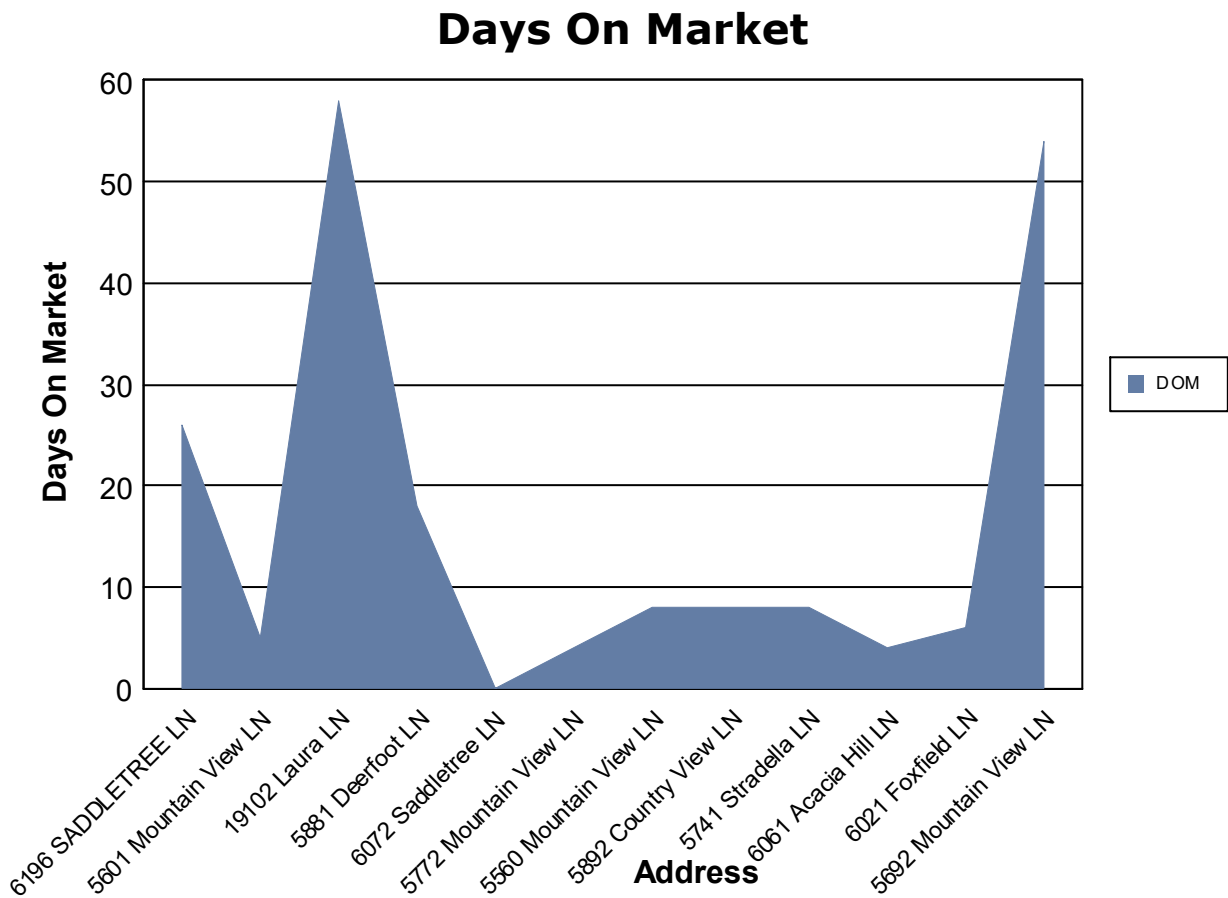
Comparative Market Analysis

6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 2021

Number of Days On Market

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





Comparative Market Analysis

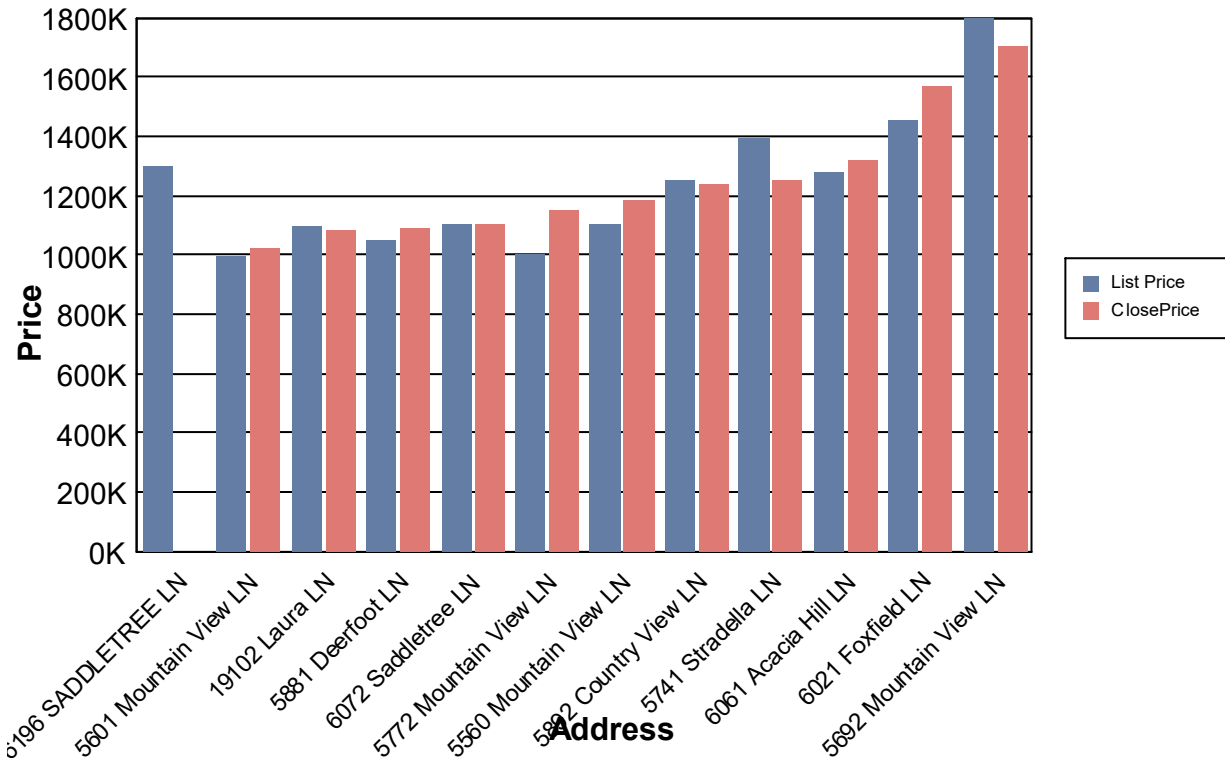
6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 2021

List Price and Sale Price

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

Price Graph





Comparative Market Analysis

6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 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.

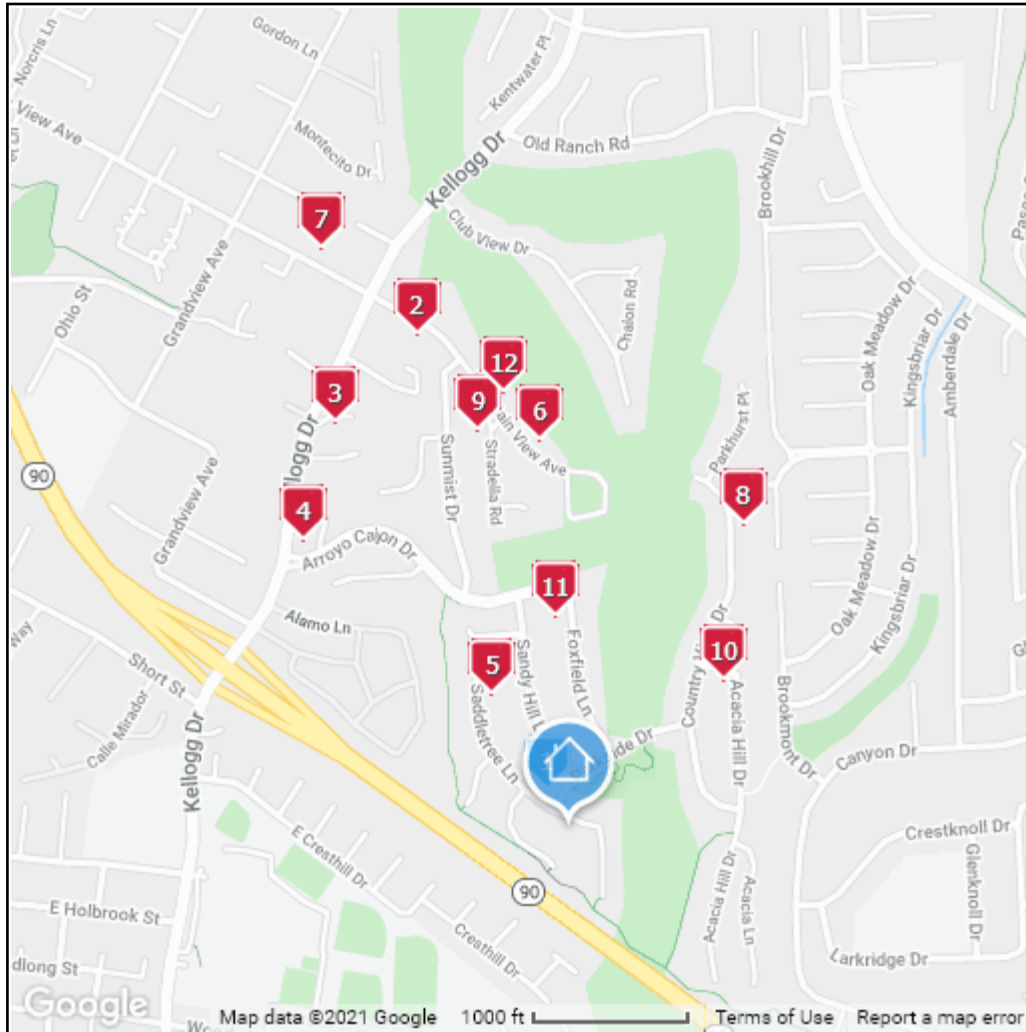
Comparative Market Analysis

6196 Saddletree Ln
Yorba Linda, 92886

Wednesday, August 4, 2021

CMA Map Layout

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

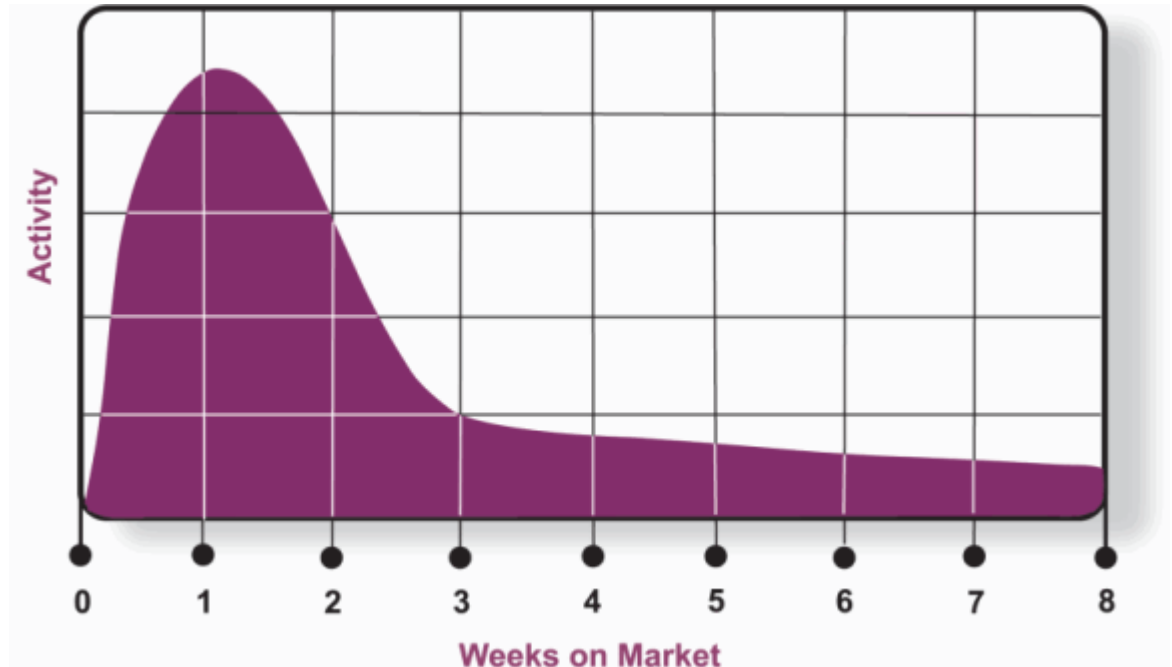


- 6196 Saddletree Ln
- 1 6196 Saddletree Lane
- 2 5601 Mountain View Avenue
- 3 19102 Laura Lane
- 4 5881 Deerfoot Lane
- 5 6072 Saddletree Lane
- 6 5772 Mountain View Avenue
- 7 5560 Mountain View Avenue
- 8 5892 Country View Drive
- 9 5741 Stradella Road
- 10 6061 Acacia Hill Drive
- 11 6021 Foxfield Lane
- 12 5692 Mountain View Avenue



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.

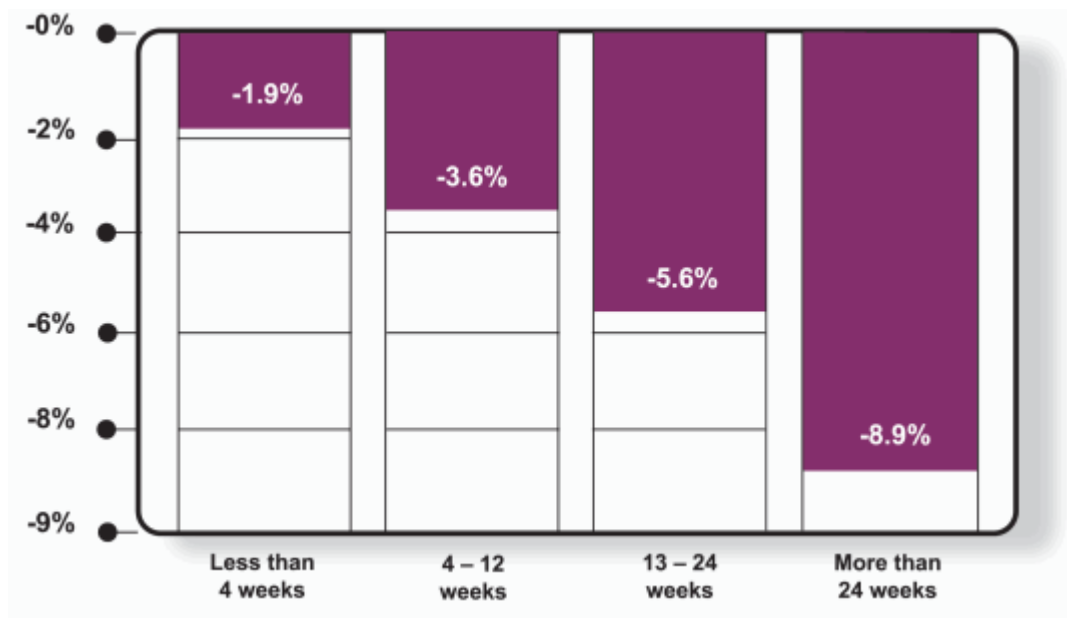




The Effect of Over Pricing

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

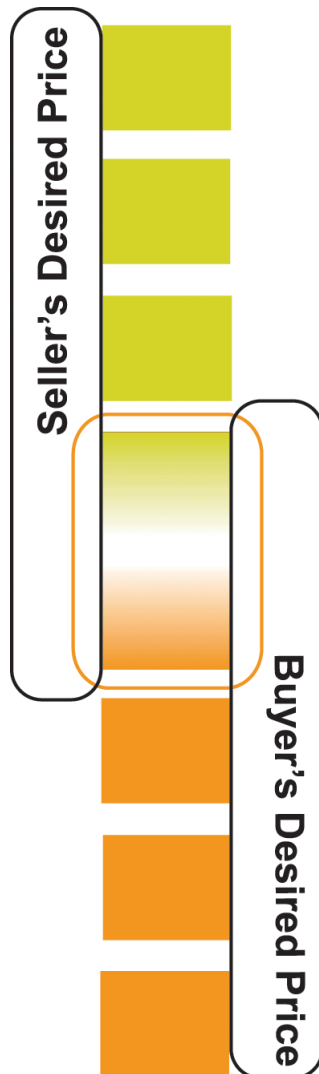
This chart highlights the importance of pricing correctly at market value.

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

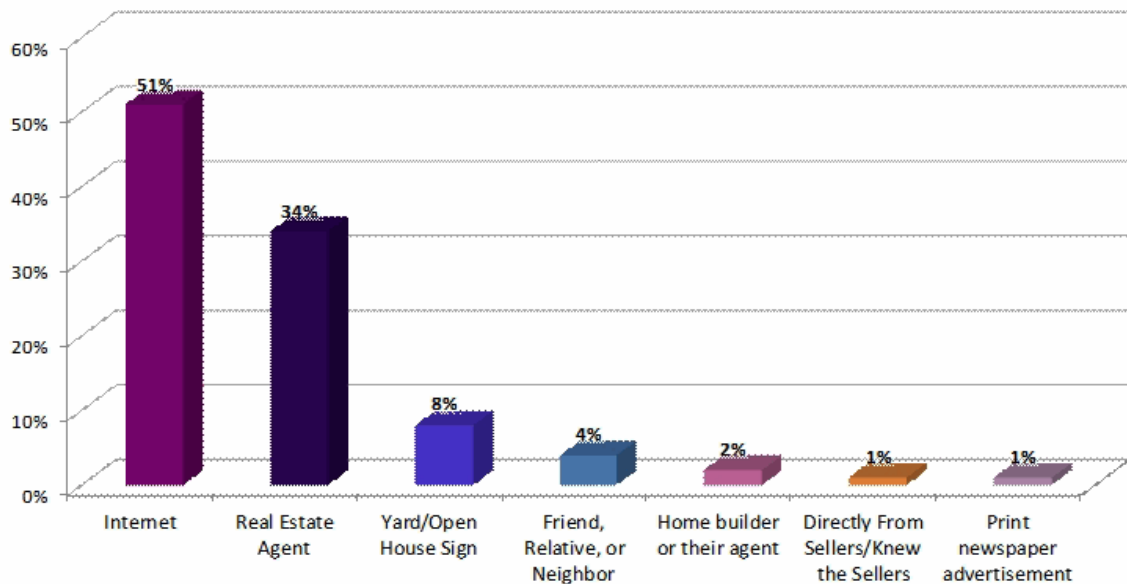
This page illustrates the primary sources of buyers for your property.

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

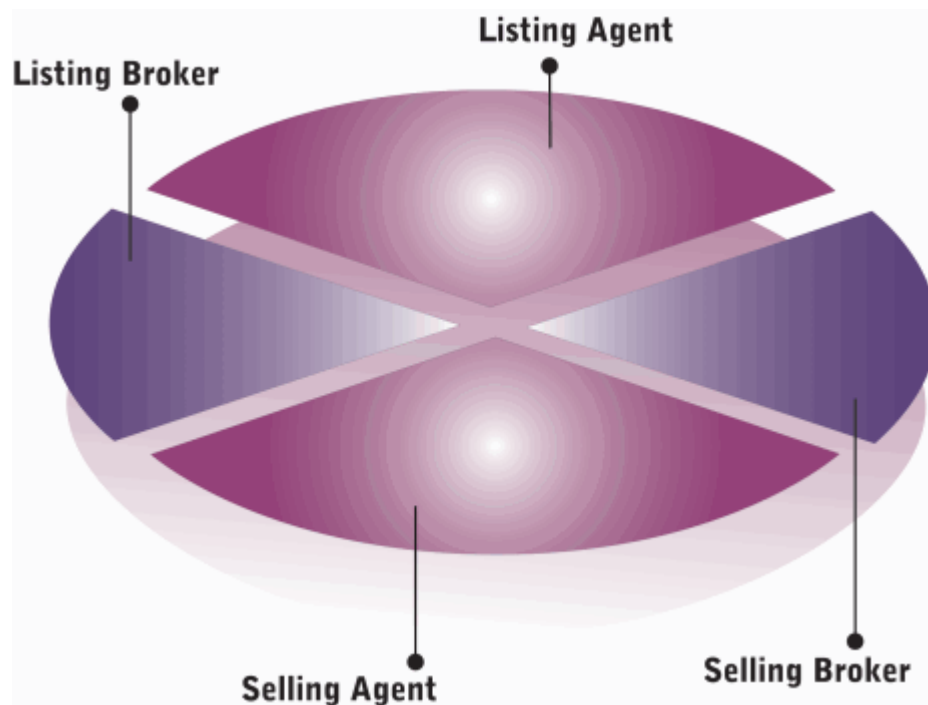
Source: National Association of REALTORS®
2016 Profile of Home Buyers and Sellers





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.