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Researched and prepared by	Subject Property
Ryan Arguello	323 2ND
	NEWTON, IA
Prepared exclusively for	50208
Ryan Arguello	

Prepared on  
July 03, 2017



**Ryan Arguello**  
Keller Williams Ankeny Metro  
2325 SW State St, Ste D  
Ankeny, IA 50023  
ryanarguello@kw.com



# Comparative Market Analysis

323 2ND  
NEWTON, 50208

Monday, July 3, 2017

## Summary of Comparable Listings

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

### Sold Listings

Address	Price	Beds	Bth F	Bth P	Bth H	Liv Area SF	\$/SqFt	Sold Date
323 2ND		3	2			2136		
620 W 5th Street	\$123,000	4	2	0	0	1,681	\$73.17	10/04/2016
514 S 5th Avenue	\$129,000	3	1	0	0	1,459	\$88.42	09/19/2016
624 W 6th Street	\$133,500	4	1	1	0	1,431	\$93.29	07/13/2016
620 W 7th Street	\$143,500	3	2	0	0	1,119	\$128.24	06/22/2017
<b>Averages:</b>	<b>\$132,250</b>	<b>3.5</b>	<b>1.5</b>	<b>0.3</b>	<b>0.0</b>	<b>1,423</b>	<b>\$95.78</b>	

Median of Comparable Listings: **\$131,250**

Average of Comparable Listings: **\$132,250**

	Low	Median	Average	High	Count
<b>Comparable Price</b>	\$123,000	\$131,250	\$132,250	\$143,500	4
<b>Adjusted Comparable Price</b>	\$123,000	\$131,250	\$132,250	\$143,500	4

On Average, the 'Sold' status comparable listings sold in 93 days for \$132,250





# Comparative Market Analysis

323 2ND  
NEWTON, 50208

Monday, July 3, 2017

## 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>
323 2ND	514 S 5th Avenue		620 W 5th Street	
Status S	Sold		Sold	
Area	Newton		Newton	
Listing #	522912		521435	
Prop SubType	Residential		Residential	
List Price	\$130,000		\$133,000	
Orig.List Price	\$130,000		\$133,000	
Sale Price	\$129,000		\$123,000	
Date Listed	08/01/2016		07/06/2016	
Date Pended	09/16/2016		09/01/2016	
Date Closed	09/19/2016		10/04/2016	
DOM	46		57	
Liv Area Sqft 2136	1,459		1,681	
Basement	Unfinished		Partial Finished, Unfinished	
Bsmnt SqFt	784		995	
Fin Bsmnt SF	0		371	
# Bedrooms 3	3		4	
# Baths(F/P/H) 2//	1/0/0	0/0/0	2/0/0	0/0/0
# Fireplaces				
Garage Desc	2 Detached		2 Detached	
Year Built 1910	1925		1912	
Acres 0.2455	0		0	
New Proposed				
Lot SF	10,890		9,108	
Lot Size	66X165			
Style	1.5 Story		Two Story	
Exterior	Vinyl Siding		Metal Siding	
Zoning	Resd		RES	
\$/Sqft	\$89.10		\$79.12	

Price	\$129,000	\$123,000
Total Adjustments	\$0	\$0
Adjusted Price	\$129,000	\$123,000

Researched and prepared by **Ryan Arguello**

Keller Williams Ankeny Metro





# Comparative Market Analysis

323 2ND  
NEWTON, 50208

Monday, July 3, 2017

## 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>
323 2ND	624 W 6th Street		620 W 7th Street	
Status S	Sold		Sold	
Area	Newton		Newton	
Listing #	510750		533647	
Prop SubType	Residential		Residential	
List Price	\$137,700		\$145,500	
Orig.List Price	\$139,700		\$147,500	
Sale Price	\$133,500		\$143,500	
Date Listed	01/29/2016		03/06/2017	
Date Pended	07/08/2016		06/22/2017	
Date Closed	07/13/2016		06/22/2017	
DOM	161		108	
Liv Area Sqft 2136	1,431		1,119	
Basement	Partial Finished, Walkout		Unfinished	
Bsmnt SqFt	923		720	
Fin Bsmnt SF	550			
# Bedrooms 3	4		3	
# Baths(F/P/H) 2//	1/1/0	0/0/0	2/0/0	0/0/0
# Fireplaces				
Garage Desc	1 Detached		2 Detached	
Year Built 1910	1918		1927	
Acres 0.2455	0		0	
New Proposed				
Lot SF	8,250		7,126	
Lot Size	66X125		54 X 132	
Style	1.5 Story		1.5 Story	
Exterior	Stucco		Vinyl Siding	
Zoning	R		R2	
\$/Sqft	\$96.23		\$130.03	

Price	\$133,500	\$143,500
Total Adjustments	\$0	\$0
Adjusted Price	\$133,500	\$143,500





## Minimums and Maximums

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

### The listings in this analysis can be summarized as follows:

Listing Price between \$130,000 and \$145,500

Selling Price between \$123,000 and \$143,500

3 to 4 Bedrooms

1 to 2 Full Bathrooms

0 Half Bathrooms

1,119 to 1,681 Square Feet

\$79.12 to \$130.03 per Square Foot

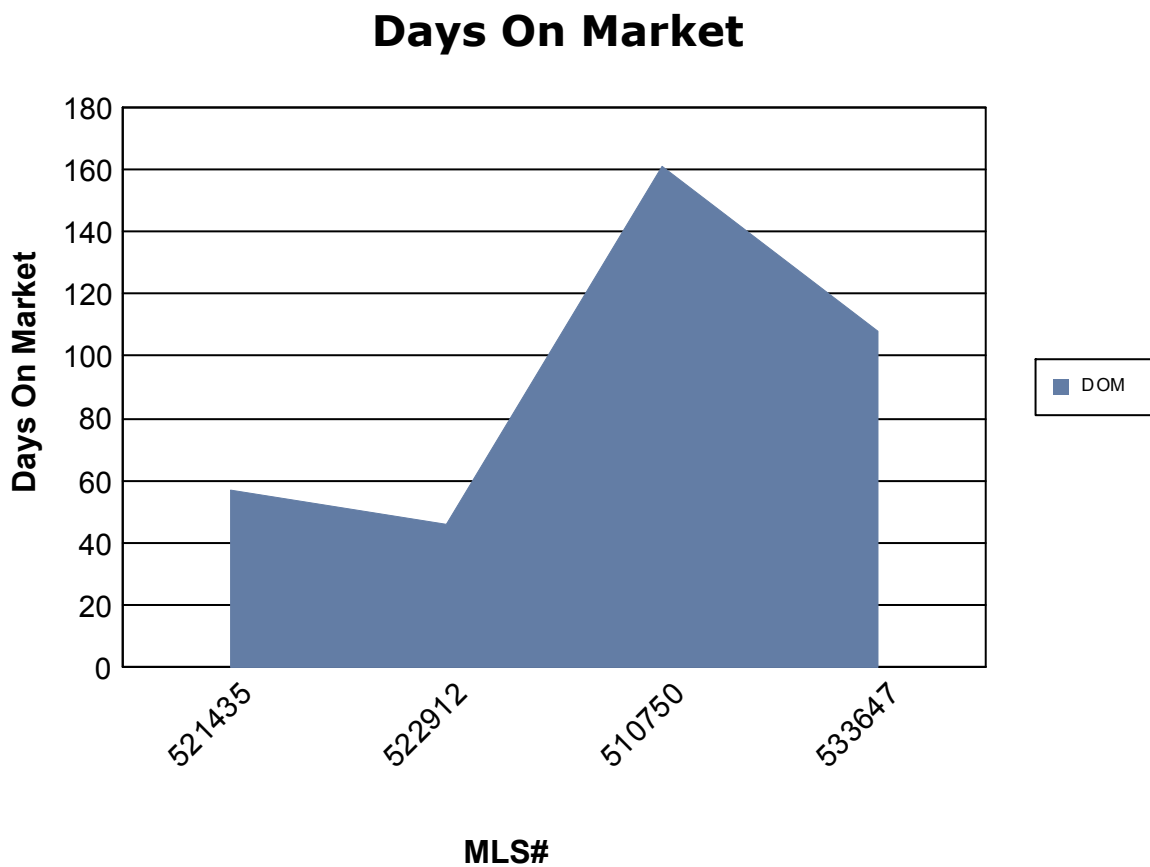
\$73.17 to \$128.24 per Sold Square Foot





## Number of Days On Market

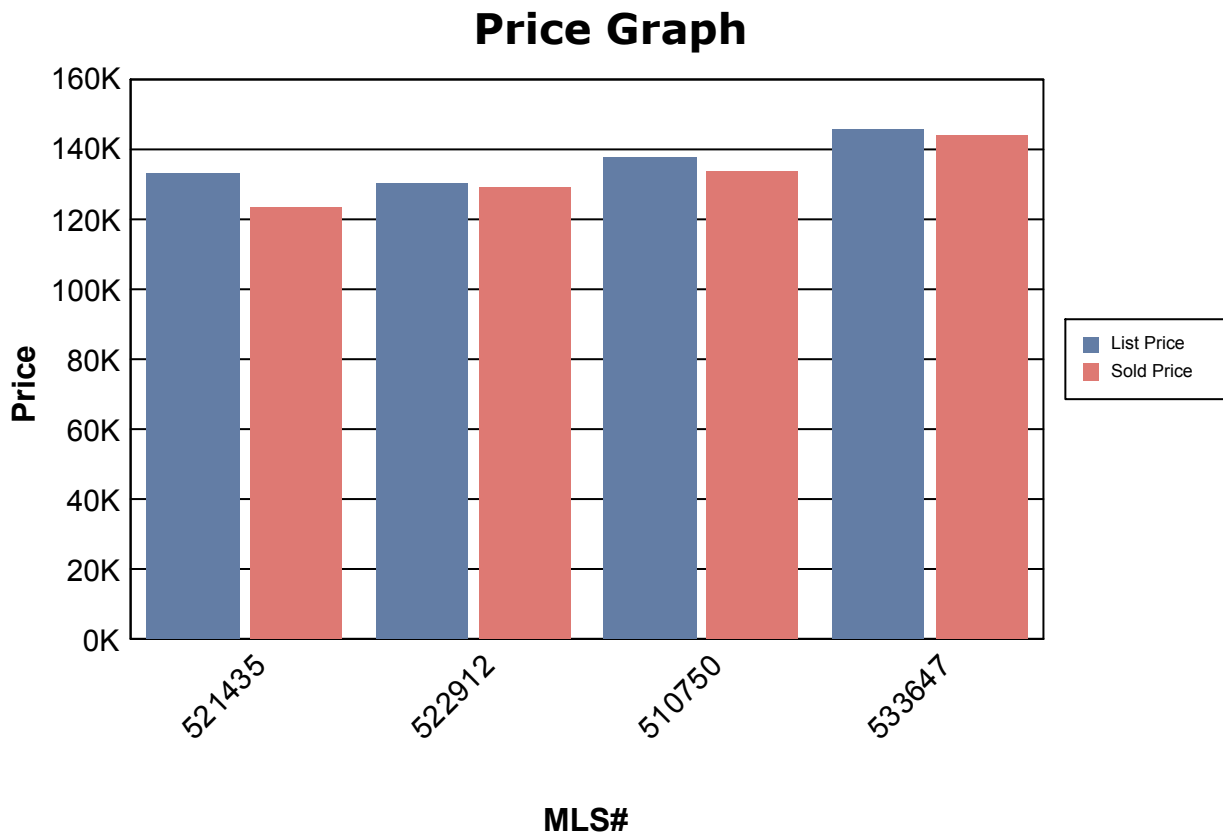
This graph illustrates the number of days on market for the listings in this analysis.





## List Price and Sale Price

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





## Brief Summary of Compared Listings

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

### Status: Sold

MLS#	Stat Date	Address	Prop Sub Type	Liv Area	Bds	Bth	L/S Price	DOM
521435	10/04/2016	620 W 5th Street	Residential	1,681	4	2/0/0	\$123,000	57
522912	09/19/2016	514 S 5th Avenue	Residential	1,459	3	1/0/0	\$129,000	46
510750	07/13/2016	624 W 6th Street	Residential	1,431	4	1/0/1	\$133,500	161
533647	06/22/2017	620 W 7th Street	Residential	1,119	3	2/0/0	\$143,500	108
<b>Averages:</b>				<b>1,423</b>	<b>4</b>	<b>2/0/0</b>	<b>\$132,250</b>	<b>93</b>

### Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg CDOM
Sold	4	\$132,250	\$95.78	\$131,250	\$123,000	\$143,500	66
<b>Total</b>	<b>4</b>	<b>\$132,250</b>	<b>\$95.78</b>	<b>\$131,250</b>	<b>\$123,000</b>	<b>\$143,500</b>	<b>66</b>







## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 620 W 5th Street



<b>MLS #:</b>	521435	<b>Status:</b>	S	<b>Beds:</b>	4	<b>L Price:</b>	\$133,000
<b>County:</b>	Jasper	<b>Baths:</b>	2/0/0	<b>S Price:</b>	\$123,000	<b>S Date:</b>	10/4/2016
<b>Prop Type:</b>	Residential	<b>Liv SF:</b>	1,681				
<b>Sub Type:</b>	Residential						

**Rmks:** Wow! What a find with this amazing home! This house has been beautifully maintained. You will have to see it to believe it! 4 bedrooms and 2 full size bathrooms. Nice closet space & a lot of great storage as well. The basement is very clean and partially finished. New roof in 2007 as well for the heating system in 2007. The fuse box was replaced in 2006 plus the plumbing has been redone about 1995 and 1st floor bath in 2016. Another huge benefit with this property, only 3 separate owners. The last 50 years "approximately" in the same family. They just don't build them like this anymore, gorgeous! Take that short commute from Des Moines, Ankeny & surrounding areas to peaceful, lovely Newton. Located on the Southwest side with easy access to the interstate.

#### 514 S 5th Avenue



<b>MLS #:</b>	522912	<b>Status:</b>	S	<b>Beds:</b>	3	<b>L Price:</b>	\$130,000
<b>County:</b>	Jasper	<b>Baths:</b>	1/0/0	<b>S Price:</b>	\$129,000	<b>S Date:</b>	9/19/2016
<b>Prop Type:</b>	Residential	<b>Liv SF:</b>	1,459				
<b>Sub Type:</b>	Residential						

**Rmks:** Charming & cozy home with character! Main floor master. Open floor plan. Formal dining room w/ built in hutch. Large office. Hardwood floors-refinished, tall ceiling and newer x-tall windows. Remodeled kitchen offers maple cabinetry from Moehl millwork. Soft close, dove tailed and full extension drawers. Granite countertops with Blanco Under mount granite-Quartz composite sink Tile backsplash. Tile floors. Breakfast bar area. French doors to deck. Large bathroom with heated tile floors. 2 bedrooms up great sized with walk in closets. Large yard with privacy fence w/ access gates, 2 tier deck. Storage shed. 2.5 car insulated detached garage with 220 and lots of storage. Many updates-GREAT LOCATION!

#### 624 W 6th Street



<b>MLS #:</b>	510750	<b>Status:</b>	S	<b>Beds:</b>	4	<b>L Price:</b>	\$137,700
<b>County:</b>	Jasper	<b>Baths:</b>	1/0/1	<b>S Price:</b>	\$133,500	<b>S Date:</b>	7/13/2016
<b>Prop Type:</b>	Residential	<b>Liv SF:</b>	1,431				
<b>Sub Type:</b>	Residential						

**Rmks:** Beautifully Updated 3 Bedroom Home with Plenty of Space and Tons of Character! Gorgeous Built-Ins, Custom Tile in Main Floor Bath & Great Natural Light Are Just a Few Features of the Main Level. Huge Rustic Master Bedroom with Ample Closet Space and a Built-In Window Seat Makes up the 2nd Level. If That's Not Enough for You, There's Also a Completely Finished Walkout Basement w/ 4th Bedroom, 3/4 Bath, Family Room and Office Space. Great Southwest Neighborhood and Wonderful Fenced-In Back Yard. New Windows, Roof, Gutters, Etc. Too Many Great Features to List Them All... Call a REALTOR Today to See for Yourself!!





## CMA Pro Report

These pages give a general overview of the selected properties.

### Sold Properties

#### 620 W 7th Street

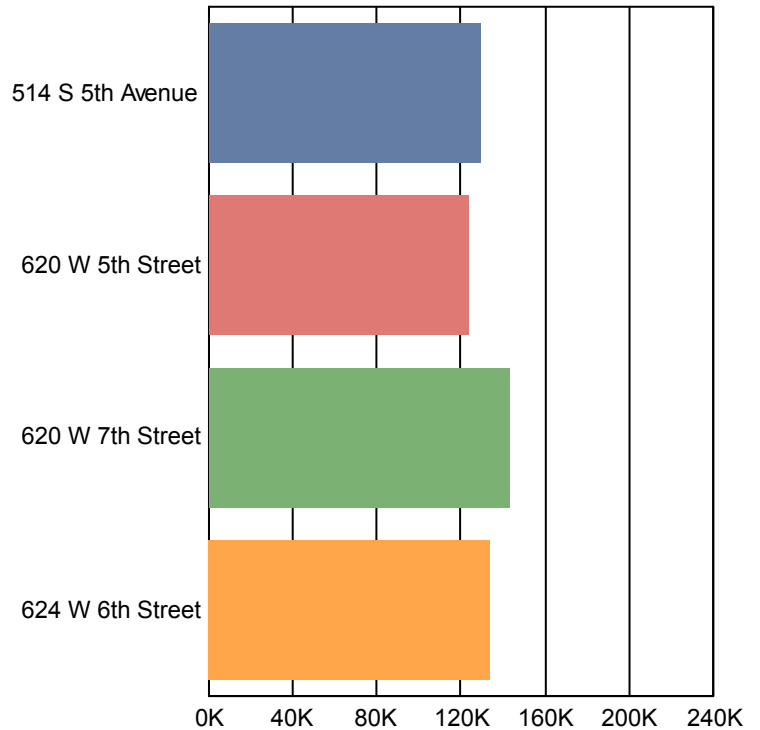


<b>MLS #:</b>	533647	<b>Status:</b>	S	<b>Beds:</b>	3	<b>L Price:</b>	\$145,500
<b>County:</b>	Jasper	<b>Baths:</b>	2/0/0	<b>S Price:</b>	\$143,500	<b>S Date:</b>	6/22/2017
<b>Prop Type:</b>	Residential	<b>Liv SF:</b>	1,119				
<b>Sub Type:</b>	Residential						

**Rmks:** Once you step in the front door you might imagine yourself living in a nice condo in Chicago. Open floor plan. A well apportioned use of space. Beautiful engineered hardwood floors. The kitchen features granite countertops and high-end stainless steel appliances. The cozy master bedroom on the main level offers lots of natural sunlight and is next to the bathroom. Main floor laundry. At the top of the stairs is the Harry Potter room. It's fun, quirky little room perfect for a twin bed or office. A new 2 car garage and poured driveway, along with an intimate patio area. The house was taken back to the studs with new wiring, plumbing & insulation and completely remodeled from top to bottom and has received full approval from Newton Building Inspection.

### Sold Properties

Total # of Listings	<b>4</b>
Lowest Price	<b>\$123,000</b>
Highest Price	<b>\$143,500</b>
Average Price	<b>\$132,250</b>
Avg. Price/SqFt	<b>\$95.78</b>
Avg DOM	<b>93</b>





# Comparative Market Analysis

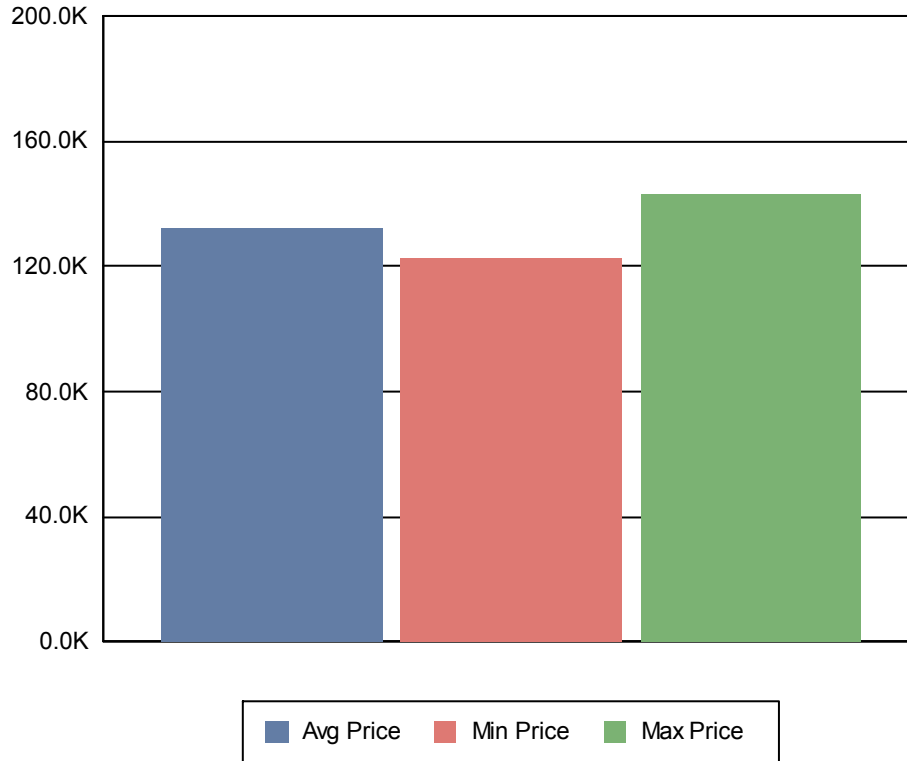
323 2ND  
NEWTON, 50208

Monday, July 3, 2017

## CMA Pro Report

These pages give a general overview of the selected properties.

### Summary Graph/Analysis



### Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Sold	\$123,000	\$143,500	\$132,250	\$95.78
<b>Totals / Averages</b>	<b>\$123,000</b>	<b>\$143,500</b>	<b>\$132,250</b>	<b>\$95.78</b>

### Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP	SP/Sqft
620 W 5th Street	\$133,000	\$123,000	57	%92.48	\$73.17
514 S 5th Avenue	\$130,000	\$129,000	46	%99.23	\$88.42
624 W 6th Street	\$137,700	\$133,500	161	%96.95	\$93.29
620 W 7th Street	\$145,500	\$143,500	108	%98.63	\$128.24
<b>Total Averages</b>	<b>\$136,550</b>	<b>\$132,250</b>	<b>66</b>	<b>%96.82</b>	<b>\$95.78</b>

### Property Summary

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
Sold								
S	620 W 5th Street	4	2/0/0	1,681	\$133,000	\$123,000	10/04/2016	57





## CMA Pro Report

These pages give a general overview of the selected properties.

S	Street Address	Bds	Bth	Sqft	L Price	S Price	Sold Date	DOM
S	514 S 5th Avenue	3	1/0/0	1,459	\$130,000	\$129,000	09/19/2016	46
S	624 W 6th Street	4	1/0/1	1,431	\$137,700	\$133,500	07/13/2016	161
S	620 W 7th Street	3	2/0/0	1,119	\$145,500	\$143,500	06/22/2017	108





## Pricing Recommendation

### General Facts About Pricing...

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

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

### Market Statistics...

#### Sell Price Statistics

**Average Price:** \$132,300  
**High Price:** \$143,500  
**Median Price:** \$131,300  
**Low Price:** \$123,000

#### Sell Price Per Sq. Ft. Statistics

**Average Price/Sq Ft:** \$96  
**High Price/Sq Ft:** \$128  
**Median Price/Sq Ft:** \$91  
**Low Price/Sq Ft:** \$73

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

### Summary...

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 .

## Recommended Price:

