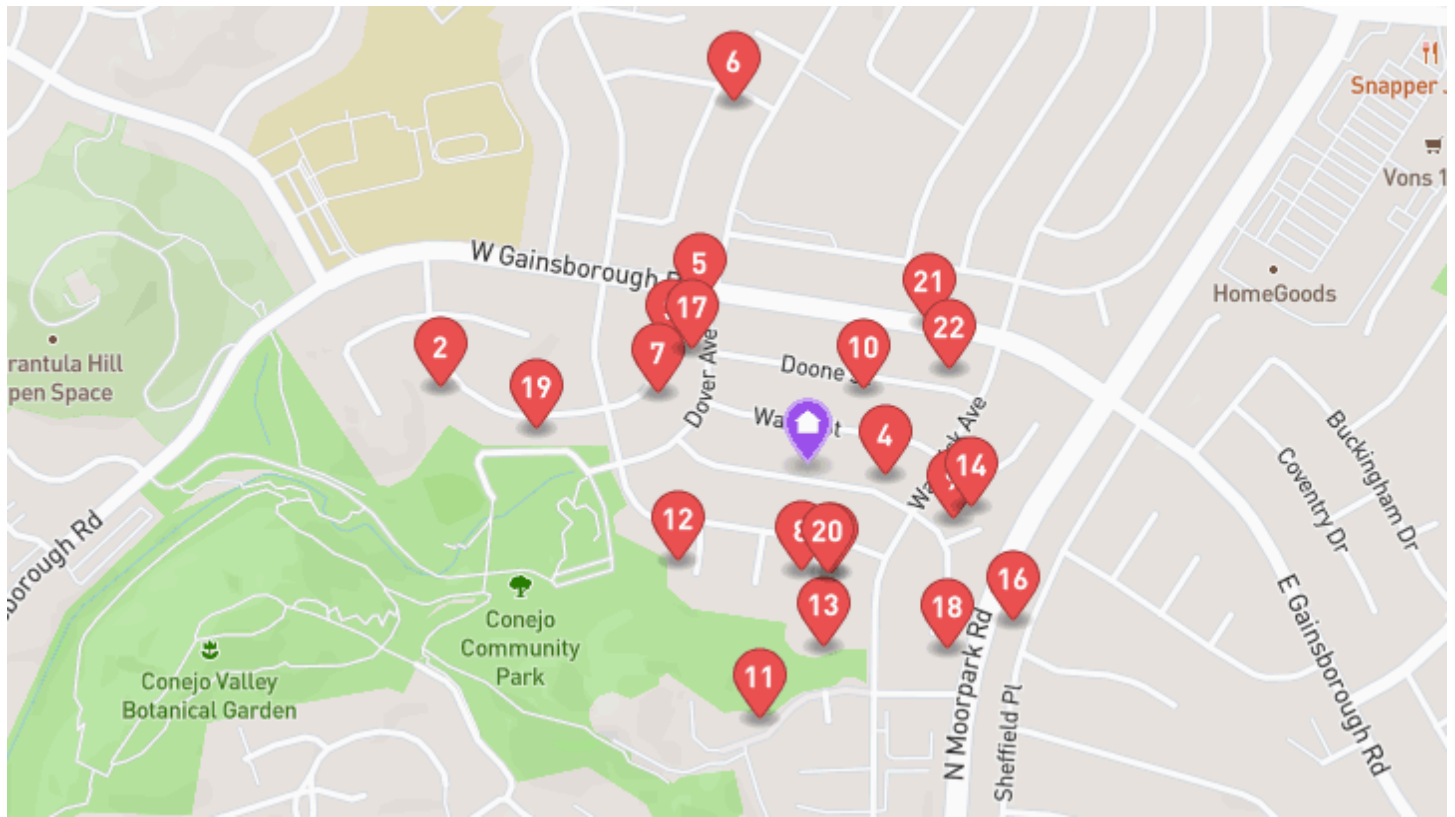


Map of Comparable Listings



STATUS: S = CLOSED

MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject	Shadow Oaks, Thousand Oaks, California 91360	-	-	-	-
2	S	1209 Greenfield Street	5	2.00	2,085	\$1,037,600
3	S	1025 Greenfield Street	3	2.00	1,791	\$1,004,250
4	S	13 Westbury Court	6	3.00	2,383	\$908,000
5	S	104 W Gainsborough Road	3	2.00	1,791	\$800,000
6	S	1490 Dorset Avenue	3	2.00	2,004	\$880,000
7	S	1059 Greenfield Street	5	2.00	1,961	\$1,000,000
8	S	1069 Bart Circle	6	3.00	2,383	\$905,000
9	S	1117 Enfield Circle	4	2.00	2,037	\$965,000
10	S	42 Doone Street	4	2.00	1,961	\$890,000
11	S	107 Mayflower Street	3	4.00	2,892	\$1,370,000
12	S	1079 Avon Circle	3	2.00	1,791	\$1,002,000
13	S	1008 Bart Circle	6	3.00	2,383	\$1,099,000



Ryan Wharton

Aviara Real Estate
 Cell: 805.907.9772
 wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

14	221000464	S	1151 Enfield Circle	3	2.00	1,791	\$880,000
15	SR21028764	S	1068 Bart Circle	4	2.00	1,961	\$905,000
16	SR20246925	S	1059 Sheffield Place	4	2.00	1,680	\$730,000
17	220011519	S	1353 Dover Avenue	4	3.00	2,381	\$842,000
18	220011524	S	91 Westbury Court	4	2.00	1,961	\$835,000
19	220010867	S	1143 Greenfield Street	5	3.00	2,383	\$834,000
20	220010346	S	1068 Bart Circle	4	2.00	1,961	\$781,000
21	SR20235524	S	116 W Gainsborough Road	5	2.00	2,085	\$895,000
22	SR20202659	S	13 Doone Street	5	2.00	2,100	\$810,000



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Summary of Comparable Properties

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
1209 Greenfield Street	6/7/21	5	2.00	2,085	\$1,037,600	\$498
1025 Greenfield Street	5/4/21	3	2.00	1,791	\$1,004,250	\$561
13 Westbury Court	5/10/21	6	3.00	2,383	\$908,000	\$381
104 W Gainsborough Road	5/12/21	3	2.00	1,791	\$800,000	\$447
1490 Dorset Avenue	5/28/21	3	2.00	2,004	\$880,000	\$439
1059 Greenfield Street	7/9/21	5	2.00	1,961	\$1,000,000	\$510
1069 Bart Circle	9/3/21	6	3.00	2,383	\$905,000	\$380
1117 Enfield Circle	9/17/21	4	2.00	2,037	\$965,000	\$474
42 Doone Street	7/30/21	4	2.00	1,961	\$890,000	\$454
107 Mayflower Street	7/16/21	3	4.00	2,892	\$1,370,000	\$474
1079 Avon Circle	5/3/21	3	2.00	1,791	\$1,002,000	\$559
1008 Bart Circle	3/26/21	6	3.00	2,383	\$1,099,000	\$461
1151 Enfield Circle	3/9/21	3	2.00	1,791	\$880,000	\$491
1068 Bart Circle	4/2/21	4	2.00	1,961	\$905,000	\$461
1059 Sheffield Place	1/26/21	4	2.00	1,680	\$730,000	\$435
1353 Dover Avenue	2/4/21	4	3.00	2,381	\$842,000	\$354
91 Westbury Court	1/19/21	4	2.00	1,961	\$835,000	\$426
1143 Greenfield Street	12/14/20	5	3.00	2,383	\$834,000	\$350
1068 Bart Circle	11/17/20	4	2.00	1,961	\$781,000	\$398
116 W Gainsborough Road	2/18/21	5	2.00	2,085	\$895,000	\$429
13 Doone Street	11/20/20	5	2.00	2,100	\$810,000	\$386
Averages				2,084	\$922,516	\$446



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Sold Property Analysis

Averages

102.4%

Homes sold for an average of 102.4% of their list price.

49

Days on market

It took an average of 49 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
1209 Greenfield Street	\$945,000	\$1,037,600	109.80%	4	\$498
1025 Greenfield Street	\$950,000	\$1,004,250	105.71%	2	\$561
13 Westbury Court	\$899,000	\$908,000	101.00%	22	\$381
104 W Gainsborough Road	\$749,000	\$800,000	106.81%	51	\$447
1490 Dorset Avenue	\$929,000	\$880,000	94.73%	43	\$439
1059 Greenfield Street	\$899,000	\$1,000,000	111.23%	4	\$510
1069 Bart Circle	\$899,900	\$905,000	100.57%	12	\$380
1117 Enfield Circle	\$929,000	\$965,000	103.88%	404	\$474
42 Doone Street	\$849,000	\$890,000	104.83%	19	\$454
107 Mayflower Street	\$1,480,000	\$1,370,000	92.57%	264	\$474
1079 Avon Circle	\$919,000	\$1,002,000	109.03%	25	\$559
1008 Bart Circle	\$1,099,000	\$1,099,000	100.00%	19	\$461
1151 Enfield Circle	\$845,000	\$880,000	104.14%	31	\$491
1068 Bart Circle	\$879,000	\$905,000	102.96%	5	\$461
Averages	\$907,511	\$922,516	101.65%	49	\$446



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Averages

102.4%

Homes sold for an average of 102.4% of their list price.

49 Days on market

It took an average of 49 days for a home to sell.

Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
1059 Sheffield Place	\$699,000	\$730,000	104.43%	8	\$435
1353 Dover Avenue	\$899,000	\$842,000	93.66%	17	\$354
91 Westbury Court	\$839,000	\$835,000	99.52%	14	\$426
1143 Greenfield Street	\$849,000	\$834,000	98.23%	33	\$350
1068 Bart Circle	\$781,000	\$781,000	100.00%	39	\$398
116 W Gainsborough Road	\$899,950	\$895,000	99.45%	5	\$429
13 Doone Street	\$819,900	\$810,000	98.79%	24	\$386
Averages	\$907,511	\$922,516	101.65%	49	\$446



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Mary & Ryan
MILITELLO WHARTON

Your Neighbors
and
Your Realtors

Our average listing sales prices are
13% HIGHER than the property Zestimates

Our system sells your home for more

List your property

Get an as-is offer from one of our buyers

WWW.RYANWHARTON.COM



Another listing
sold OVER the


(Zestimate)

+14%



**1243 Greenfield Street
Thousand Oaks**

**JUST SOLD \$965,000
with Multiple Offers**

READER'S CHOICE AWARD WINNER FOR THE 8TH TIME SINCE 2010!



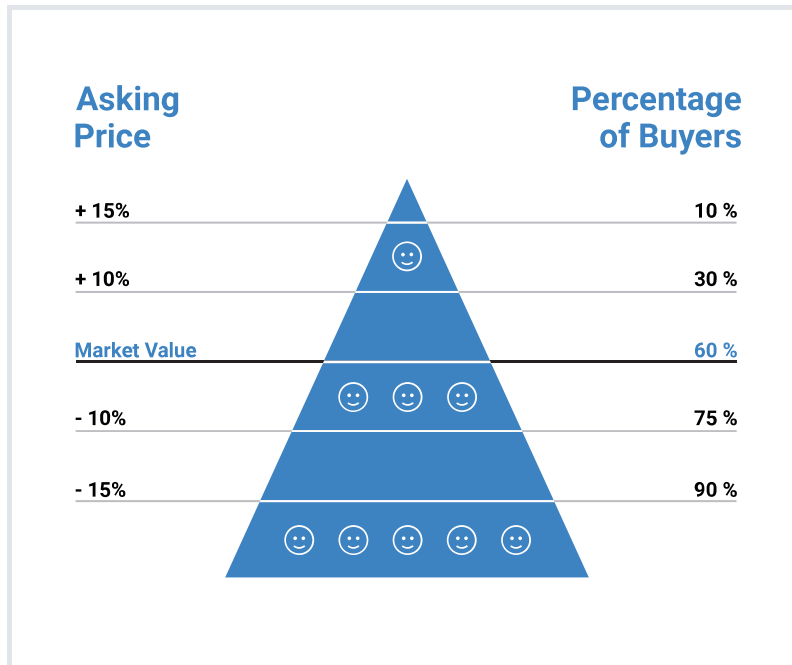
Don't just take our word for it: We've won the *Ventura County Star Reader's Choice Award* **8 times** since 2010! The accolades speak for themselves!

We're honored that **YOU** voted us your **FAVORITE** Real Estate Company again!

Thank You!

Aviara is the largest independent real estate company in Ventura County!

Intelligent Pricing and Timing



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.



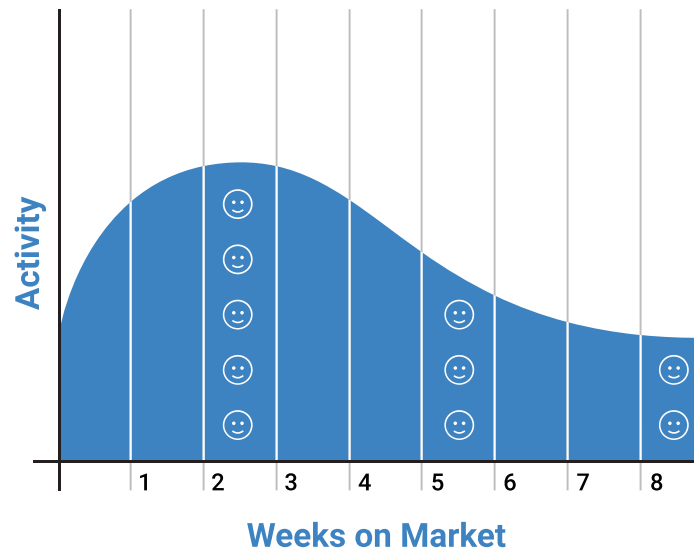
Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Intelligent Pricing and Timing



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Curb Appeal, A First Impression That Lasts

Most buyers form their first impression of your home before they even get out of the car. Curb appeal is the view from the curb that gives potential buyers the first chance to fall in love with your home.

The exterior of your home should be in pristine condition - clean, cleared of clutter, with no visible repairs needed. A broken step, overgrown bush, or abandoned toys in the yard can spoil both the home's appearance and the potential buyer's first impression.

Here's a simple cleanup and spruce up checklist to make sure your home leaves a stellar first impression:

- Clear driveways and walkways of snow, weeds, and debris. Repair or replace cracked steps or pavers. Whenever possible, driveways should be clear of vehicles.
- Keep your lawn mowed, edged, and watered. Prune dead branches and plants. Weed flower beds and replace leggy, thin landscaping with fresh plants and flowers.
- Replace loose or damaged roof shingles, clean the gutters, and paint and caulk window trim and doors.
- Make the front door area shine: consider repainting your front door and placing a new welcome mat. Polish the door hardware and make sure all front facing windows are clean.
- Power wash siding, brick, windows, and porches.
- Replace light fixtures -and if possible, pick new fixtures with the same mounting system to save time and hassle.
- Install new house numbers that match the finish of your light fixtures.
- Consider upgrading your mailbox; it's an inexpensive fix and the first thing that buyers will see when they pull up to your home.
- Install flowerboxes or pots of blooming flowers for a pop of color.
- Hang a seasonal wreath from your front door.



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

Showings and Open House Checklist

Once your home goes on the market, real estate agents may call to show your home anytime, even if you've listed preferred showing times in the instructions. Keeping your home in showtime condition can be challenging, especially if you have children and pets. Here are some pointers for presenting your home in the best light

Showings & Open House Checklist

- Eliminate clutter: The less cluttered your home, the better it shows. If you have a lot of knick-knacks, collections, or family mementos, consider renting a portable storage unit, which can be stored until it's time to deliver it to your new home.
- Keep, donate, throw away: If you have time before you go on the market, sort unwanted belongings into one of these three baskets. You'll receive more in tax benefits for your donations than pennies on the dollar at a garage sale. It's faster, more efficient and you'll help more people.
- Remove temptations: Take valuable jewelry and collectibles to a safety deposit box, a safe, or store them in a secure location. Also secure your prescription medicine and private financial documents.
- Remove breakables: Figurines, china, crystal and other breakables should be packed and put away in the garage or storage.
- Be hospitable: You want your home to look like a home. Open the blinds, turn on the lights, and make visitors feel welcomed.
- Have a family plan of action: When a showing happens at an inconvenient time, get the family engaged. Everyone can pitch in to tidy up in a hurry: pick up glasses, plates, clothing, and anything else left lying about.
- Get in the habit: Wash dishes immediately after meals. Clean off countertops. Make beds in the morning. Keep pet toys and beds washed and smelling fresh.
- Clean out the garage and attic: Buyers want to see what kind of storage there is.

The Essential Five-minute Clean-up for Showings

Everyone gets a basket and cleans up clutter. Check for hazards, like toys left on the floor. Make sure all toys, including bicycles, are put away.

- Put pets in daycare, sleep cages or take them with you: In the listing instructions, there should be a warning if there is a big dog on premises. Buyers with allergies also may appreciate knowing in advance if you have pets.
- Turn on lights: Open the drapes, turn on lights so buyers can really see.
- Give the buyer privacy: The buyer cannot come to your home without being accompanied by an agent. They will be more comfortable touring the home without your presence.



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699

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.



Ryan Wharton

Aviara Real Estate

Cell: 805.907.9772

wharton.ryan@gmail.com | ryanwharton.com | DRE # 01244699



Leading The Way

Aviara
REAL ESTATE

GROWTH TO SUCCESS

2004 - 2017

7,250+
Transactions

\$4,350,000,000+
Sold real estate

Leading The Way

Aviara
REAL ESTATE

#1

Aviara is the largest independent
real estate company in Ventura County

170+

Active Shareholders/Agents

700+

Transactions closed in 2017

2004

Year Aviara Real Estate was founded

\$500,000,000+

Sold Real Estate in 2017