

Comparative Market Analysis

*Prepared especially for
Judy Quinn and David Linden*

*Presented by
Temple & Kerstin Williams, Realtors®
561-241-6323 (office)
561-251-6187 (TW Cell)
561-271-8121 (KW Cell)*

Front view



Rear view



Comparative Market Analysis

Prepared especially for
Judy Quinn and David Linden

Ground Floor



Second Floor



Market Analysis Summary

PROPERTIES FOR SALE

Address	City	Beds	Baths	Sq.Ft.	DOM	Orig. List	List Price	Price Change
988 NW 18TH AVENUE 0	BOCA RATON	3	2.10	1,446	8	\$445,000	\$445,000	\$0
1165 NW 18TH AVE 1165	BOCA RATON	4	2.10	2,100	10	\$479,000	\$479,000	\$0
AVERAGES:		4	2.10	1,773	9	\$462,000	\$462,000	\$0

PROPERTIES SOLD

Address	City	Beds	Baths	Sq.Ft.	DOM	Orig. List	Sale Price	Price Change
610 NW 7TH AVE	BOCA RATON	3	2.00	1,752	157	\$333,000	\$290,000	<\$43,000>
23 ROYAL PALM WAY 15	BOCA RATON	3	2.00	1,738	134	\$525,000	\$475,000	<\$50,000>
AVERAGES:		3	2.00	1,745	145	\$429,000	\$382,500	<\$46,500>

Currently For Sale



Address: 988 NW 18TH AVENUE 0
City: BOCA RATON
Bedrooms: 3
Baths: 2.10
Square Feet: 1,446
Orig List: \$445,000
List Price: \$445,000
Date Listed: 03/01/05
LP \$/Sq.Ft: \$308
DOM: 8

Yr Blt: 2005
Stories: 2
Lot Size:
Parking: 1.0
Pool:
Heating: CENTRAL/ELECTRIC
Cooling: CENTRAL/ELECTRIC

FANTASTIC, DOWNTOWN LOCATION, STEPS FROM TOWN CENTER MALL. BRAND NEW LAKE VIEW TOWNHOME.



Address: 1165 NW 18TH AVE 1165
City: BOCA RATON
Bedrooms: 4
Baths: 2.10
Square Feet: 2,100
Orig List: \$479,000
List Price: \$479,000
Date Listed: 02/27/05
LP \$/Sq.Ft: \$228
DOM: 10

Yr Blt: 2005
Stories: 2
Lot Size: ZERO LOT
Parking: 2.0
Pool:
Heating: CENTRAL
Cooling: CENTRAL

GORGEOUS BRAND NEW CONSTRUCTION GRANITE, STNL STEEL APPLIANCES, 4TH BR IS LOFT W/D IS UPSTAIRS, END UNIT WITH LOTS OF PRIVACY MORE THAN 30,000 IN UPGRADES INC ALL BATHS, 18X18 STONE TILE THRUOUT 1ST FLOOR

Recently Sold



Address: 610 NW 7TH AVE
City: BOCA RATON
Bedrooms: 3
Baths: 2.00
Square Feet: 1,752
Orig List: \$333,000
Sold Price: \$290,000
Sale Date: 03/15/02
SP \$/Sq.Ft: 165.53
DOM: 157

Yr Blt: 2002
Stories: 1
Lot Size: 75 X100
Parking: 0.0
Pool: INGROUND
Heating: CENTRAL/ELECTRIC
Cooling: CENTRAL/ELECTRIC/PADDLE

CHARM SAYS IT ALL! APPEALING 3/2 HOME WITH SMALL DEN ON A LUSH, SECLUDED LOT ON THE EL RIO CANAL. AS CLOSE AS YOU CAN GET TO AN OLD FLORESTA WATER- FRONT HOME. NEWER FLOATING DOCK, SPACIOUS LOT. POOL.



Address: 23 ROYAL PALM WAY 15
City: BOCA RATON
Bedrooms: 3
Baths: 2.00
Square Feet: 1,738
Orig List: \$525,000
Sold Price: \$475,000
Sale Date: 07/09/04
SP \$/Sq.Ft: 273.30
DOM: 134

Yr Blt: 2001
Stories: 1
Lot Size:
Parking: 1.0
Pool:
Heating: CENTRAL
Cooling: CENTRAL

CUSTOM TOUCHES THRU-OUT THIS BEAUTIFUL COACH HOME. WIDE VIEWS OF MARINA , OCEAN ACCESS, DEED 30 FT DOCK, SPLIT BEDROOM PLAN, 3RD BED. COULD BE DEN/HOME OFFICE, GOURMET KITCHEN. CLOSE TO DOWNTOWN BOCA!!

Estimated Seller's Net Sheet

SELLER'S NAME :	Judy Quinn David Linden	
PROPERTY ADDRESS :	Fairfield Gardens Boca Raton , FL 33433	
	Price Range	
	<u>LOW</u>	<u>HIGH</u>
SELLER'S CREDITS		
SALE PRICE.....	\$383,216	\$392,918
TOTAL CREDITS.....	\$383,216	\$392,918
MONIES/DEBT OWED ON PROPERTY		
TOTAL PAYOFFS.....	<u>\$0</u>	<u>\$0</u>
NET EQUITY IN PROPERTY (Total Credits minus Total Payoffs).....	\$383,216	\$392,918
ESTIMATED SELLING CLOSING COSTS		
Brokerage Fee (5%).....	19,161	\$19,646
County Transfer Tax (\$0.70 per \$100).....	2,683	2,750
Recording Fees.....	90	90
Other Seller Fees.....	195	195
APPROXIMATE TOTAL COSTS.....	\$22,129	\$22,681
ESTIMATE OF SELLER'S PROCEEDS.....	<u>\$361,087</u>	<u>\$370,237</u>

The above information has been obtained from sources believed to be reliable. However, the data is for the information of parties only and is not warranted by this company as to the accuracy or completeness. All the data are estimated and are subject to change.

I HAVE READ THE ABOVE FIGURES AND ACKNOWLEDGE RECEIPT OF A COPY OF THIS FORM.

SELLER

SELLER

PRESENTED BY

DATE




PHONE NO.

Pricing Adjustments per Property



Address	Fairfield Gardens Boca Raton	988 NW 18TH AVENUE 0 BOCA RATON	1165 NW 18TH AVE 1165 BOCA RATON
Status	SUBJECT	ACTIVE	ACTIVE
List/Sold Price		\$445,000	\$479,000
LP or SP \$/Sq. Ft.		\$308	\$228
Date Listed/Sold		03/01/05	02/27/05
DOM		8	10
Year Built	2005	2005	2005
Bedrooms	3	3	4
Bathrooms	2.10	2.10	2.10
Square Feet	1,446	1,446	2,100
Lot Size		\$0	<\$149,174:
Parking	1.0 Covered	1.0	ZERO LOT
Basement			\$0
Heating	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC	CENTRAL
Dining Room			
Family Room			
Living Room			
Style	Townhome	TOWNHOUSE	TOWNHOUSE
Stories	2	2	2
Pool			
Cooling	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC	CENTRAL
View		LAKE	GARDEN
Quality	NEW		\$0
Design and Appeal	NEW		NEW
Condition	NEW		NEW
Functional Util.			NEW
Energy Efficiency	BEST		BEST
Remarks		FANTASTIC, DOWNTOWN LOCATION, STEPS FROM TOWN CENTER MALL. BRAND NEW LAKE VIEW TOWNHOME.	GORGEOUS BRAND NEW CONSTRUCT: GRANITE, STNL STEEL APPLIANCES, 4 BR IS LOFT W/D IS UPSTAIRS, END UNIT WITH LOTS OF PRIVACY MORE THAN 30,000 IN UPGRADES INC ALL BATHS, 18X18 STONE TILE THRUOUT FLOOR.
Total Adjustments		\$0	<\$119,174>

Pricing Adjustments per Property

					
Address	Fairfield Gardens Boca Raton	610 NW 7TH AVE BOCA RATON		23 ROYAL PALM WAY 15 BOCA RATON	
Status	SUBJECT	SOLD		SOLD	
List/Sold Price		\$290,000		\$475,000	
LP or SP \$/Sq. Ft.		165.53		273.30	
Date Listed/Sold		03/15/02		07/09/04	
DOM		157		134	
Year Built	2005	2002		2001	\$38,000
Bedrooms	3	3		3	
Bathrooms	2.10	2.00	\$5,000	2.00	<\$5,000>
Square Feet	1,446	1,752	<\$50,651>	1,738	<\$79,804>
Lot Size		75 X100	\$0		
Parking	1.0 Covered	0.0	\$12,000	1.0	
Basement			\$0		
Heating	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC		CENTRAL	
Dining Room					
Family Room					
Living Room					
Style	Townhome	LT 4	\$50,000		
Stories	2	1	\$0	1	
Pool		INGROUND	\$0		
Cooling	CENTRAL/ELECTRIC	TRAL/ELECTRIC/PAD		CENTRAL	
View		CANAL/POOL		CANAL	
Quality	NEW		\$10,000		
Design and Appeal	NEW		\$10,000		
Condition	NEW		\$10,000		
Functional Util.					
Energy Efficiency	BEST		\$10,000		
Remarks		CHARM SAYS IT ALL! APPEALING 3/2 HOME WITH SMALL DEN ON A LUSH, SECLUDED LOT ON THE EL RIO CANAL. AS CLOSE AS YOU CAN GET TO AN OLD FLORESTA WATER- FRONT HOME. NEWER FLOATING DOCK, SPACIOUS LOT. POOL.		CUSTOM TOUCHES THRU-OUT THIS BEAUTIFUL COACH HOME. WIDE VIEW OF MARINA ,OCEAN ACCESS, DEED FT DOCK, SPLIT BEDROOM PLAN, 3RD BED. COULD BE DEN/HOME OFFICE. GOURMET KITCHEN. CLOSE TO DOWNTOWN BOCA!!	
Total Adjustments		\$56,349		<\$46,804>	

Suggested Sales Price Range

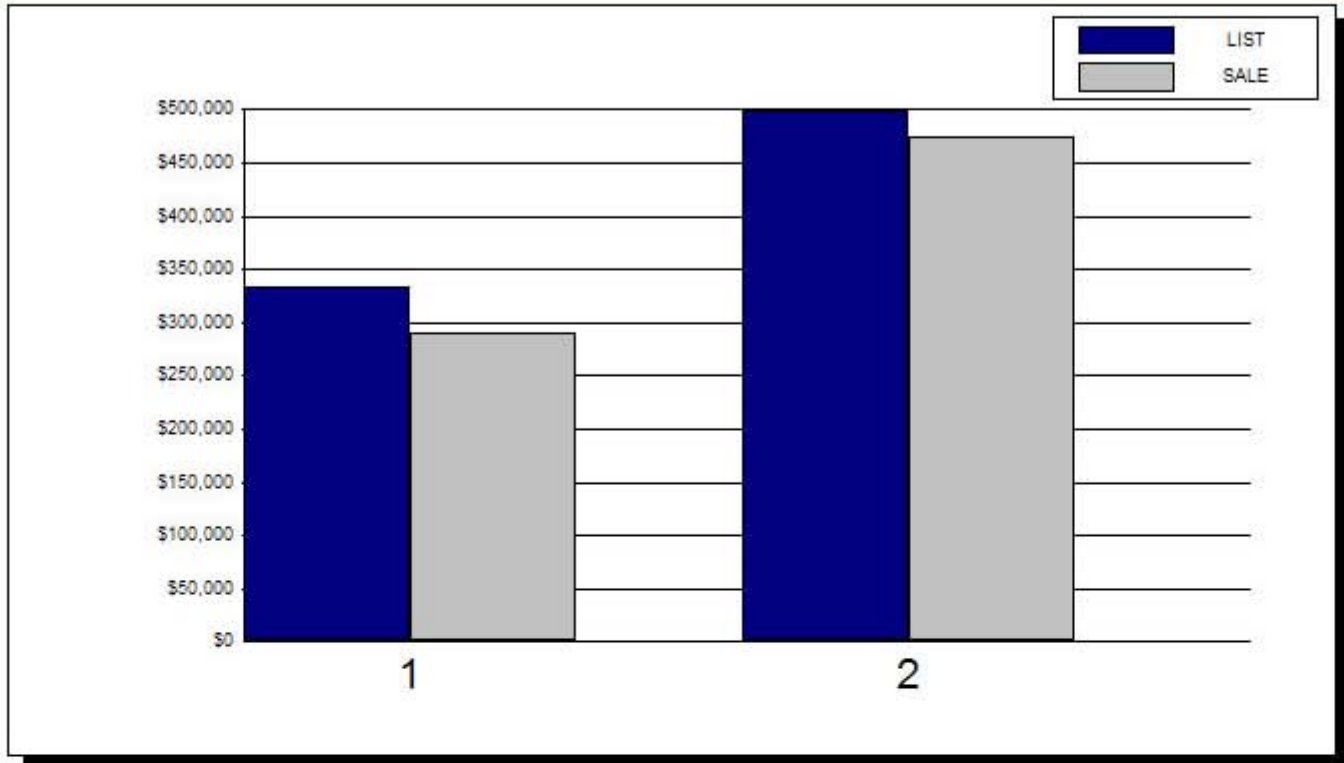
Based on the adjustments, the Suggested Sales Price Range is:

\$383,216 - \$392,918

Information deemed reliable but not guaranteed

Sold Properties Graph

List Price vs Sale Price



Property	City	DOM
1) 610 NW 7TH AVE	BOCA RATON	157
2) 23 ROYAL PALM WAY 15	BOCA RATON	134

Comparative Market Analysis

Prepared Especially For

Judy Quinn David Linden

Presented By

Temple Williams

Realtor®

561-241-6323

temple@sellnow.net

Agent's Office

Realty3000, Inc

3755 Mykonos Ct

Boca Raton, FL 33487

561-241-6323

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Yr Blt: 2005
Stories: 2
Lot Size:
Parking: 1.0
Pool:
Heating: CENTRAL/ELECTRIC
Cooling: CENTRAL/ELECTRIC

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Baths: 2.10
Square Feet: 2,100
Orig List: \$479,000
List Price: \$479,000
Date Listed: 02/27/05
LP \$/Sq.Ft: \$228
DOM: 10

Yr Blt: 2005
Stories: 2
Lot Size: ZERO LOT
Parking: 2.0
Pool:
Heating: CENTRAL
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Lot Size:
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Pool:
Heating: CENTRAL
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TOTAL CREDITS.....	\$383,216	\$392,918
MONIES/DEBT OWED ON PROPERTY		
TOTAL PAYOFFS.....	<u>\$0</u>	<u>\$0</u>
NET EQUITY IN PROPERTY (Total Credits minus Total Payoffs).....	\$383,216	\$392,918
ESTIMATED SELLING CLOSING COSTS		
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DOM		8		10	
Year Built	2005	2005		2005	
Bedrooms	3	3		4	\$15,000
Bathrooms	2.10	2.10		2.10	\$0
Square Feet	1,446	1,446	\$0	2,100	<\$149,174>
Lot Size			\$0	ZERO LOT	
Parking	1.0 Covered	1.0		2.0	\$15,000
Basement					\$0
Heating	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC		CENTRAL	
Dining Room					
Family Room					
Living Room					
Style	Townhome	TOWNHOUSE		TOWNHOUSE	
Stories	2	2		2	
Pool					
Cooling	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC		CENTRAL	
View		LAKE		GARDEN	\$0
Quality	NEW			NEW	
Design and Appeal	NEW			NEW	
Condition	NEW			NEW	
Functional Util.					
Energy Efficiency	BEST			BEST	\$0
Remarks		FANTASTIC, DOWNTOWN LOCATION, STEPS FROM TOWN CENTER MALL. BRAND NEW LAKE VIEW TOWNHOME.		GORGEOUS BRAND NEW CONSTRUCT. GRANITE, STNL STEEL APPLIANCES, 4 BR IS LOFT W/D IS UPSTAIRS, END UNIT WITH LOTS OF PRIVACY MORE THAN 30,000 IN UPGRADES INC ALL BATHS, 18X18 STONE TILE THRUOUT FLOOR	
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Pricing Adjustments per Property

					
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Status	SUBJECT	SOLD		SOLD	
List/Sold Price		\$290,000		\$475,000	
LP or SP \$/Sq. Ft.		165.53		273.30	
Date Listed/Sold		03/15/02		07/09/04	
DOM		157		134	
Year Built	2005	2002		2001	\$38,000
Bedrooms	3	3		3	
Bathrooms	2.10	2.00	\$5,000	2.00	<\$5,000>
Square Feet	1,446	1,752	<\$50,651>	1,738	<\$79,804>
Lot Size		75 X100	\$0		
Parking	1.0 Covered	0.0	\$12,000	1.0	
Basement			\$0		
Heating	CENTRAL/ELECTRIC	CENTRAL/ELECTRIC		CENTRAL	
Dining Room					
Family Room					
Living Room					
Style	Townhome	LT 4	\$50,000		
Stories	2	1	\$0	1	
Pool		INGROUND	\$0		
Cooling	CENTRAL/ELECTRIC	TRAL/ELECTRIC/PAD		CENTRAL	
View		CANAL/POOL		CANAL	
Quality	NEW		\$10,000		
Design and Appeal	NEW		\$10,000		
Condition	NEW		\$10,000		
Functional Util.					
Energy Efficiency	BEST		\$10,000		
Remarks		CHARM SAYS IT ALL! APPEALING 3/2 HOME WITH SMALL DEN ON A LUSH, SECLUDED LOT ON THE EL RIO CANAL. AS CLOSE AS YOU CAN GET TO AN OLD FLORESTA WATER- FRONT HOME. NEWER FLOATING DOCK, SPACIOUS LOT. POOL.		CUSTOM TOUCHES THRU-OUT THIS BEAUTIFUL COACH HOME. WIDE VIEW OF MARINA ,OCEAN ACCESS, DEED FT DOCK, SPLIT BEDROOM PLAN, 3RD BED. COULD BE DEN/HOME OFFICE! GOURMET KITCHEN. CLOSE TO DOWNTOWN BOCA!!	
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Suggested Sales Price Range

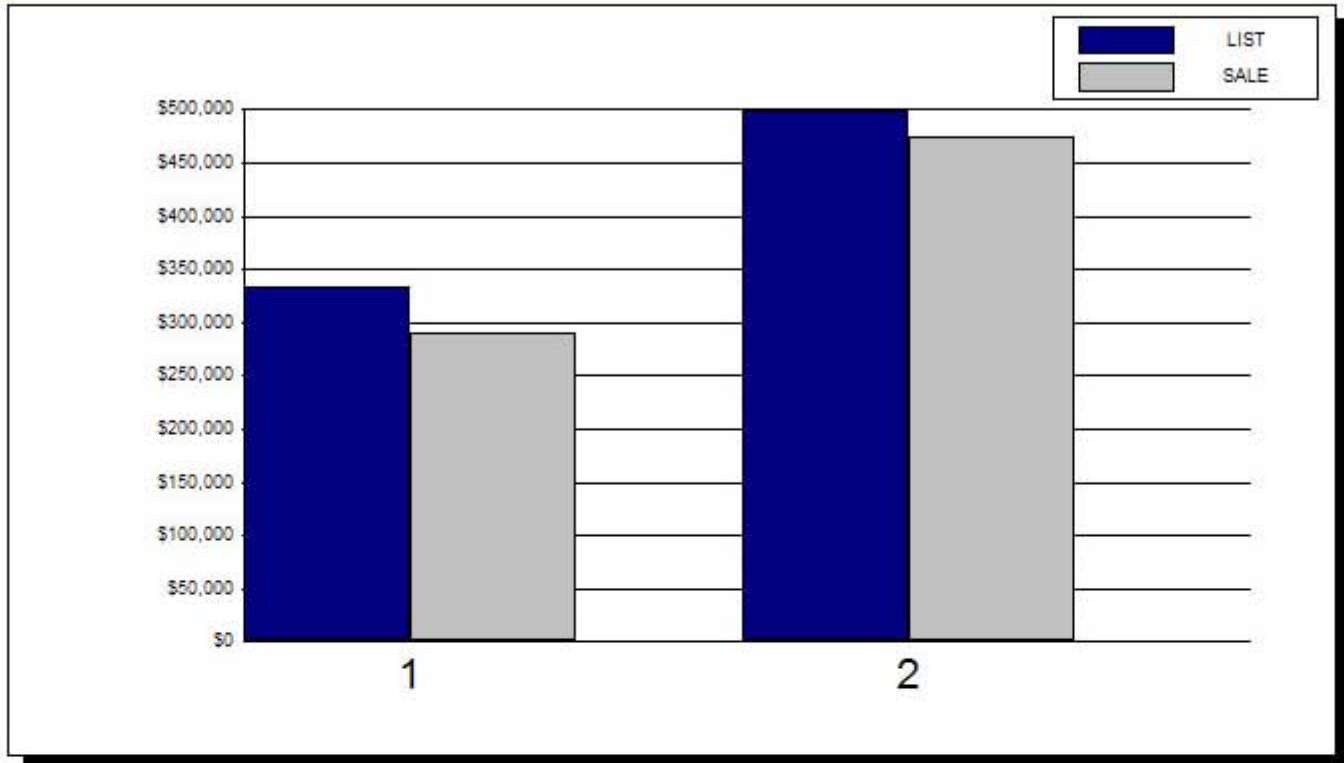
Based on the adjustments, the Suggested Sales Price Range is:

\$383,216 - \$392,918

Information deemed reliable but not guaranteed

Sold Properties Graph

List Price vs Sale Price



Property

City

DOM

1) 610 NW 7TH AVE

BOCA RATON

157

2) 23 ROYAL PALM WAY 15

BOCA RATON

134



We are committed to giving quality service to all of our customers, at a commission reflecting the savings of cyberspace marketing. To ensure you receive the highest possible market value for your property, in *your* pocket, here's what we do.

Commission Reduction

We have been developing software and working in cyberspace since the early 1980s. Temple was a pioneer in the field, developing new and creative ways for IBM to sell products and services. The company he owned was a major contractor at IBM's worldwide sales center in Palisades, NY.

We know how cyberspace works, and we know the cost savings it has delivered to home sellers. So ... **we cut our commission to 5%.**

We also know that Realtors® like to earn top dollar. They prefer showing homes where they can make what they refer to as a "full commission". So, as listing agents, we pay them 3% ... and we pay ourselves 2%.

What we do for your hard-earned money.

1. We view and photograph your home, deciding how best to market it.
2. Our comparative market analysis is a logical yardstick which helps all of us agree on price, terms and financing.
3. We submit your Listing to the MLS.
4. We create "just listed" postcards and send them through cyberspace to all our contacts. We are experts at bringing top dollar to your doorstep from Europe as well as the Americas. Our exclusive buyer databases are a goldmine for home sellers in every price range.
5. We also send out – at regular intervals -- a series of postcard campaigns, featuring your home. We do it through cyberspace and through snail mail. We do NOT use traditional advertising in newspapers or magazines. It is a waste of time and money for home sellers. It is an excellent way for Real Estate Brokers to rope in new customers. While we are always interested in new customers, our *focus* is on selling *your* home. For as small a commission as possible.

6. We create unique brochures, available through cyberspace. We printed these as well (available in your home and through snail mail to people who want traditional “paper” in their hands).

7. We pitch your listing to the several hundred Realtors® we work with personally at Realty3000, Inc., as well as to all those we have sold through in the past decade in Palm Beach and Broward Counties.

8. We will hold Open Houses for Brokers, but we will only hold open houses for the public if your request it (in our opinion, the latter have always been much more useful to Realtors® looking for customers, than they have been to people trying to sell their homes).

9. We follow up on everything ... if it moves and has the money to afford your home, we try to nail it down.

10. We give you an ongoing status report, available 24 hours a day on our website, accessible ONLY to you.

11. We monitor the marketplace 24-7 and flag any opportunities or problems we notice in your personal status report.

12. Once your home goes to contract, we constantly monitor the trip to the closing table. We make certain the necessary steps to a successful sale are taken, with efficiency and diligence.

13. We communicate with you ... we do not take your listing and silently hope the marketplace sells it. If you have a question, we answer it, with honesty and integrity.

14. Selling a home is one of life’s more stressful situations, and we try to assume as much of the burden as possible. That’s what we get paid for, and we will always consider it a privilege to work for you.