

Comparative Market Analysis (CMA)

Subject Property: 1127 E Fairmont Dr Tempe, AZ 85282

Created by: Paul Hansen - REALTOR

Completed on: 9/30/2021

Sales Range: 6/30/21 to 9/30/21

Subject Property 1127 E Fairmont Drive	Comparable #1 905 E Wesleyan Dr	Comparable #2 1308 E Campus Dr	Comparable #3 103 E Del Rio Dr	Comparable #4 4424 S La Rosa Dr	Comparable #5 309 E Laguna Dr
Sold Date	7/6/2021	8/9/2021	7/21/2021	9/22/2021	7/29/2021
Days on Market	19	6	7	3	90
Price	\$ 444,500	\$ 431,000	\$ 485,000	\$ 486,314	\$ 505,000
Price/SF	\$ 266	\$ 242	\$ 293	\$ 272	\$ 316
Taxes	\$ 2,387	\$ 1,630	\$ 1,986	\$ 1,709	\$ 1,737
HOA	\$ -	\$ -	\$ -	\$ -	\$ -
Interior Square Feet	1,753	1,672	1,779	1,655	1,790
Lot Size (Sq. Ft.)	8,803	7,514	7,427	7,248	8,176
Rooms	6	6	6	6	5
Beds	3	4	3	4	3
Baths	2.0	2.0	2.0	2.0	2.0
Parking	2-CAR GARAGE	2-CAR GARAGE	2-CAR GARAGE	2-CAR GARAGE	2-CAR GARAGE

Condition (See Photos):						
Kitchen	Fully Renovated White Quartz Counters Custom Wood Cabinets Stainless Steel Appliances	Granite Counters (New), Original Cabinets, Dated Appliances (Black)	Solid Surface Counter (updated), Oak Cabinets (30+ years), Older Appliances (Black)	Granite Counters, Older Cabinets (look original w/ updated hardware), Mismatched Appliances (black & stainless, dated)	Faux Stone Counters, White Cabinets, New Stainless Steel Appliances	Fully Renovated, Granite Counters, White Shaker Cabinets, Stainless New Steel Appliances
Bathrooms	Recently Renovated Tile Shower & Bath No Vanities Designer Tile (Floor)	Original / Outdated	Updated 20+ years ago	Master recently renovated with dual vanity; guest bathroom updated 20+ years ago with tile/glass shower.	Faux Stone Vanities, Fiberglass Inset Shower Stall, Bathtub, Updated 20+ Years Ago	Fully Renovated, Stone & Tile Glass Showers, Granite Vanities
Flooring	4mm Wood Flooring Throughout	Older Carpet and Parquet	Carpet (New), Ceramic Tile - Beige Color	Wood Laminate & Gray/Neutral 12x18 Tile	New Custom Tiles Throughout	New Luxury Vinyl Planks, New Carpet in Bedrooms
Walls / Ceiling	Resurfaced, Flat Walls White Paint Throughout	Needs Paint; Popcorn Ceilings	Good Condition; Exposed Slump Block	Excellent Condition; Neutral and Consistent Paint Throughout	Excellent Condition; Neutral and Consistent Paint Throughout	Excellent Condition; Neutral and Consistent Paint Throughout
Windows	Dual Pane	Dual Pane	Outdated	Dual Pane	Dual Pane	Dual Pane
Roof	2021	Unknown	2015	Unknown	2017	Unknown
HVAC	2011	2017	2017	2019	2018	Unknown
Laundry	Garage	Outside Storage	Inside	Garage	Inside	Garage
Landscaping	Desert Front; Dirt Back	Desert Front; Grass Back	Desert Front; Grass Back	Desert Front; Grass/Mixed Back w/ Firepit Area	Desert Front & Back w/ Firepit Area	Grass Front & Back No Trees
Pool	None	None	None	None	None	None
Fireplace(s)	None	None	1 Fireplace	None	None	1 Fireplace
Patio(s)	None	Covered Patio	Covered Patio	Covered Patio	Covered Patio	Covered Patio + Gazebo
Neighborhood	Rural-Geneva; Interior	Rural Geneva; along busy street	Meyer Park; close to park	Mach 8; Interior	Tempe Gardens; backyard faces hotel	Nu-Vista; along College Ave

Adjustments										
Interior Square Feet Adj	\$	5,624	\$	(1,805)	\$	6,805	\$	(2,569)	\$	10,693
Lot Size Adj	\$	19,063	\$	19,963	\$	26,013	\$	22,778	\$	9,682
Room Count Adj	\$	-	\$	-	\$	-	\$	(10,000)	\$	10,000
Bathroom Count Adj	\$	-	\$	-	\$	-	\$	-	\$	-
Renovation Adj	\$	40,000	\$	50,000	\$	20,000	\$	20,000	\$	-
Roof & HVAC Adj	\$	-	\$	-	\$	(8,000)	\$	(8,000)	\$	-
Landscaping Adj	\$	(15,000)	\$	(15,000)	\$	(15,000)	\$	(15,000)	\$	(15,000)
Pool Adj	\$	-	\$	-	\$	-	\$	-	\$	-
Covered Patio Adj	\$	(5,000)	\$	(5,000)	\$	(5,000)	\$	(5,000)	\$	(5,000)
Fireplace Adj	\$	-	\$	(3,000)	\$	-	\$	-	\$	(3,000)
Estimated Market Value	\$	495,212	\$	489,187	\$	476,158	\$	509,818	\$	488,522
Recommended Price:	\$	499,999								

Summary

Based on the above analysis, I estimate the fair market value of your home to be approximately \$495,212. Your home is on a larger lot and has a superior renovation compared to the 5 recent sales provided in the analysis. These two factors result in an increase to the value of your home versus the comparable listings. Conversely, your home has a dirt backyard and a buyer will need to landscape it plus add a covered patio. Since all of the comparable homes have landscaped yards and covered patios, this results in a decrease to the value of your home versus the comparable listings. For instance, if you were to landscape the backyard and add a covered patio, I estimate that the market value of your home would increase to \$515,212.

Regarding a listing price, it is my recommendation to price your home at \$499,999. Setting the price as closest to the fair market value as possible will result in the most interest in your listing and provides you with the best chance of receiving multiple offers, which will ensure that you receive the maximum price current buyers on the market will pay for your home. This price will capture the interest of all buyers with budgets up to \$500,000, which adds to the probability that you will receive multiple offers. If you price over \$500,000, you may exclude these buyers who will help provide competition against buyers willing to pay more than \$500,000 for your home. These buyers with budgets over \$500,000 are the buyers we are ultimately targeting; however, we must provide them with competition.

Pricing your home above the fair market value will result in a lack of interest from buyers and exclude your listing from being competitive, eliminating the chances of receiving multiple offers. You will have a higher probability of receiving zero offers and be forced into a position to reduce the price later on. Once you begin reducing price, the psychology of buyers demonstrates the belief that they can purchase the home for a lower price than you are asking, and they will make offers below your reduced listing price. You will end up with a lower price than you would if you set the price at the fair market value to begin with. Here are examples of homes that are priced to high and not selling:

In the past 3 months, 70% of single family homes in 85282 in this price range sold in less than 30 days and 90% sold in less than 60 days. Those that sold in less than 30 days received, on average, 101% of the asking price. Those that sold between 30 days and 60 days on the market received, on average, 98.5% of the asking price. You can see here that pricing correctly is imperative to a successful sale.