

# Comparative Market Analysis

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## CMA Presentation

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***Prepared for:***  
Windmill West

Thursday, February 19, 2009



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# Year End Report 2008

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Wednesday, February 18, 2009

Dear Residents

We have prepared this market report in order to provide you with the most current information about what is happening in your neighborhood. This report is for informational purposes only. A more detailed report can be acquired by contacting any one of our real estate professionals.

We at Kosciusko County Lakes Realty take a positive professional approach to home sales. Your home would be no exception. 2009 will prove to be an interesting year in local real estate sales. If you are contemplating the sale of your home we would encourage you to look closely at this report. ***With current market trends, and the activities that are taking place in our community we believe home sales will be comparatively stronger than what most expect.***

It is especially important in the current market to set the price correctly and to prepare your home for "show". The "best" homes at the right price are the ones that are attracting the qualified buyers. We can offer advice in this area or we also have business relationships with other professionals trained in helping you stage your home correctly.

Finally, choose your real estate professional wisely. Kosciusko County Lakes Realty is the home to some of the best Realtors in the business offering a wide variety of real estate services. You may employ any one of our agents with the knowledge that we provide a team effort in the over all marketing of your home.

We look forward to working with you on the marketing of your home.

Sincerely,

Terry L Baker



# Comparable Report



**Mls #** 21661  
**Address** 1199 N Arbutus Trail  
**Price** \$102,500  
**Adj Price** \$102,500

<b>Area</b>	10 - Central Kosc.	<b>Approx # Of Acres</b>	0.51
<b>Status</b>	Sold Coop By Member	<b>Apx Annual Tax</b>	700.
<b>Days On Market</b>	133	<b>Apx.Total Finished Sq.Ft</b>	2576
<b>\$/Apx.Total Finished Sq.Ft</b>	\$39.79	<b>Full Baths</b>	2
<b>Closing Date</b>	9/29/2008	<b>Half Baths</b>	0
<b>Address</b>	1199 N Arbutus Trail	<b>Sold Price</b>	\$102,500

**Remarks:** Immediate possession with this spacious 4 BR, 2 bath Cape Cod on full unfinished basement at the west edge of Warsaw. Main level master bedroom and main level laundry. Pre-approved buyers only. Proof of funds for cash buyers. No STS offers. Property is being sold "as-is, where-is." Addendums to be generated with counter offer. Commissions are paid on net sales price, less any concessions. EZ 2 Show, call 4 code.



**Mls #** 21086  
**Address** 1294 N Riverwood Ranch Road  
**Price** \$125,000  
**Adj Price** \$125,000

<b>Area</b>	10 - Central Kosc.	<b>Approx # Of Acres</b>	0.00
<b>Status</b>	Sold	<b>Apx Annual Tax</b>	\$857.00
<b>Days On Market</b>	127	<b>Apx.Total Finished Sq.Ft</b>	1376
<b>\$/Apx.Total Finished Sq.Ft</b>	\$90.84	<b>Full Baths</b>	2
<b>Closing Date</b>	7/17/2008	<b>Half Baths</b>	0
<b>Address</b>	1294 N Riverwood Ranch Road	<b>Sold Price</b>	\$125,000

**Remarks:** Nice home in a quiet neighborhood! Good location. Quiet and private. This great home offers 1,376 finished sq ft. 3 bedrooms, 2 full baths, oak kitchen cabinets, dining area, large living room with vaulted ceilings. New ceramic tile in the kitchen and living room. The basement is perfect for a family room or additional storage. 2 car attached garage.



**Mls #** 19691  
**Address** 1132 Arbutus Trail  
**Price** \$135,900  
**Adj Price** \$135,900

<b>Area</b>	10 - Central Kosc.	<b>Approx # Of Acres</b>	0.00
<b>Status</b>	Sold Coop By Member	<b>Apx Annual Tax</b>	804.00
<b>Days On Market</b>	229	<b>Apx.Total Finished Sq.Ft</b>	1176
<b>\$/Apx.Total Finished Sq.Ft</b>	\$115.56	<b>Full Baths</b>	2
<b>Closing Date</b>	3/20/2008	<b>Half Baths</b>	0
<b>Address</b>	1132 Arbutus Trail	<b>Sold Price</b>	\$135,900

**Remarks:** Move in ready, new paint, full basement, nice back yard, newer carpet, furnace & decking. Conveniently located Subdivision to Zimmer, Donnelleys, City County Athletic complex.



# CMA Summary Report

## RESIDENTIAL - Sold

### RESIDENTIAL Summary Statistics

	<b>High</b>		<b>Low</b>		<b>Average</b>		<b>Median</b>			
<b>LP:</b>	\$135,900		\$109,000		\$123,933		\$126,900			
<b>SP:</b>	\$135,900		\$102,500		\$121,133		\$125,000			
<b>ADDRESS</b>	<b>Mls #</b>	<b>Status</b>	<b>Area</b>	<b>Sale/Rent</b>	<b>TotFinSQFT</b>	<b>DOM</b>	<b>LP</b>	<b>\$/TotFinSQFT</b>	<b>SP</b>	<b>\$/TotFinSQFT</b>
1199 N Arbutus Trail	21661	Cop	10	For Sale	2576	133	\$109,000	\$42.31	\$102,500	\$39.79
1294 N Riverwood Ranch Road	21086	Sld	10	For Sale	1376	127	\$126,900	\$92.22	\$125,000	\$90.84
1132 Arbutus Trail	19691	Cop	10	For Sale	1176	229	\$135,900	\$115.56	\$135,900	\$115.56
<b>Total Listings</b>						<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>
<b>3</b>						<b>163</b>	<b>\$123,933</b>	<b>\$83</b>	<b>\$121,133</b>	<b>\$82</b>



## Final Comments

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The homes you see listed here are actual homes that have either sold in the past twelve months in your neighborhood or are currently on the market. This report was provided as a "rule of thumb" approach to price comparisons. The actual market value of any home depends on a number of facts. Items to consider include, curb appeal, square footage, number of bedrooms, needed repairs or updates, overall cleanliness, and floor plan. Other facts to consider may include, willingness to sell, reasons for selling, or other factors that have no direct bearing on the home itself. The actual market value can be subject to these items as well.

We would recommend that you request a full and complete market analysis from one of our trained professionals in order to establish your homes current value. Keep in mind this value may or may not be what you believe it should be as home prices fluctuate much like the stock market. Keep in mind that we feel the 2009 home market in Kosciusko County will continue to be moderate throughout the year and homes that are priced correctly will be the ones that will catch most of the attention.

Buyers are having difficulties in attaining mortgages and are being cautious while choosing a lender. In the same reflection they are being cautious in choosing the homes they want to see and purchase. It bares repeating that the homes that are properly priced and properly presented will ultimately be the ones that sell during this slow market. When putting your home on the market I would encourage you to get more than one opinion. Prepare yourself to ask intelligent questions. If you are not sure of the correct questions we will provide at no cost a list of questions that can and should be asked.

Thank you for taking the time to view these pages and if you have any questions we invite you to either write or call our office for the answers to those questions. Have a great 2009!

Very Sincerely

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