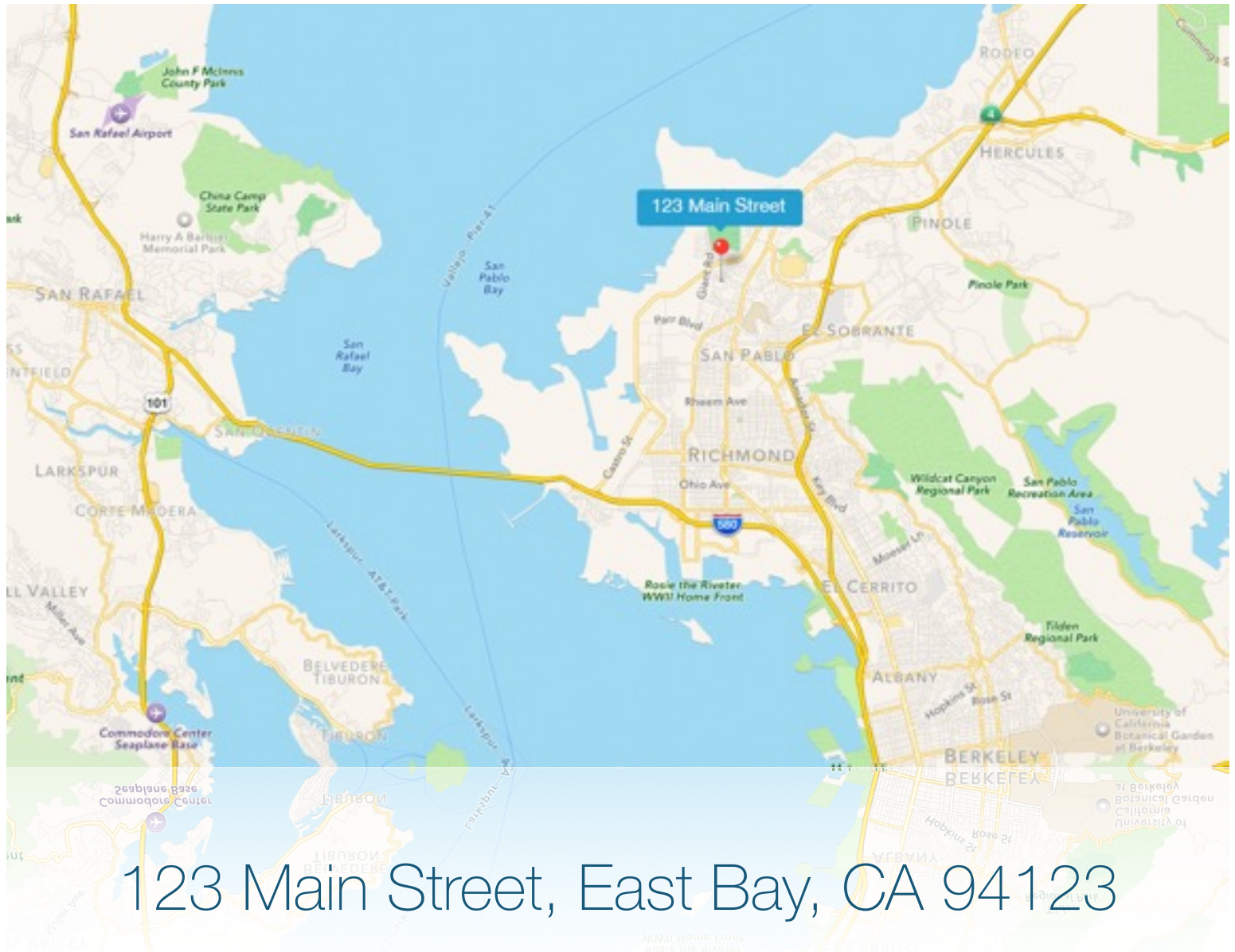


COMPARATIVE MARKET ANALYSIS



123 Main Street, East Bay, CA 94123

Prepared For: Mr. & Mrs. Smith

lifestyle
REAL ESTATE SERVICES



Roger A. Clark

Lifestyle Real Estate Services, Inc.

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CalBRE# 01463782
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Phone (925) 230-8375
Twitter @rogrclark

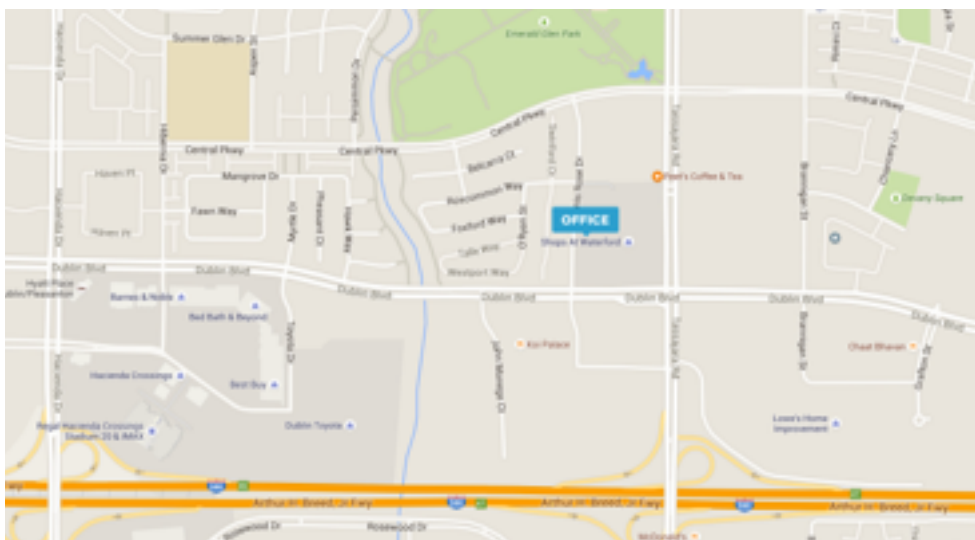


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2. **Now use that app to scan the QR code above.**

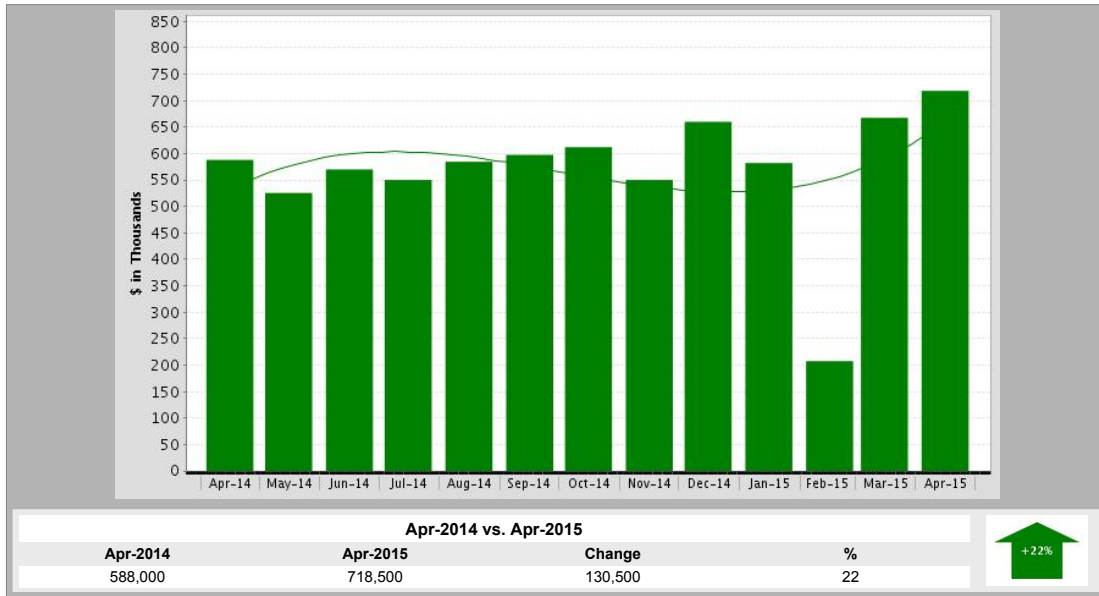


lifestyle
REAL ESTATE SERVICES

Market Statistics

Median Sold Price by Month

Apr-2014 vs Apr-2015: The median sold price is up 22%



Property Types:	: Residential		
MLS Area #:	1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club		
MLS: MAXEBRD	Price: All	Period: 1 Year Monthly	SqFt: All
	Construction Type: All	Bedrooms: All	Lot Size: All Square Footage
		Bathrooms: All	

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Median Sold Price by Month

Apr-2014 vs Apr-2015: The median sold price is up 22%

Time Period	Sold Median Price	Units	Avg DOM
Apr-15	718,500	10	30
Mar-15	667,500	6	20
Feb-15	207,500	6	20
Jan-15	582,000	5	40
Dec-14	660,000	7	76
Nov-14	550,000	5	45
Oct-14	612,000	13	50
Sep-14	597,500	12	67
Aug-14	584,500	14	16
Jul-14	550,000	11	51
Jun-14	570,000	8	36
May-14	525,500	10	33
Apr-14	588,000	9	38

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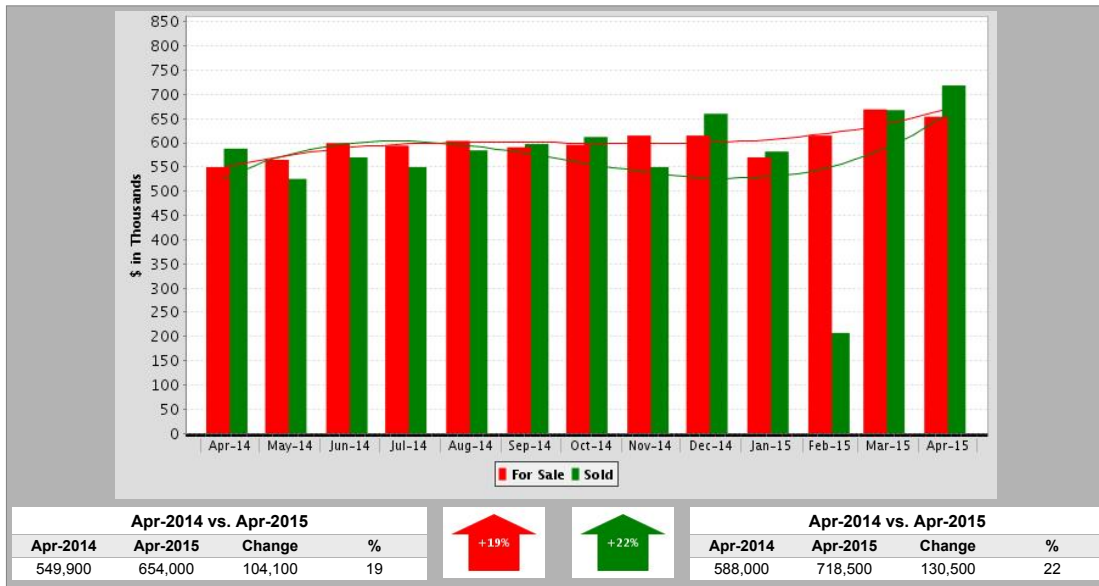
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Median For Sale vs Median Sold

Apr-2014 vs Apr-2015: The median price of for sale properties is up 19% and the median price of sold properties is up 22%



Property Types:	: Residential			Bedrooms: All	SqFt: All
MLS Area #:	1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club			Bathrooms: All	Lot Size: All Square Footage
MLS: MAXEBRD	Price: All	Period: 1 Year Monthly	Construction Type: All		

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Median For Sale vs Median Sold

Apr-2014 vs Apr-2015: The median price of for sale properties is up 19% and the median price of sold properties is up 22%

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Apr-15	654,000	32	718,500	10	64,500
Mar-15	669,000	28	667,500	6	-1,500
Feb-15	615,000	17	207,500	6	-407,500
Jan-15	570,000	15	582,000	5	12,000
Dec-14	615,000	15	660,000	7	45,000
Nov-14	615,000	23	550,000	5	-65,000
Oct-14	596,000	24	612,000	13	16,000
Sep-14	590,940	30	597,500	12	6,560
Aug-14	604,000	40	584,500	14	-19,500
Jul-14	594,190	40	550,000	11	-44,190
Jun-14	599,500	33	570,000	8	-29,500
May-14	564,900	33	525,500	10	-39,400
Apr-14	549,900	43	588,000	9	38,100

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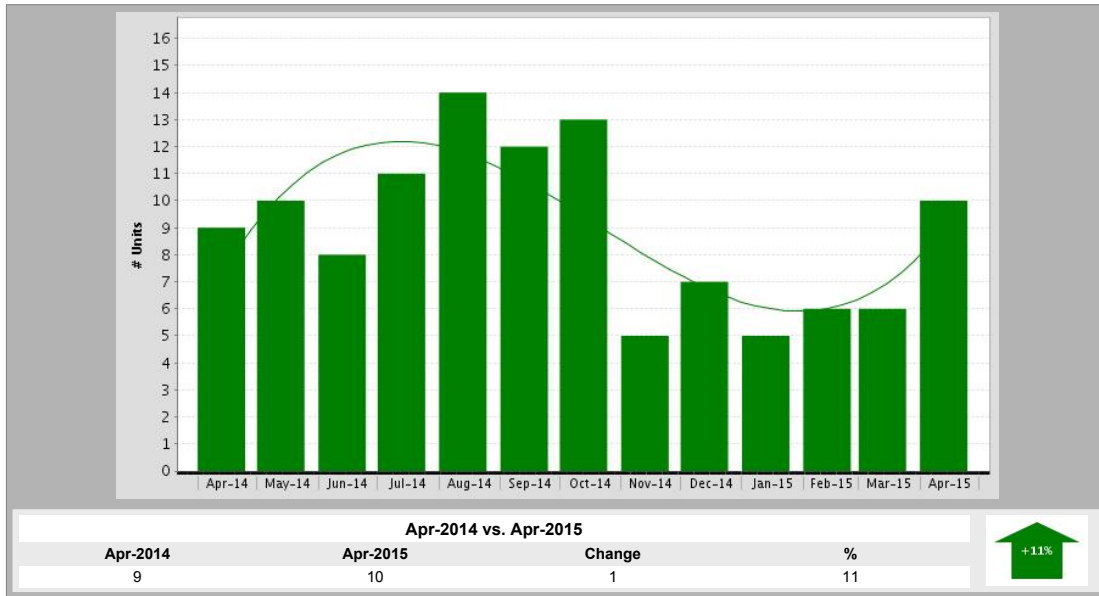
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Sold Properties by Month

Apr-2014 vs Apr-2015: The number of Sold properties is up 11%



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All
 Construction Type: All Bathrooms: All SqFt: All
 Lot Size: All Square Footage

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Sold Properties by Month

Apr-2014 vs Apr-2015: The number of Sold properties is up 11%

Full Market				Bank Properties			Non-Bank Properties		
Time Period	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Apr-15	10	718,500	30	1	10.0	635,000	9	90.0	722,000
Mar-15	6	667,500	20	2	33.3	667,500	4	66.7	616,202
Feb-15	6	207,500	20	0	0.0		6	100.0	207,500
Jan-15	5	582,000	40	2	40.0	575,000	3	60.0	582,000
Dec-14	7	660,000	76	0	0.0		7	100.0	660,000
Nov-14	5	550,000	45	0	0.0		5	100.0	550,000
Oct-14	13	612,000	50	1	7.7	514,500	12	92.3	617,500
Sep-14	12	597,500	67	2	16.7	405,500	10	83.3	639,500
Aug-14	14	584,500	16	1	7.1	499,900	13	92.9	649,000
Jul-14	11	550,000	51	2	18.2	366,250	9	81.8	553,000
Jun-14	8	570,000	36	0	0.0		8	100.0	570,000
May-14	10	525,500	33	2	20.0	401,000	8	80.0	538,000
Apr-14	9	588,000	38	1	11.1	475,000	8	88.9	629,500

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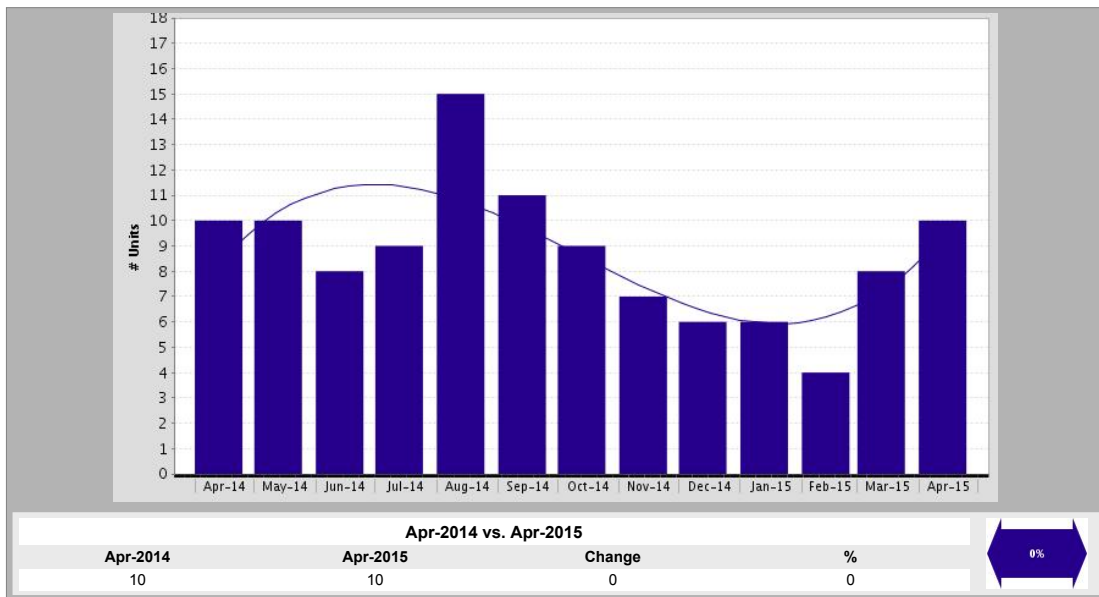
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Under Contract Properties by Month

Apr-2014 vs Apr-2015: The number of Under Contract properties has not changed



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 Price: All Bedrooms: All Bathrooms: All SqFt: All
 MLS: MAXEBRD Period: 1 Year Monthly Construction Type: All Lot Size: All Square Footage

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Under Contract Properties by Month

Apr-2014 vs Apr-2015: The number of Under Contract properties has not changed

Full Market				Bank Properties		Non-Bank Properties		
Time Period	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank
Apr-15	10	673,388	19	0	0.0		10	100.0
Mar-15	8	684,500	25	1	12.5	666,400	7	87.5
Feb-15	4	575,000	22	1	25.0	625,000	3	75.0
Jan-15	6	208,450	33	1	16.7	648,000	5	83.3
Dec-14	6	582,000	61	1	16.7	615,000	5	83.3
Nov-14	7	589,900	62	1	14.3	535,000	6	85.7
Oct-14	9	593,000	38	1	11.1	650,000	8	88.9
Sep-14	11	625,000	54	1	9.1	542,200	10	90.9
Aug-14	15	639,000	59	2	13.3	389,000	13	86.7
Jul-14	9	499,000	15	0	0.0		9	100.0
Jun-14	8	587,450	51	1	12.5	400,000	7	87.5
May-14	10	502,500	42	1	10.0	349,999	9	90.0
Apr-14	10	499,000	35	1	10.0	499,000	9	90.0

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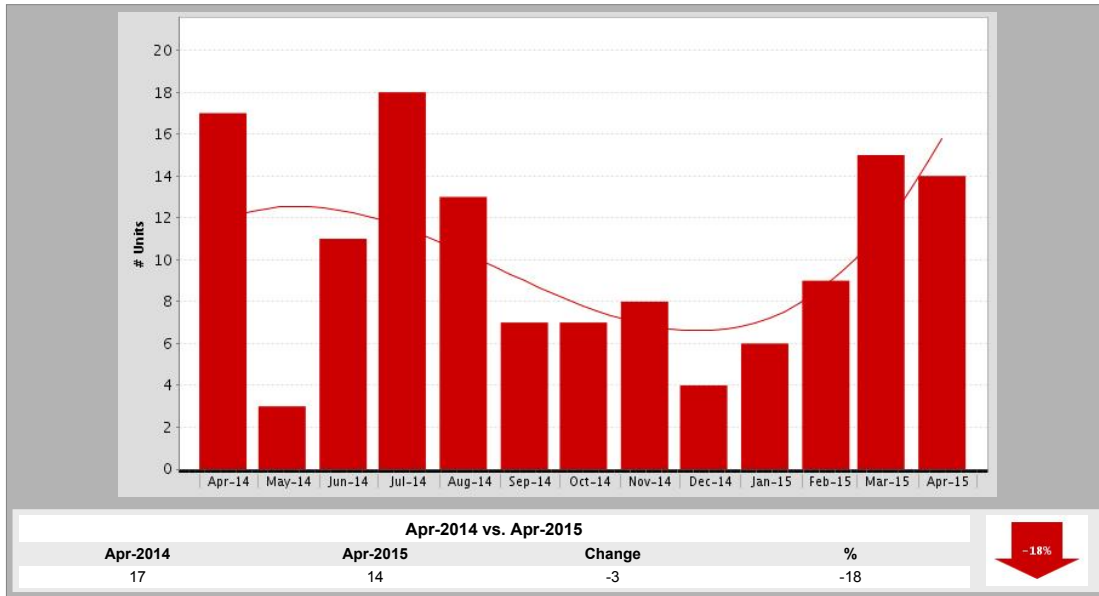
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New Properties by Month

Apr-2014 vs Apr-2015: The number of New properties is down 18%



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All
 Construction Type: All Bathrooms: All SqFt: All
 Lot Size: All Square Footage

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New Properties by Month

Apr-2014 vs Apr-2015: The number of New properties is down 18%

Full Market			Bank Properties			Non-Bank Properties		
Time Period	Units	Median Price	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Apr-15	14	564,500	1	7.1	520,000	13	92.9	599,000
Mar-15	15	685,000	1	6.7	576,450	14	93.3	692,500
Feb-15	9	599,000	3	33.3	399,999	6	66.7	629,000
Jan-15	6	369,950	0	0.0		6	100.0	369,950
Dec-14	4	373,000	0	0.0		4	100.0	373,000
Nov-14	8	621,450	2	25.0	625,000	6	75.0	603,900
Oct-14	7	636,000	3	42.9	648,000	4	57.1	617,500
Sep-14	7	599,000	1	14.3	570,000	6	85.7	624,500
Aug-14	13	585,000	3	23.1	520,000	10	76.9	609,000
Jul-14	18	625,000	1	5.6	615,000	17	94.4	635,000
Jun-14	11	599,500	0	0.0		11	100.0	599,500
May-14	3	450,000	1	33.3	615,000	2	66.7	419,950
Apr-14	17	549,900	2	11.8	424,499	15	88.2	618,000

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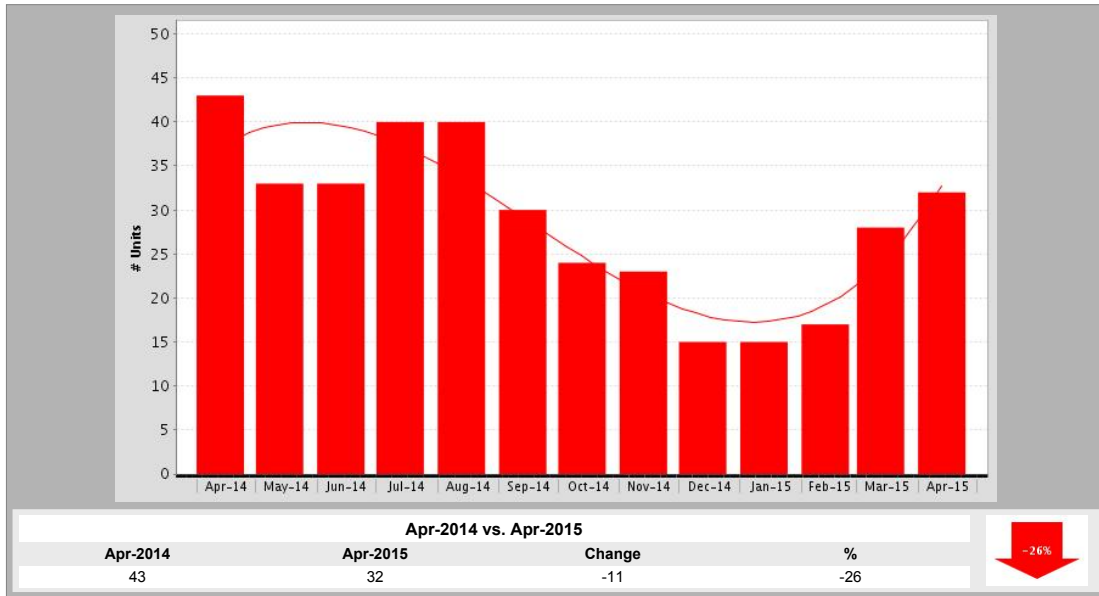
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For Sale Properties by Month

Apr-2014 vs Apr-2015: The number of For Sale properties is down 26%



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All Bathrooms: All SqFt: All Lot Size: All Square Footage
 Construction Type: All

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For Sale Properties by Month

Apr-2014 vs Apr-2015: The number of For Sale properties is down 26%

Full Market				Bank Properties		Non-Bank Properties			
Time Period	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Apr-15	32	654,000	46	6	18.8	548,225	26	81.2	678,388
Mar-15	28	669,000	50	8	28.6	573,225	20	71.4	692,500
Feb-15	17	615,000	59	8	47.1	592,500	9	52.9	659,000
Jan-15	15	570,000	74	6	40.0	620,000	9	60.0	385,000
Dec-14	15	615,000	84	7	46.7	615,000	8	53.3	499,000
Nov-14	23	615,000	85	8	34.8	615,000	15	65.2	617,900
Oct-14	24	596,000	85	7	29.2	615,000	17	70.8	593,000
Sep-14	30	590,940	79	5	16.7	570,000	25	83.3	593,000
Aug-14	40	604,000	79	7	17.5	542,200	33	82.5	635,000
Jul-14	40	594,190	83	6	15.0	554,950	34	85.0	617,250
Jun-14	33	599,500	116	6	18.2	497,500	27	81.8	649,000
May-14	33	564,900	112	7	21.2	450,000	26	78.8	621,500
Apr-14	43	549,900	93	9	20.9	450,000	34	79.1	621,500

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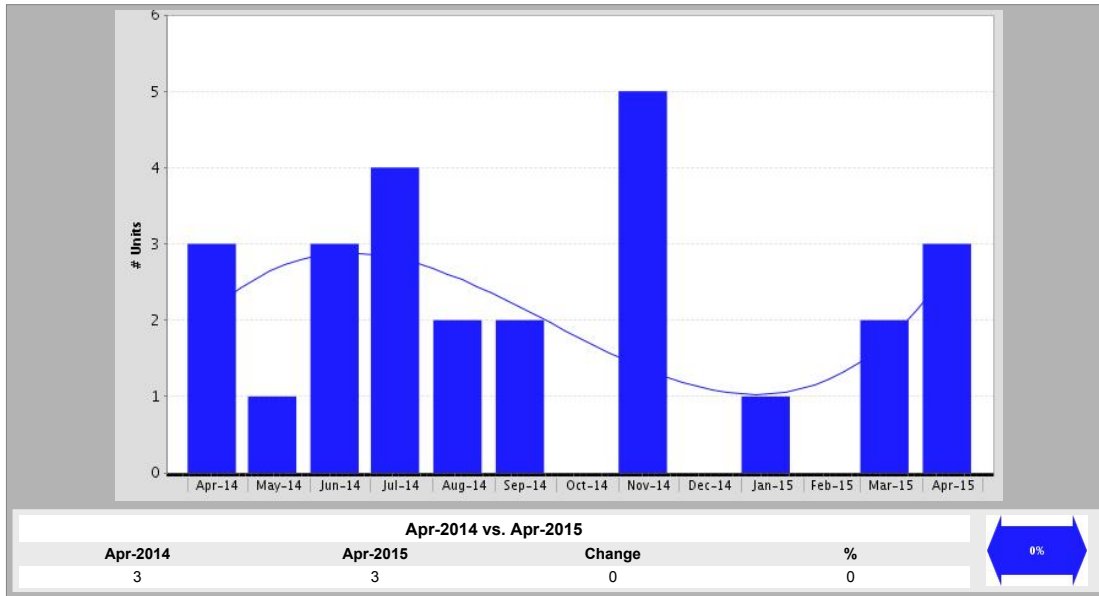
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Expired Properties by Month

Apr-2014 vs Apr-2015: The number of Expired properties has not changed



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All Bathrooms: All SqFt: All Lot Size: All Square Footage
 Construction Type: All

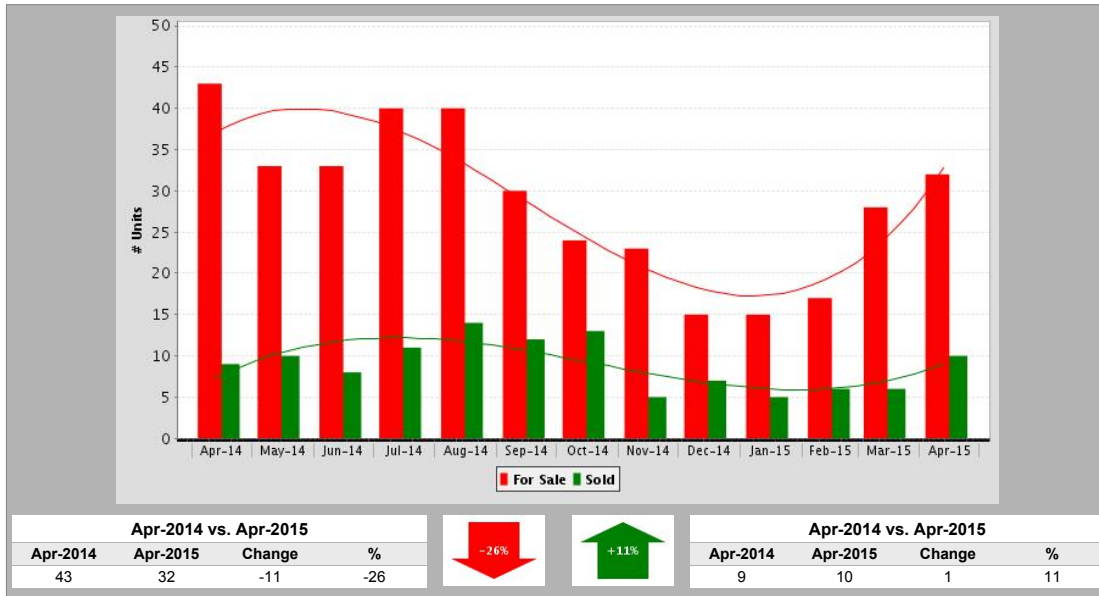
Expired Properties by Month

Apr-2014 vs Apr-2015: The number of Expired properties has not changed

Full Market				Bank Properties			Non-Bank Properties		
	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Apr-15	3	520,000	24	2	66.7	520,000	1	33.3	799,000
Mar-15	2	479,975	96	2	100.0	479,975	0	0.0	
Feb-15	0			0			0		
Jan-15	1	385,000	35	0	0.0		1	100.0	385,000
Dec-14	0			0			0		
Nov-14	5	699,000	95	0	0.0		5	100.0	699,000
Oct-14	0			0			0		
Sep-14	2	489,390	88	0	0.0		2	100.0	489,390
Aug-14	2	779,950	85	1	50.0	564,900	1	50.0	995,000
Jul-14	4	497,500	127	2	50.0	497,500	2	50.0	705,499
Jun-14	3	799,000	82	0	0.0		3	100.0	799,000
May-14	1	625,000	74	0	0.0		1	100.0	625,000
Apr-14	3	575,000	66	2	66.7	467,000	1	33.3	659,000

Supply & Demand by Month

Apr-2014 vs Apr-2015: The number of for sale properties is down 26% and the number of sold properties is up 11%



Property Types:	: Residential				
MLS Area #:	1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club				
MLS: MAXEBRD	Price: All	Period: 1 Year Monthly		Bedrooms: All	SqFt: All
	Construction Type: All		Bathrooms: All	Lot Size: All Square Footage	

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Supply & Demand by Month

Apr-2014 vs Apr-2015: The number of for sale properties is down 26% and the number of sold properties is up 11%

Time Period	# Properties		# Properties	
	For Sale	Avg DOM	Sold	Avg DOM
Apr-15	32	46	10	30
Mar-15	28	50	6	20
Feb-15	17	59	6	20
Jan-15	15	74	5	40
Dec-14	15	84	7	76
Nov-14	23	85	5	45
Oct-14	24	85	13	50
Sep-14	30	79	12	67
Aug-14	40	79	14	16
Jul-14	40	83	11	51
Jun-14	33	116	8	36
May-14	33	112	10	33
Apr-14	43	93	9	38

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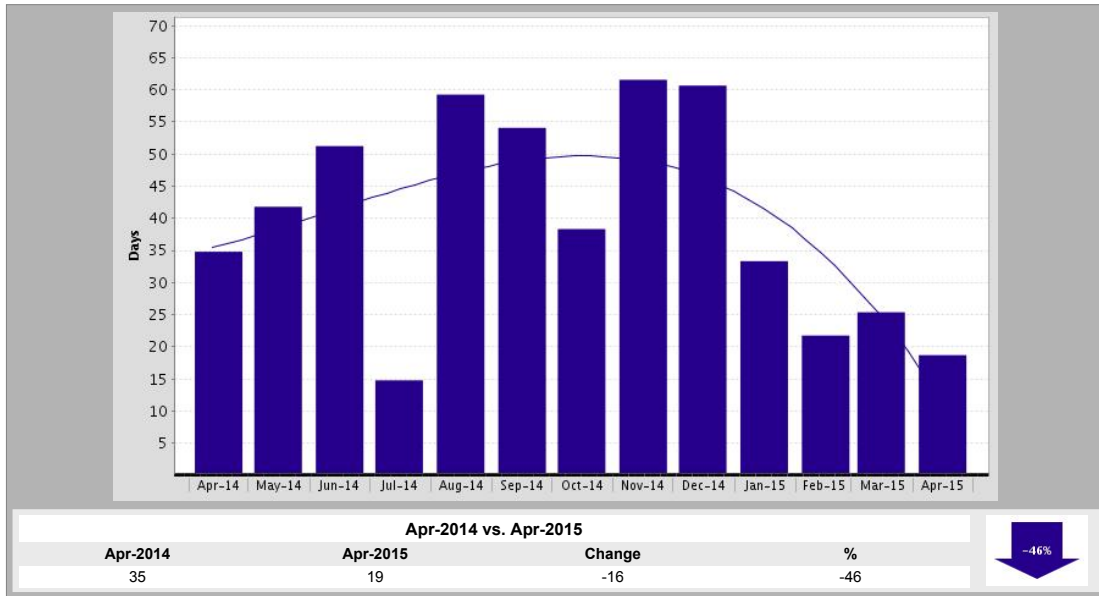
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The Average Days on Market by Month

Apr-2014 vs Apr-2015: The average days on market is down 46%



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All
 Construction Type: All Bathrooms: All SqFt: All
 Lot Size: All Square Footage

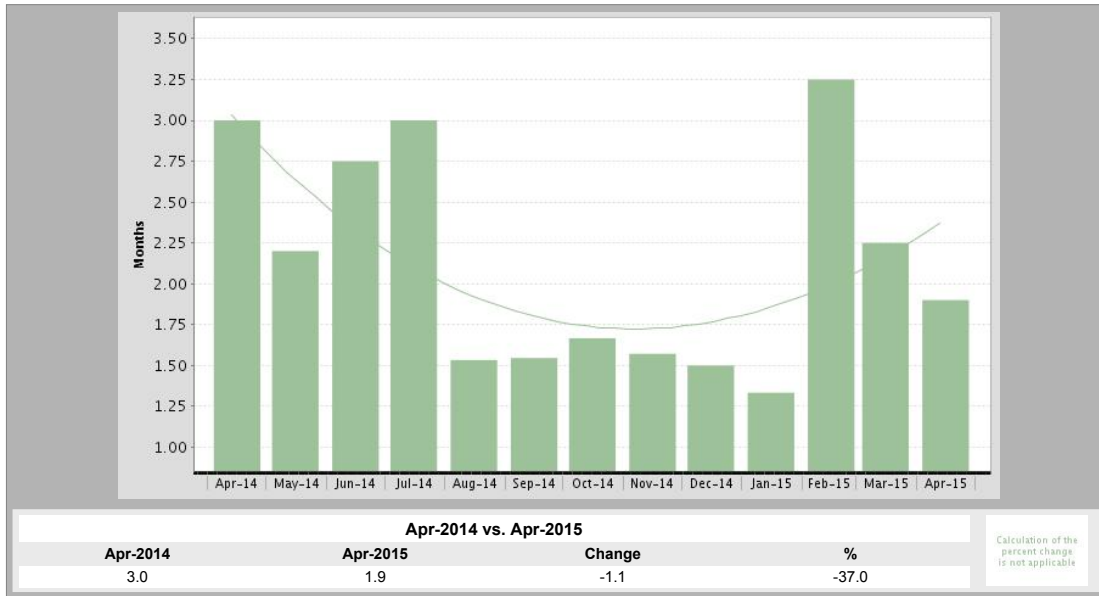
The Average Days on Market by Month

Apr-2014 vs Apr-2015: The average days on market is down 46%

Time Period	Avg DOM	# UC Units
Apr-15	19	10
Mar-15	25	8
Feb-15	22	4
Jan-15	33	6
Dec-14	61	6
Nov-14	62	7
Oct-14	38	9
Sep-14	54	11
Aug-14	59	15
Jul-14	15	9
Jun-14	51	8
May-14	42	10
Apr-14	35	10

Months Supply of Inventory

Apr-2014 vs Apr-2015: The average months supply of inventory is down 37%



Property Types: : Residential
 MLS Area #: 1707 - Richmond - Point Richmond/Bayfro, 1709 - Richmond - Country Club
 MLS: MAXEBRD Price: All Period: 1 Year Monthly Bedrooms: All
 Construction Type: All Bathrooms: All SqFt: All
 Lot Size: All Square Footage

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Months Supply of Inventory

Apr-2014 vs Apr-2015: The average months supply of inventory is down 37%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Avg DOM
Apr-15	19	10	1.9	19
Mar-15	18	8	2.2	25
Feb-15	13	4	3.2	22
Jan-15	8	6	1.3	33
Dec-14	9	6	1.5	61
Nov-14	11	7	1.6	62
Oct-14	15	9	1.7	38
Sep-14	17	11	1.5	54
Aug-14	23	15	1.5	59
Jul-14	27	9	3.0	15
Jun-14	22	8	2.8	51
May-14	22	10	2.2	42
Apr-14	30	10	3.0	35

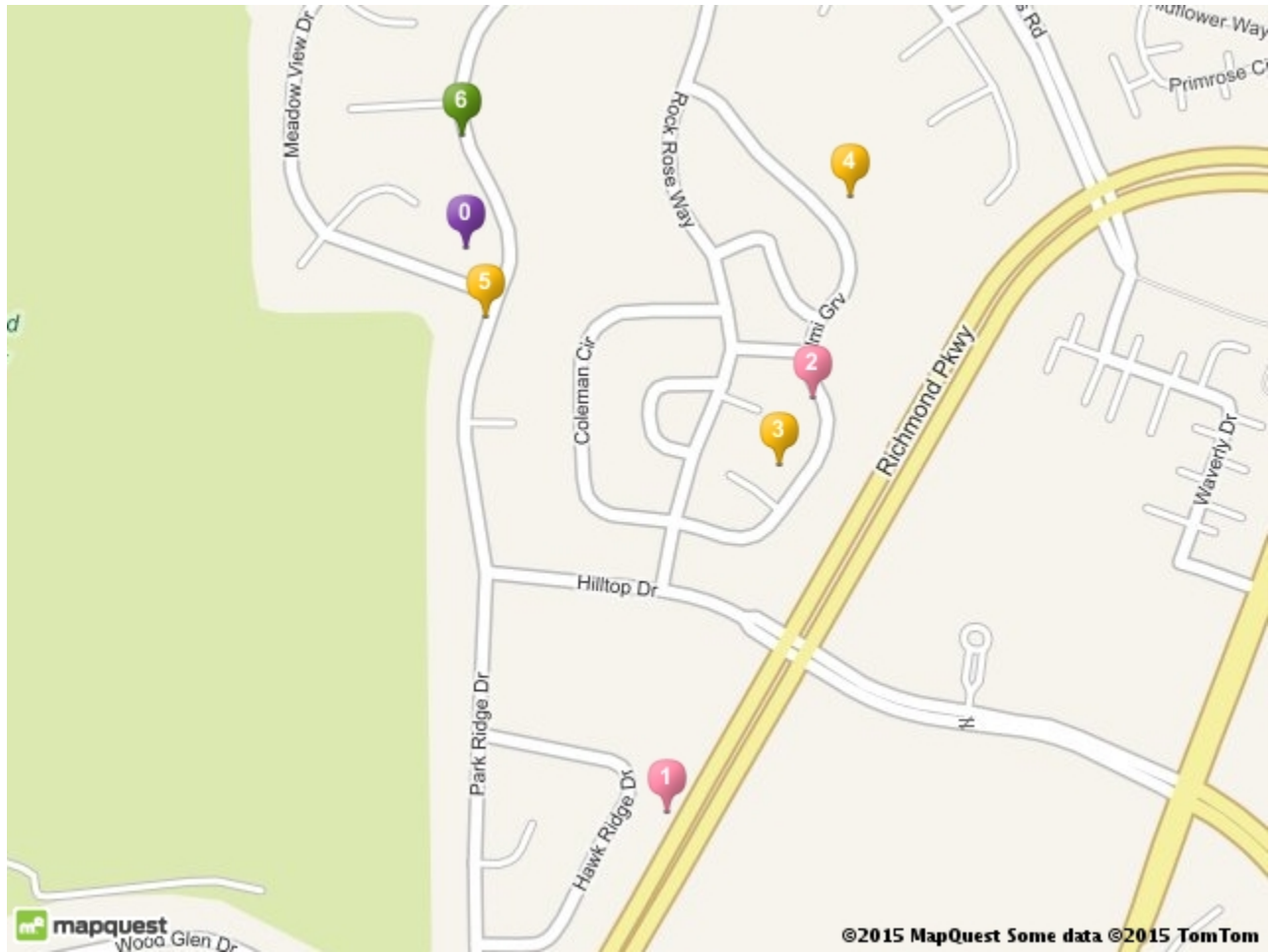
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Comparable Properties



	MLS #	Status	Address	Price
0	Subject		806 Meadow View Dr, Richmond, CA 94806	
1	40687785	S	328 HAWK RIDGE DR	\$550,000
2	40686457	S	3935 Selmi Grove	\$557,405
3	40696163	P	3914 SELMI GRV	\$567,500
4	40695688	P	3960 SELMI GRV	\$555,000
5	40692635	P	3627 PARK RIDGE DR	\$557,777
6	40700240	A	3647 PARK RIDGE DR	\$574,888

Status: S = Sold, P = Pending, A = New

Sold Listings

Address	Beds	Baths	YrBlt	SqFt	List Price	Sold Price	Sold Date
328 HAWK RIDGE DR	4	3/0	2002	1,810	\$520,000	\$530,000	4/7/15
3935 Selmi Grove	4	2/1	2000	2,011	\$525,000	\$532,405	3/5/15
Averages				1,910	\$522,500	\$531,203	

Pending Listings

Address	Beds	Baths	YrBlt	SqFt	List Price	Sold Price	Sold Date
3914 SELMI GRV	4	2/1	2002	2,010	\$530,000		
3960 SELMI GRV	4	2/1	2002	1,851	\$490,000		
3627 PARK RIDGE DR	5	3/0	2004	3,086	\$677,777		
Averages				2,315	\$565,926		

Active Listings

Address	Beds	Baths	YrBlt	SqFt	List Price	Sold Price	Sold Date
3647 PARK RIDGE DR	5	3/0	2002	2,732	\$669,888		
Averages				2,732	\$669,888		

328 HAWK RIDGE DR, RICHMOND

\$550,000



Status: Sold MLSNum: 40687785 Source: BAY EAST Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 4 Full baths: 3 Half baths: 0

SqFt: 1,810 Acres: 0.15 Garage: 2 Year Built: 2002

DOM: 55 List date: 1/6/15 Sold date: 4/7/15 Pending date: Mar 2, 2015 Off-market date: Apr 13, 2015 Updated: Apr 13, 2015 10:33 PM

List price: \$520,000 Orig list price: \$520,000 Sold price: \$530,000 List/Sqft: \$287 Sold/Sqft: \$293 Assoc Fee: \$95

School district: West Contra Costa (510) -231-110 High: Not Listed Middle: Not Listed Elementary: Not Listed

Courtesy of Clark Enterprises

FEATURES

Style: Contemporary **HOA:** COUNTRY CLUB HOA **HOA Amenities:** Greenbelt, Playground, Other **Cooling:** No Air Conditioning **Heating:** Forced Air 1 Zone **Exterior:** Stucco **Lot:** Level, Up Slope **Yard:** Back Yard, Fenced, Front Yard, Patio, Side Yard, Sprinklers Automatic, Sprinklers Front **Roof:** Tile **Water/Sewer:** Sewer System - Public, Water - Private **Flooring:** Tile, Wall to Wall Carpeting, Wood **Garage:** Attached Garage, Off Street Parking **Zoning:** 1003 **Pool:** None **Stories:** Two Story **Fireplaces:** 1 **Virtual Tour:** [Link](#) **Lotsize:** 6435 **Acres:** 0.15

REMARKS

A beautiful home with great flow and no rear neighbor. Wow! your family and friends with dramatic volume ceilings, custom window coverings, gorgeous bamboo flooring, designer-chosen interior paint colors and a downstairs bedroom and bathroom. Located in a community that overlooks San Pablo Bay.

S

328 HAWK RIDGE DR, Richmond

\$550,000



PRICE ADJUSTMENTS

MLS #40687785

S 328 HAWK RIDGE DR, Richmond

\$550,000

Listing information

Courtesy of Clark Enterprises

MLS#: 40687785	Beds: 4	Sq Ft: 1,810	Sold Date: 4/7/15
Status: Sold	Baths: 3/0	Year Built: 2002	DOM: 55

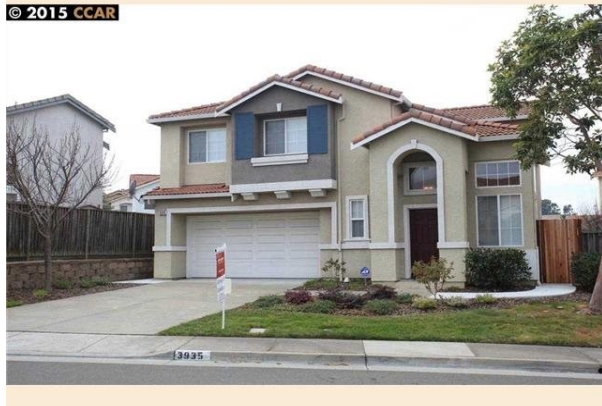
Feature	Value
Bedroom	\$20,000

Actual price	\$530,000
Total adjustments	\$20,000
Adjusted comparable price	\$550,000
Percent change	3.77%

3935 SELMI GROVE, RICHMOND

\$557,405

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Status: Sold MLSNum: 40686457 Source: CONTRA COSTA Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 4 Full baths: 2 Half baths: 1

SqFt: 2,011 Acres: 0.00 Garage: 2 Year Built: 2000

DOM: 12 List date: 2/5/15 Sold date: 3/5/15 Pending date: Feb 17, 2015 Off-market date: Mar 6, 2015 Updated: Mar 6, 2015 2:03 PM

List price: \$525,000 Orig list price: \$525,000 Sold price: \$532,405 List/Sqft: \$261 Sold/Sqft: \$265 Assoc Fee: \$95

School district: West Contra Costa (510) -231-110 High: Call School District Middle: Call School District Elementary: Call School District

Courtesy of New Horizon Real Estate

FEATURES

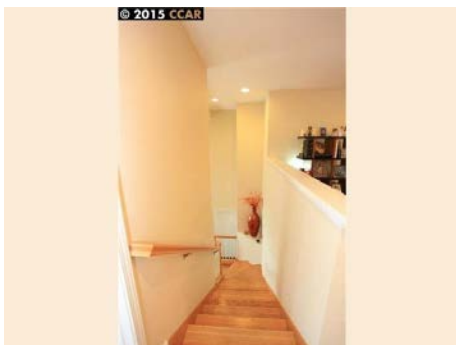
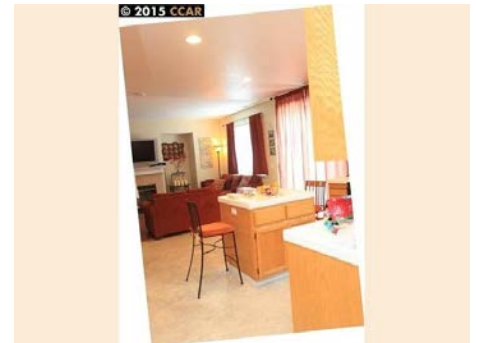
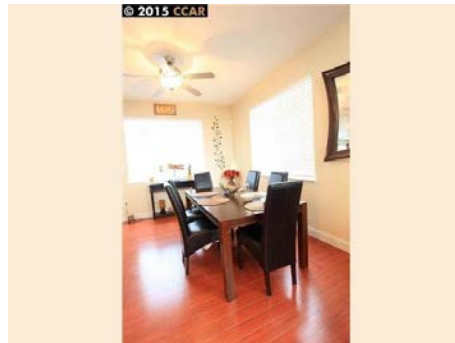
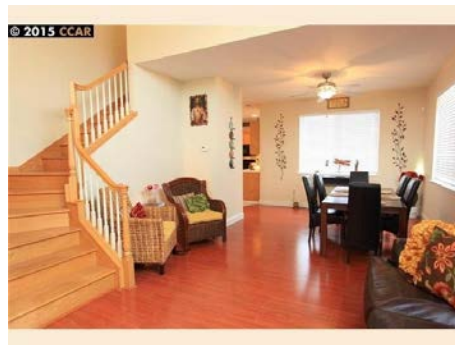
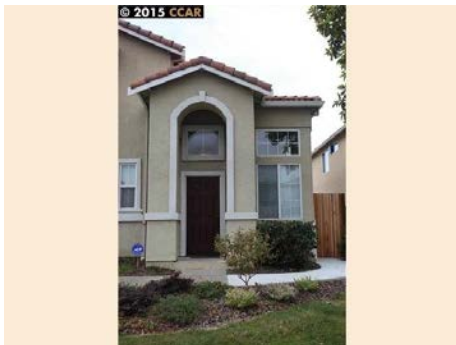
Style: Contemporary HOA: COUNTRY CLUB HOA HOA Amenities: Playground Cooling: None Heating: Forced Air 1 Zone Exterior: Stucco Lot: Level, Premium Lot Yard: Back Yard Roof: Tile Water/Sewer: Sewer System - Public Flooring: Wall to Wall Carpeting Garage: Attached Garage Pool: None Stories: Two Story Fireplaces: 1 Lotsize: 4840 Acres: 0.00

REMARKS

Beautiful home located in Richmond Country Club. 4 bedrooms 2.5 bath and good size back yard. Minutes to HWY 80, shops & restaurants. Entertainer's dream!

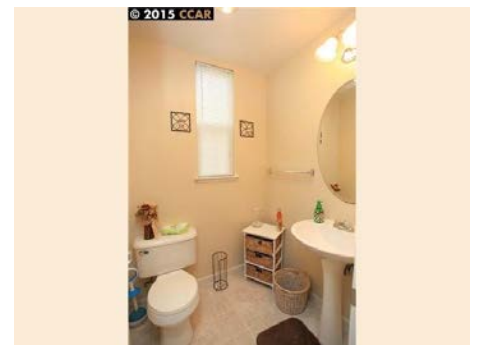
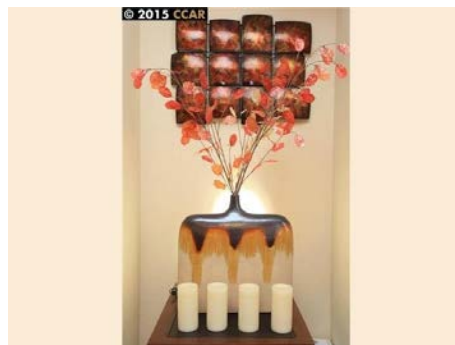
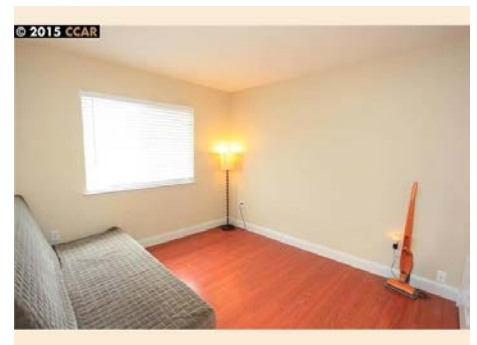
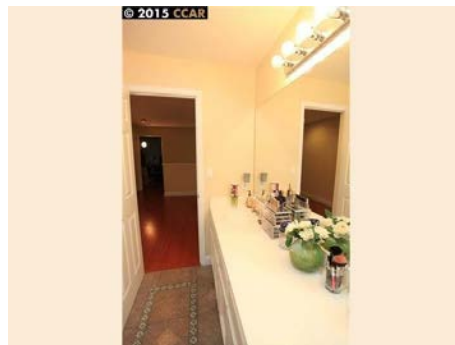
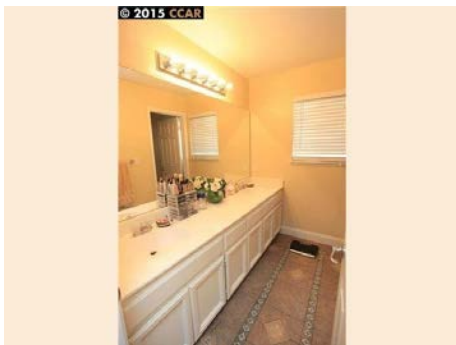
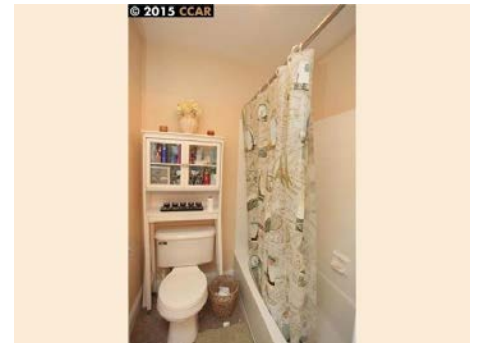
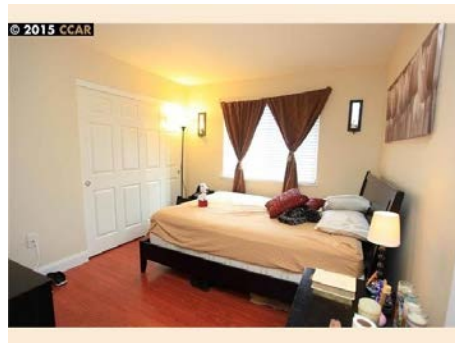
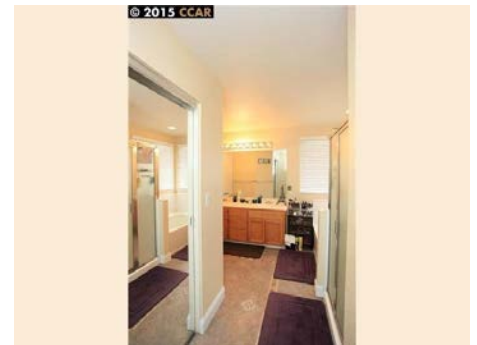
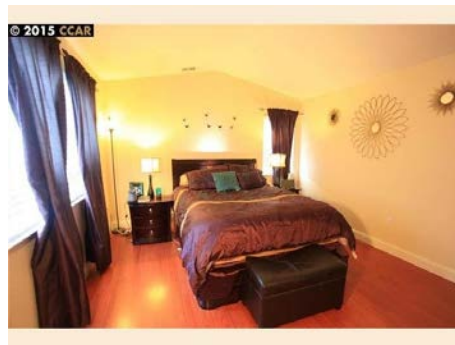
S 3935 Selmi Grove, Richmond

\$557,405



S 3935 Selmi Grove, Richmond

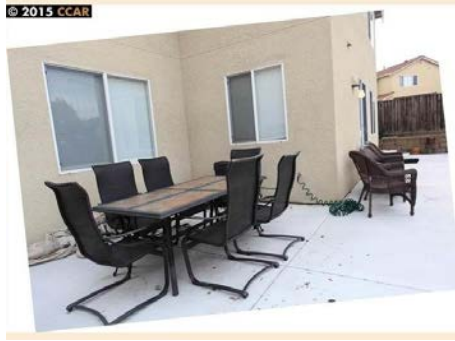
\$557,405



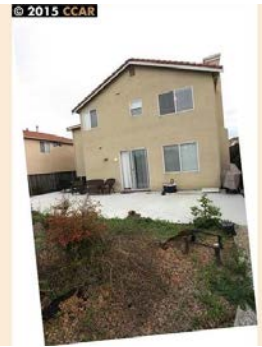
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S 3935 Selmi Grove, Richmond**\$557,405**

Listing information

Courtesy of New Horizon Real Estate

MLS#: 40686457	Beds: 4	Sq Ft: 2,011	Sold Date: 3/5/15
Status: Sold	Baths: 2/1	Year Built: 2000	DOM: 12

Feature	Value
Bedroom	\$20,000
Half-bath	\$5,000

Actual price	\$532,405
Total adjustments	\$25,000
Adjusted comparable price	\$557,405
Percent change	4.70%

3914 SELMI GRV, RICHMOND

\$567,500



Status: Pending MLSNum: 40696163 Source: BAY EAST Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 4 Full baths: 2 Half baths: 1

SqFt: 2,010 Acres: 0.08 Garage: 2 Year Built: 2002

DOM: 7 List date: 4/24/15 Pending date: May 1, 2015 Updated: May 2, 2015 8:39 AM

List price: \$530,000 Orig list price: \$530,000 List/Sqft: \$264 Assoc Fee: \$95

School district: West Contra Costa (510) -231-110 High: Not Listed Middle: Not Listed Elementary: Not Listed

Courtesy of Clark Enterprises

FEATURES

Style: Contemporary **View:** Bay **HOA:** COUNTRY CLUB HOA **HOA Amenities:** Greenbelt, Playground, Other **Cooling:** Central 1 Zone A/C **Heating:** Forced Air 1 Zone **Exterior:** Stucco **Lot:** Cul-De-Sac, Level **Yard:** Back Yard, Fenced, Front Yard, Patio, Patio Covered, Side Yard, Sprinklers Automatic, Sprinklers Back, Sprinklers Front **Roof:** Tile **Water/Sewer:** Sewer System - Public, Water - Public **Flooring:** Vinyl, Wall to Wall Carpeting **Garage:** Attached Garage, Off Street Parking **Zoning:** 1003 **Pool:** None **Stories:** Two Story **Fireplaces:** 1 **Virtual Tour:** [Link](#) **Lotsize:** 3639

REMARKS

Light-filled home in Country Club Vista. Set on a small cul-de-sac shared with only three neighbors, traffic is minimal in this ideal location. Dine alfresco in the backyard under a dramatic, redwood pergola set on a flagstone patio. Master suite views of San Pablo Bay. Submit your offer today!

P 3914 SELMI GRV, Richmond

\$567,500



P 3914 SELMI GRV, Richmond

\$567,500

Listing information

Courtesy of Clark Enterprises

MLS#: 40696163	Beds: 4	Sq Ft: 2,010	List Date: 4/24/15
Status: Pending	Baths: 2/1	Year Built: 2002	DOM: 7

Feature	Value
Actual sale price (\$540,000)	\$10,000
Bedroom	\$20,000
Half bath	\$5,000
Lot size	\$10,000
Lot upgrades	-\$7,500

Actual price	\$530,000
Total adjustments	\$37,500
Adjusted comparable price	\$567,500
Percent change	7.08%

3960 SELMI GRV, RICHMOND

\$555,000



Status: Pending MLSNum: 40695688 Source: BERKELEY Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 4 Full baths: 2 Half baths: 1

SqFt: 1,851 Acres: 0.07 Garage: 2 Year Built: 2002

DOM: 30 List date: 4/22/15 Pending date: May 22, 2015 Updated: May 26, 2015 6:37 PM

List price: \$490,000 Orig list price: \$490,000 List/Sqft: \$265 Assoc Fee: \$95

Courtesy of KK & C REALTY & FINANCE CORP.

FEATURES

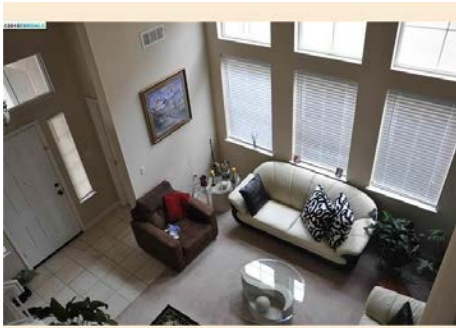
Style: Spanish HOA: COUNTRY CLUB HOA HOA Amenities: Playground Cooling: Central 1 Zone A/C Heating: Gas Exterior: Stucco, Wood Siding Lot: Level, Regular Yard: Back Yard, Front Yard, Side Yard Roof: Tile Water/Sewer: Sewer System - Public Flooring: Wall to Wall Carpeting Garage: Attached Garage, Carport - 2 Or More Zoning: 1003 Pool: None Stories: Two Story Fireplaces: 1 Lotsize: 3237 Acres: 0.07

REMARKS

Built in 2002 nice house in a quiet neighborhood. Close to Hilltop Mall. Close to highway 80 and Richmond Parkway. Brand new hot water heater. All appliances and window screens stay.

P 3960 SELMI GRV, Richmond

\$555,000



P 3960 SELMI GRV, Richmond

\$555,000

Listing information

Courtesy of KK & C REALTY & FINANCE CORP.

MLS#: 40695688	Beds: 4	Sq Ft: 1,851	List Date: 4/22/15
Status: Pending	Baths: 2/1	Year Built: 2002	DOM: 30

Feature	Value
Bedroom	\$20,000
Half bath	\$5,000
Lot size	\$20,000
Additional square footage	\$20,000

Actual price	\$490,000
Total adjustments	\$65,000
Adjusted comparable price	\$555,000
Percent change	13.27%

3627 PARK RIDGE DR, RICHMOND

\$557,777

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Status: Pending MLSNum: 40692635 Source: CONTRA COSTA Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 5 Full baths: 3 Half baths: 0

SqFt: 3,086 Acres: 0.11 Garage: 2 Year Built: 2004

DOM: 26 List date: 3/31/15 Pending date: Apr 30, 2015 Updated: Apr 30, 2015 2:32 PM

List price: \$677,777 Orig list price: \$677,777 List/Sqft: \$220 Assoc Fee: \$95

School district: West Contra Costa (510) -231-110 High: Call School District Middle: Call School District Elementary: Call School District

Courtesy of Coldwell Banker Bartels

FEATURES

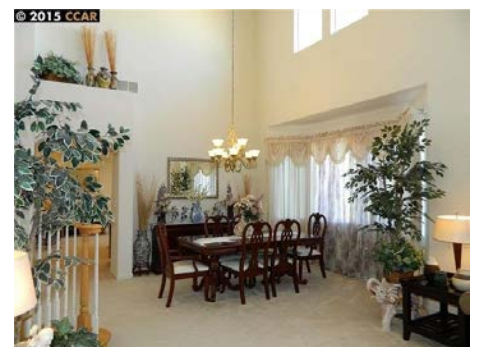
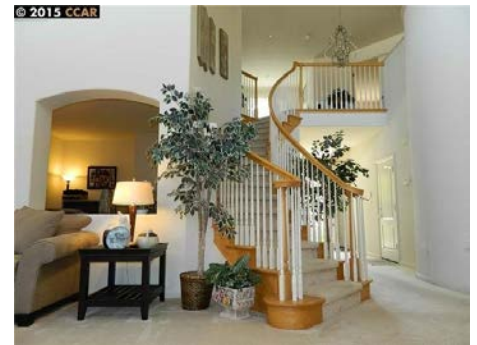
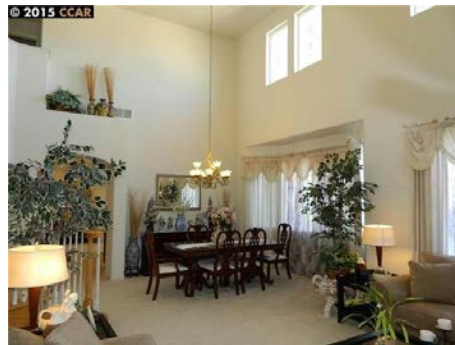
Style: Contemporary **View:** Golf Course, Greenbelt, Partial **HOA:** COUNTRY CLUB HOA **HOA Amenities:** Greenbelt, Playground, Other **Cooling:** Other **Heating:** Forced Air 1 Zone **Exterior:** Stucco **Lot:** Adj To/On Golf Course, Premium Lot, Regular **Yard:** Back Yard, Fenced, Front Yard, Patio, Side Yard, Sprinklers Automatic, Sprinklers Front **Roof:** Tile **Water/Sewer:** Sewer System - Public, Water - Public **Flooring:** Tile, Vinyl, Wall to Wall Carpeting **Garage:** Attached Garage **Zoning:** 1003 **Pool:** None **Stories:** Two Story **Fireplaces:** 1 **Lotsize:** 4680 **Acres:** 0.11

REMARKS

Desirable Country Club Vista Home, the most popular " Pebble Beach" model with curved stairway, vaulted ceiling. Bright and spacious. Large kitchen and dinner area with fireplace. Office/Den can be the 6th bedroom. The curved stairs landing to large loft as office retreat. Huge master suite.

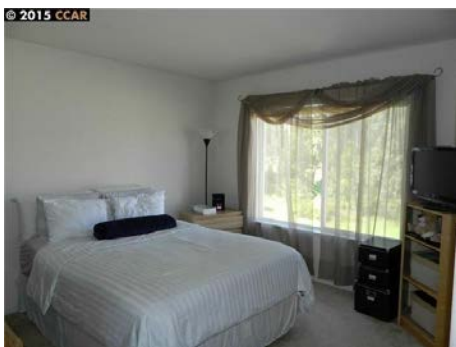
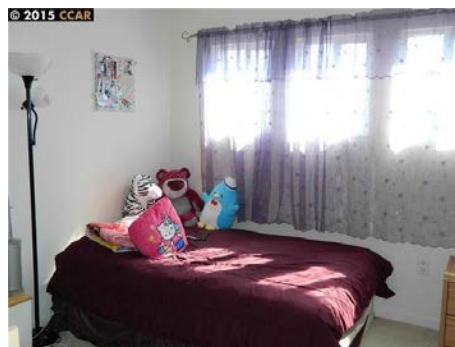
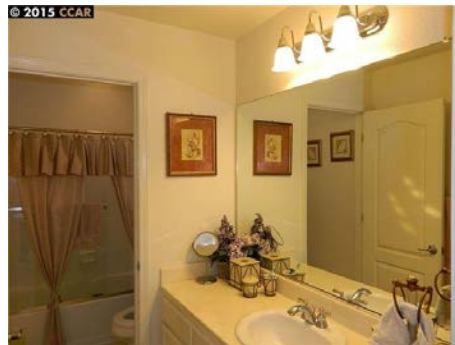
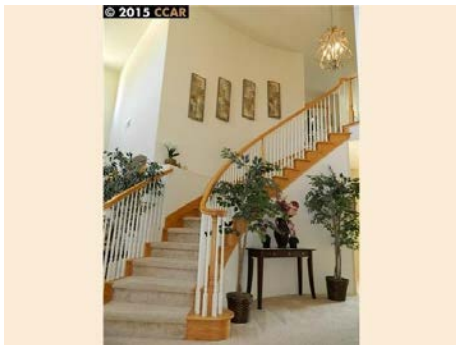
P 3627 PARK RIDGE DR, Richmond

\$557,777



P 3627 PARK RIDGE DR, Richmond

\$557,777





P 3627 PARK RIDGE DR, Richmond**\$557,777**

Listing information

Courtesy of Coldwell Banker Bartels

MLS#: 40692635	Beds: 5	Sq Ft: 3,086	List Date: 3/31/15
Status: Pending	Baths: 3/0	Year Built: 2004	DOM: 26

Feature	Value
Bedroom	-\$20,000
Additional square footage	-\$100,000

Actual price	\$677,777
Total adjustments	-\$120,000
Adjusted comparable price	\$557,777
Percent change	-17.70%

3647 PARK RIDGE DR, RICHMOND

\$574,888

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Status: New MLSNum: 40700240 Source: CONTRA COSTA Prop Type: Detached

City: RICHMOND State: CA Zip: 9480 County: Contra Costa Area: Richmond - Country Club Subdivision: COUNTRY CLUB

Beds: 5 Full baths: 3 Half baths: 0

SqFt: 2,732 Acres: 0.14 Garage: 2 Year Built: 2002

DOM: 4 List date: 5/23/15 Off-market date: May 23, 2015 Updated: May 27, 2015 9:35 AM

List price: \$669,888 Orig list price: \$669,888 List/Sqft: \$245 Assoc Fee: \$95

School district: West Contra Costa (510) -231-110 High: Call School District Middle: Call School District Elementary: Call School District

Courtesy of Coldwell Banker Bartels

FEATURES

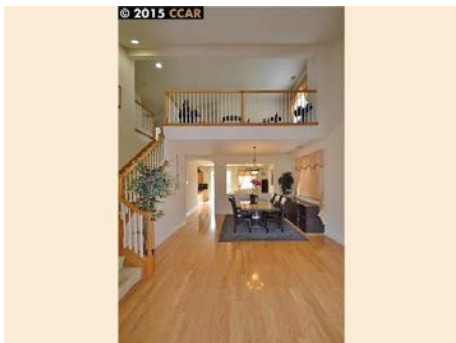
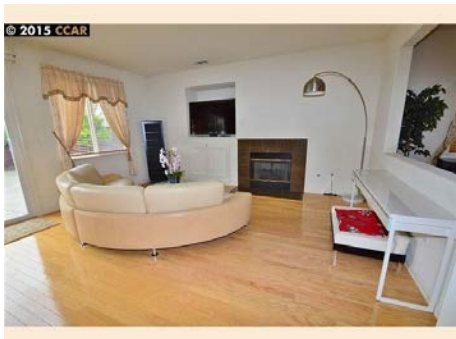
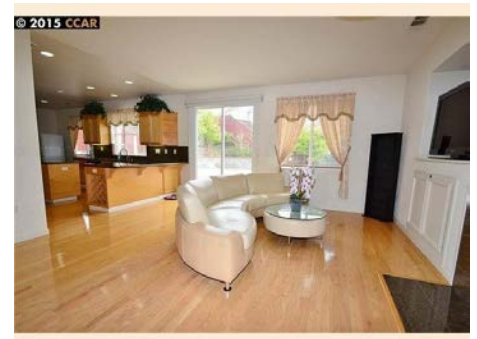
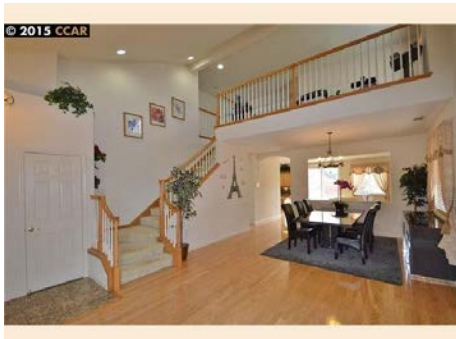
Style: Contemporary View: Greenbelt, Other HOA: COUNTRY CLUB HOA HOA Amenities: Greenbelt, Playground, Other Cooling: Other Heating: Forced Air 1 Zone Exterior: Stucco Lot: Regular Yard: Back Yard, Fenced, Front Yard, Patio, Side Yard Roof: Tile Water/Sewer: Sewer System - Public, Water - Public Flooring: Hardwood Floors, Tile, Wall to Wall Carpeting, Wood Garage: Attached Garage Zoning: 1003 Pool: None Stories: Two Story Fireplaces: 1 Lotsize: 5930 Acres: 0.14

REMARKS

Welcome to the prestigious neighborhood of Country Club Vista. 3647 Park Ridge is a luxurious home with an impressive array of features. Having 5BR and 3BA this is a wonderful home for an extended family. The kitchen is a cook's dream and the floor plan is perfect for entertaining. A SUPERB HOME!

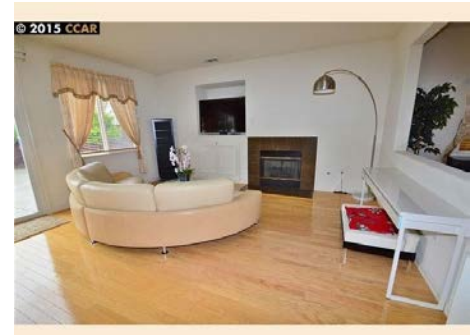
A 3647 PARK RIDGE DR, Richmond

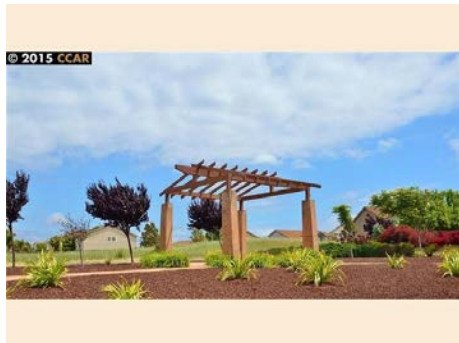
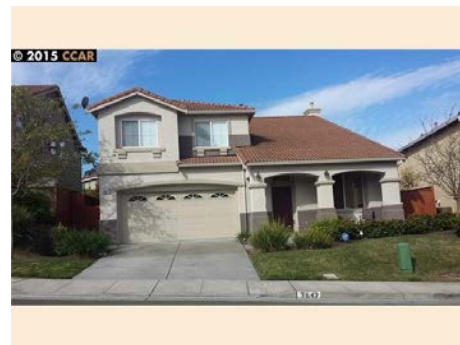
\$574,888



A 3647 PARK RIDGE DR, Richmond

\$574,888





A 3647 PARK RIDGE DR, Richmond

\$574,888

Listing information

Courtesy of Coldwell Banker Bartels

MLS#: 40700240	Beds: 5	Sq Ft: 2,732	List Date: 5/23/15
Status: New	Baths: 3/0	Year Built: 2002	DOM: 4

Feature	Value
Additional square footage	-\$75,000
Hardwood flooring	-\$20,000

Actual price	\$669,888
Total adjustments	-\$95,000
Adjusted comparable price	\$574,888
Percent change	-14.18%

Sold Listings

Number of listings	2
Lowest price	\$530,000
Average price	\$531,203
Highest price	\$532,405
Avg price per sqft	\$279
Avg DOM	34



Pending Listings

Number of listings	3
Lowest price	\$490,000
Average price	\$565,926
Highest price	\$677,777
Avg price per sqft	\$249
Avg DOM	21



Active Listings

Number of listings	1
Lowest price	\$669,888
Average price	\$669,888
Highest price	\$669,888
Avg price per sqft	\$245
Avg DOM	4



SOLD PROPERTY ANALYSIS

ANALYSIS



Address	List Price	Sold Price	Difference	DOM	\$ per Sqft
328 HAWK RIDGE DR	\$520,000	\$530,000	1.92%	55	\$293
3935 Selmi Grove	\$525,000	\$532,405	1.41%	12	\$265
Sold Averages	\$522,500	\$531,203	1.67%	34	\$279

Suggested List Price

Analysis of the comparable properties suggests a list price of:

\$560,000

Here are some other pricing factors to consider:

	Low	Median	Average	High	Proj. value \$/sqft
All listings	\$550,000	\$557,405	\$560,428	\$574,888	\$572,761
Active listings	\$574,888	\$574,888	\$574,888	\$574,888	\$543,364
Sold listings	\$550,000	\$550,000	\$553,703	\$557,405	\$617,781

Suggested list price \$560,000

Item	Cost
Broker fees (listing)	\$16,800
Broker fees (selling)	\$14,000
HOA transfer fee	\$125
HOA document fee	\$500
HOA inspection fee	\$100
County transfer tax (\$1.10/1000)	\$616
City transfer tax (\$7/1000 split 50/50)	\$1,960
Natural Hazard Disclosure with CLUE	\$129
Total selling expenses	\$34,230

Net to seller \$525,770

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