

Comparative Market Analysis



15 san angelo 92610

PREPARED FOR

**15 San Angelo Foothill
Ranch, CA 92610**

AUGUST 14, 2010



David Gubler | IML Real Estate
Mobile: 949.292.2763
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Web: www.IMLRealEstate.com

Information is deemed reliable although not guaranteed.



Contact Me



David Gubler

IML Real Estate

Address [6 Parliament Place, Ladera Ranch, CA 92694](#)

Mobile [949.292.2763](#)

Web www.IMLRealEstate.com

E-mail dgubler@IMLRealEstate.com



Download this report (PDF)

What's up with the bar code?

The unique bar code on this page - known as a QR code - makes it easy for you to download this report to your smart phone.

1. **Make sure your phone can scan a QR code with its camera**, either with an application that you download or via software that's already installed on your phone. You can try <http://cloudcma.com/qr> on your phone's browser to download an app, or do a Google search for the model of your phone along with the term "QR reader".
2. **When you see a QR code, use your phone's application to scan it.** The QR code here will instantly download a copy of this report as a PDF document to your smart phone.



David Gubler | IML Real Estate

Mobile: [949.292.2763](#)

Web: www.IMLRealEstate.com

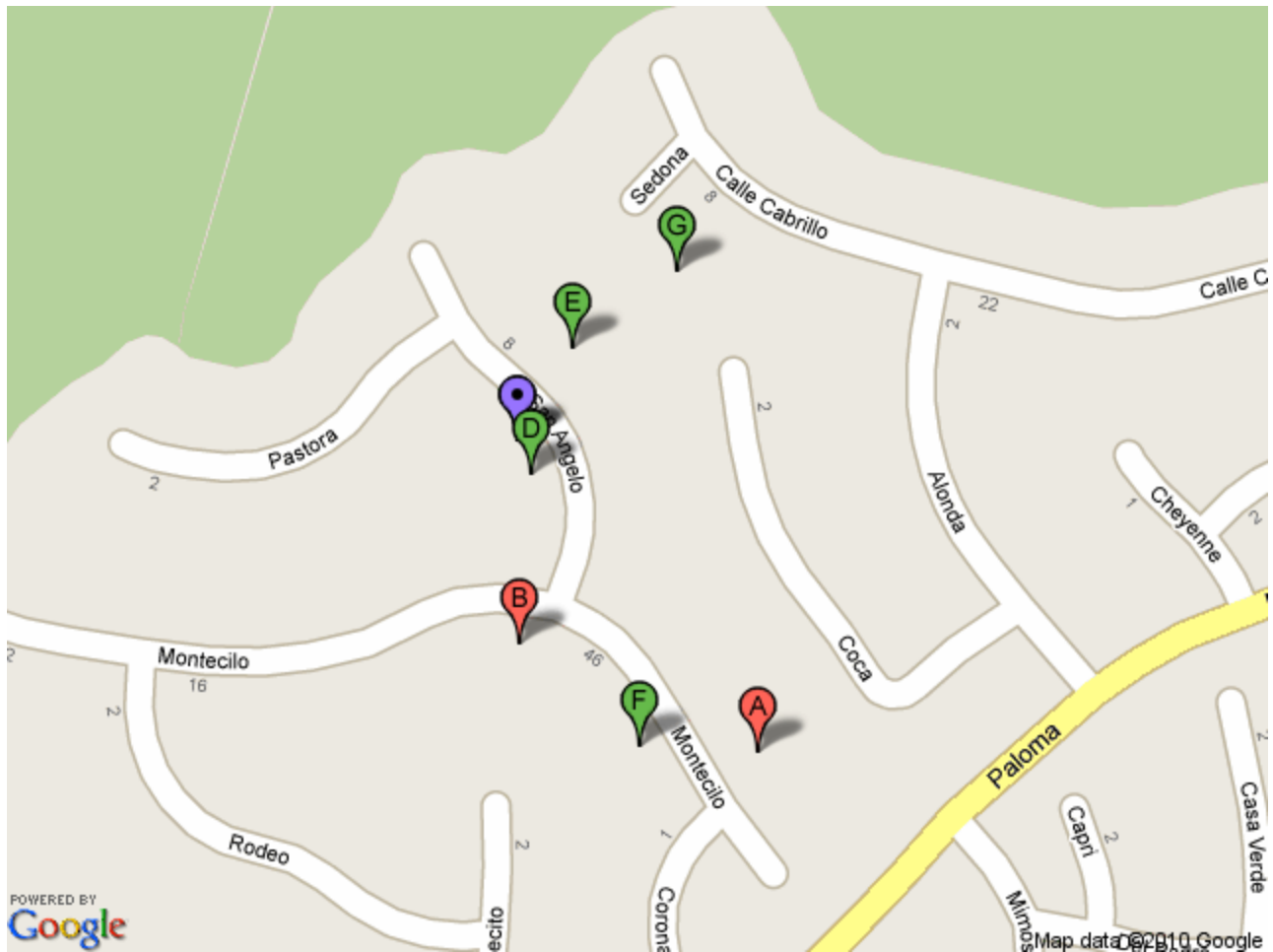
E-mail: dgubler@IMLRealEstate.com

Address: [6 Parliament Place, Ladera Ranch, CA 92694](#)

Information is deemed reliable although not guaranteed.



Map of All Listings



	MLS #	Status	Address	Price
SP	Subject		15 san angelo 92610	
A	S574924	S	63 Montecilo, Lake Forest	\$580,000
B	S613689	S	44 Montecilo, Lake Forest	\$695,000
C	S613880	S	15 San Angelo, Lake Forest	\$716,000
D	P742065	A	17 San Angelo, Lake Forest	\$688,000
E	S595431	A	12 San Angelo, Lake Forest	\$599,000
F	S620268	A	58 Montecilo, Lake Forest	\$595,000
G	S623625	A	8 Sedona, Lake Forest	\$909,500



David Gubler | IML Real Estate
 Mobile: 949.292.2763 | Web: www.IMLRealEstate.com
 E-mail: dgubler@IMLRealEstate.com
 Address: 6 Parliament Place, Ladera Ranch, CA 92694



Information is deemed reliable although not guaranteed.

Summary of Comparable Properties



Closed Listings

Address	Beds	Baths	SqFt	List Price	Sold Price	Sold Date
63 Montecilo	5	3.0	2,211	\$615,000	\$580,000	05/03/10
44 Montecilo	3	3.0	2,050	\$695,000	\$695,000	06/21/10
15 San Angelo	5	3.0	2,500	\$719,000	\$716,000	06/10/10
Averages			2,253	\$676,333	\$663,667	

Active Listings

Address	Beds	Baths	SqFt	List Price	Sold Price	Sold Date
17 San Angelo	4	3.0	2,300	\$688,000		
12 San Angelo	5	3.0	2,350	\$599,000		
58 Montecilo	4	3.0	2,350	\$595,000		
8 Sedona	4	3.0	2,498	\$909,500		
Averages			2,374	\$697,875		



David Gubler | IML Real Estate

Mobile: 949.292.2763

Web: www.IMLRealEstate.com

E-mail: dgubler@IMLRealEstate.com

Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Comparable Properties



S **63 Montecilo, Lake Forest, CA 92610-1734** **\$580,000**
Single family, 5 beds, 3.00 baths, 2,211 sqft, 4,295 lot sqft

Status: Closed **MLSNum:** S574924 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.1 **Garages:** 2 **Year Built:** 1992 **Full baths:** 2 **Half baths:** 1 **Quater baths:** 0 **3/4 baths:** 0 **List date:** May 17, 2009 **Sold date:** May 03, 2010 **Pending date:** Apr 06, 2010 **Expired date:** May 30, 2010 **Off-market date:** May 07, 2010 **DOM:** 351



S **44 Montecilo, Lake Forest, CA 92610-1742** **\$695,000**
Single family, 3 beds, 3.00 baths, 2,050 sqft, 6,681 lot sqft

Status: Closed **MLSNum:** S613689 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.15 **Garages:** 3 **Year Built:** 1992 **Full baths:** 2 **Half baths:** 1 **Quater baths:** 0 **3/4 baths:** 0 **List date:** Apr 18, 2010 **Sold date:** Jun 21, 2010 **Pending date:** Apr 26, 2010 **Expired date:** Aug 18, 2010 **Off-market date:** Jun 21, 2010 **DOM:** 64



S **15 San Angelo, Lake Forest, CA 92610-1729** **\$716,000**
Single family, 5 beds, 3.00 baths, 2,500 sqft, 5,500 lot sqft

Status: Closed **MLSNum:** S613880 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.13 **Garages:** 3 **Year Built:** 1991 **Full baths:** 2 **Half baths:** 0 **Quater baths:** 0 **3/4 baths:** 1 **List date:** Apr 19, 2010 **Sold date:** Jun 10, 2010 **Pending date:** May 12, 2010 **Expired date:** Oct 19, 2010 **Off-market date:** Jun 12, 2010 **DOM:** 52



A **17 San Angelo, Lake Forest, CA 92610-1729** **\$688,000**
Single family, 4 beds, 3.00 baths, 2,300 sqft, 7,843 lot sqft

Status: Active **MLSNum:** P742065 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.18 **Garages:** 3 **Year Built:** 1992 **Full baths:** 2 **Half baths:** 1 **Quater baths:** 0 **3/4 baths:** 0 **List date:** Jul 02, 2010 **Expired date:** Oct 01, 2010 **DOM:** 43



David Gubler | IML Real Estate
Mobile: 949.292.2763 Web: www.IMLRealEstate.com
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Comparable Properties



A **12 San Angelo, Lake Forest, CA 92610-1728** **\$599,000**
Single family, 5 beds, 3.00 baths, 2,350 sqft, 5,239 lot sqft

Status: Active **MLSNum:** S595431 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.12 **Garages:** 3 **Year Built:** 1993 **Full baths:** 3 **Half baths:** 0 **Quarter baths:** 0 **3/4 baths:** 0 **List date:** Nov 08, 2009 **Expired date:** Sep 30, 2010 **DOM:** 279



A **58 Montecilo, Lake Forest, CA 92610-1742** **\$595,000**
Single family, 4 beds, 3.00 baths, 2,350 sqft, 5,646 lot sqft

Status: Active **MLSNum:** S620268 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.13 **Garages:** 3 **Year Built:** 1994 **Full baths:** 2 **Half baths:** 0 **Quarter baths:** 0 **3/4 baths:** 1 **List date:** Jun 03, 2010 **Expired date:** Dec 03, 2010 **DOM:** 72



A **8 Sedona, Lake Forest, CA 92610-1727** **\$909,500**
Single family, 4 beds, 3.00 baths, 2,498 sqft, 10,491 lot sqft

Status: Active **MLSNum:** S623625 **Source:** CARETS_SOCAL **Area:** Foothill Ranch (FH) **Acres:** 0.24 **Garages:** 3 **Year Built:** 1992 **Full baths:** 3 **Half baths:** 0 **Quarter baths:** 0 **3/4 baths:** 0 **List date:** Jul 02, 2010 **Expired date:** Oct 29, 2010 **DOM:** 43



David Gubler | IML Real Estate
Mobile: 949.292.2763 Web: www.IMLRealEstate.com
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Comparable Property Statistics



Closed Listings

Number of listings	3
Lowest price	\$580,000
Average price	\$663,667
Highest price	\$716,000
Avg price per sqft	\$296
Avg DOM	155



Active Listings

Number of listings	4
Lowest price	\$595,000
Average price	\$697,875
Highest price	\$909,500
Avg price per sqft	\$296
Avg DOM	155



David Gubler | IML Real Estate
Mobile: 949.292.2763 | Web: www.IMLRealEstate.com
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Online Valuation Analysis



Powered by
cyberhomes

Closed Listings

Address	Sold Date	Sold Price	Estimate	Difference
63 Montecilo	May 03, 2010	\$580,000	\$580,000	0.00%
44 Montecilo	Jun 21, 2010	\$695,000	\$608,533	-12.44%
15 San Angelo	Jun 10, 2010	\$716,000	\$650,562	-9.14%
Sold Averages		\$663,667	\$613,031	-7.19%

Active Listings

Address	List Price	Estimate	Difference
17 San Angelo	\$688,000	\$607,454	-11.71%
12 San Angelo	\$599,000	\$653,215	9.05%
58 Montecilo	\$595,000	\$605,483	1.76%
8 Sedona	\$909,500	\$612,116	-32.70%



David Gubler | IML Real Estate
Mobile: 949.292.2763 Web: www.IMLRealEstate.com
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Sold Property Analysis



Address	List Price	Sold Price	Difference	DOM	\$ per Sqft
63 Montecilo	\$615,000	\$580,000	-5.69%	351	\$262
44 Montecilo	\$695,000	\$695,000	0.00%	64	\$339
15 San Angelo	\$719,000	\$716,000	-0.42%	52	\$286
Sold Averages	\$676,333	\$663,667	-1.87%	155	\$296



David Gubler | IML Real Estate
Mobile: 949.292.2763 Web: www.IMLRealEstate.com
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Information is deemed reliable although not guaranteed.



Why you need a Real Estate Professional



Selling a home requires a great deal of information and resources, especially if you want to get top dollar sales. Hiring a real estate professional helps the entire process go smoothly and provides you with the most valuable resource you can have. As such, here are key areas where a real estate professional earns their commission:

Pricing

When pricing your home, it is extremely important that it not be set a too high or too low of a price. Undervaluing or overpricing can slow down or impede the sale of a home. Real estate professionals have access to neighborhood information and pricing trends and they are experienced in the home selling process.

Marketing

When you first list your home for sale, your agent has the skill and experience to recommend repairs and cosmetic work that will help enhance your home's appearance and marketability.

Next, your agent will advertise your property. Most buyers go to the Internet first when searching for a home so that will be a big focus. A real estate professional will also provide exposure to other industry professionals and the public. It has been shown that many home sales come about as a result of previous relations with a client and client referrals.

It is important that there is not an overexposure, too. This may cause buyers to see the property as distressed or to assume that the seller is desperate.

Security

When selling your house, your agent will ensure that home showings are supervised. Buyers must go through your agent to schedule a showing, thus being prescreened. This gives you time to prepare your house and gives you a peace of mind knowing that buyers are chaperoned in your home.

Negotiations

Your real estate agent acts as an objective middle-person. They are perceived as unbiased professionals, and buyers often feel more comfortable negotiating with them. Your agent will help with your initial agreement by writing a legally binding contract to have both parties sign. Then, they guide you through the processes of appraisals, financing and home inspections - all necessary to complete the sale of a home.

Monitoring, Renegotiating, Closing/Settling

There are many steps involved between a sales agreement and the closing or settlement of a sale. An agent has many industry contacts who can be used every step of the way. Your agent will help you navigate through the steps and complete required paperwork. They ensure that as issues arise, problems get resolved and the intimidating amounts of paperwork get completed accurately.



David Gubler | IML Real Estate
Mobile: 949.292.2763
E-mail: dgubler@IMLRealEstate.com
Address: 6 Parliament Place, Ladera Ranch, CA 92694

Web: www.IMLRealEstate.com

Information is deemed reliable although not guaranteed.

