

## SAMPLE COMPETITIVE MARKET ANALYSIS

Below is a summary of the subject property, comparable properties currently listed as for sale, and comparable properties that have recently sold in the area.

Prepared For: SAMPLE

Subject Property														
PH	S	AR	Address	LP	Br	Ba	SF	LSZ	YB	Map	LD	ST Date	SP	MLS
	S	33	1234 PHILIP AVENUE	\$0	4	4.00	2,850	60,000	1960	667/C1			\$0	614465
Comparable Property(s)														
Active														
1	11	A	33	5942 FILAREE HTS	\$2,595,000	4	3.00	2,211	28,750	1972	667/C1	01/23/07	01/23/07	07-157439
2	9	A	33	30004 ZENITH POINT RD	\$2,765,000	3	2.00	2,200	97,139	1964	627/B7	01/08/08	01/08/08	08-245779
3	47	A	33	6200 CAVALLERI RD	\$3,295,000	5	4.00	2,743	89,298	1964	667/E1	12/13/07	12/13/07	07-241553
4	9	A	33	29517 HARVESTER RD	\$2,595,000	3	2.00	0	63,598	1956	667/D1	12/19/07	12/19/07	07-242319
5	4	A	33	6756 WANDERMERE RD	\$2,150,000	3	2.00	1,840	48,787		667/E3	04/22/07	04/22/07	07-179961
6	8	A	33	5617 BUSCH DR	\$2,495,000	4	2.00	0	64,873	1950	627/D7	06/16/07	06/16/07	07-195519
Sold														
7	5	S	33	6309 ZUMIREZ DR	\$2,875,000	3	3.00	2,725	43,116	1987	667/F2	02/26/07	06/20/07	\$2,800,000 07-164933
8	4	S	33	6332 BUSCH DR	\$2,695,000	3	2.00	2,300	81,893	1950	667/D2	03/12/07	05/11/07	\$2,660,000 07-168589
9	9	S	33	30071 ANDROMEDA LN	\$2,950,000	3	2.00	2,100	62,726	1962	627/C7	01/22/07	05/09/07	\$2,700,000 07-156773
10	1	S	33	28854 BISON CT	\$2,950,000	3	2.00	2,264	50,530	1955	667/F3	11/06/06	04/24/07	\$2,800,000 06-143743
11	13	S	33	6539 WANDERMERE RD	\$2,995,000	4	4.00	0	48,352	1957	667/E2	09/15/06	02/15/07	\$2,800,000 06-130379
12	9	S	33	29407 BLUEWATER RD	\$2,325,000	3	2.00	1,756	56,188	1959	667/E3	09/08/06	04/05/07	\$2,350,000 06-128877
13	13	S	33	29943 HARVESTER RD	\$2,595,000	4	3.00	2,534	45,302	1960	667/C1	06/03/06	07/02/07	\$2,450,000 06-101609
14	11	S	33	5944 FILAREE HTS	\$2,195,000	4	3.50	3,000	47,480	1974	667/C1	11/13/06	01/19/07	\$2,195,000 06-145051

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This table provides a more detailed description of the subject property and the comparable properties in the area.



	Subject Property	1	2	3
<b>TYPE:</b>	Residential Single Family	Residential Single Family	Residential Single Family	Residential Single Family
<b>ADDRESS:</b>	1234 PHILIP AVENUE	6756 WANDERMERE RD	5617 BUSCH DR	29517 HARVESTER RD
<b>STATUS:</b>	Sold	Active	Active	Active
<b>AREA:</b>	(33) Malibu	(33) Malibu	(33) Malibu	(33) Malibu
<b>MAP:</b>	667/E3	667/E3	627/D7	667/D1
<b>LP:</b>	N/A	\$2,150,000	\$2,495,000	\$2,595,000
<b>LD:</b>	N/A	04/22/2007	06/16/2007	12/19/2007
<b>DOM:</b>	N/A	282	227	41
<b>SP:</b>	N/A	-	-	-
<b>SD:</b>	N/A	-	-	-
<b>STYLE:</b>	Cottage	Ranch	California Bungalow	Cape Cod
<b>BR:</b>	4	3	4	3
<b>BA:</b>	4.00	2.00	2.00	2.00
<b>MD BR / BA:</b>	N/A / N/A	0 / N/A	0 / N/A	1 / N/A
<b>APX SF, \$/SF:</b>	2,850 / N/A	1,840 / \$1,168.48	N/A / SF N/A	0 / SF N/A
<b>#PKG / #CVD:</b>	2 / N/A	1 / 0	2 / 2	N/A / 0
<b>LSZ, \$/LSZ:</b>	60,000 / SP & LP N/A	48,787 / \$44.07	64,873 / \$38.46	63,598 / \$40.80
<b>LDM:</b>	N/A	N/A	N/A	N/A
<b>HOD:</b>	\$0	\$0	\$0	\$0
<b>#STO:</b>	1	1	1	1
<b>POOL:</b>	None	Room For	Room For	None
<b>VIEW:</b>	Mountains	Canyon, Mountains	Other	Canyon, Ocean
<b>#FP: / TC:</b>	1 / N/A	1 / No	1 / Yes	0 / No
<b>YB:</b>	1960	N/A	1950	1956
<b>LEASE:</b>	Yes	No	No	N/A
<b>PUD:</b>	No	No	No	No
<b>ZONE:</b>	RA200	LCRA1*	LCRA20000*	LCRA20000*
<b>GH:</b>	None	None	Det'd	None
<b>ROOMS:</b>	Dining Area	Breakfast Area, Family, Living	Breakfast Area, Dining Area, Living, Office, Patio Enclosed	Breakfast Bar, Dining Area, Living, Patio Covered, Patio Open, Stable
<b>REMARKS:</b>	MALIBU PARK/ZUMA BEACH AREA, CHARMING AND COZY COTTAGE. CLOSE TO SCHOOLS, STORE, RIDING TRAILS. PRIVATE LONG DRIVEWAY AND CIRCULAR DRIVE. VERY RELAXING. MOVE IN TODAY, PLUS PLENTY OF POTENTIAL FOR 1.3 ACRES...WITH BARN AND	SPARKLING ONE STORY HOME ON QUIET CUL-DE-SAC ON DESIRABLE POINT DUME. THOROUGHLY REMODELED IN 2001 FEATURING LIGHT FILLED LIVING AREAS VAULTED CEILINGS AND THOUGHTFUL BUILT-INS. ROOM FOR POOL AND SPA. LOWEST PRICED	First time on the market in 35 years. This is a beautiful corner lot consisting of approx. 1.5 flat usable acres. Home, which needs remodeling, plus cute separate 2 bedroom, 1 bath, guest house. Plans with many reports completed for remodel.	Adorable 3 bedroom, 2 bath Cape Cod with permits to immediately begin building an approximately 2,450 square foot addition plus garage. Pool permits are nearing completion also. The completed project will be approximately 4,183 square feet including the garage. Located on an eight home cul-de-sac street, this exciting
<p>NOTE - *lp = list price substituted for sale price            Broker/Agent does not guarantee the accuracy of the square footage, lot size or other information concerning the conditions or features of the property provided by the seller or obtained from Public Records or other sources. Buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals.            Copyright © 2008 by Combined L.A./Westside MLS, Inc. Information deemed reliable but not guaranteed.</p>				

This table provides a financial summary of the comparable properties selected.

Market Analysis Report							
	Active	Backup	Pending	Sold LP	Sold SP **	Expired	Withdrawn
# of Listings	6	--	--	10	10	--	--
Average DOM	164	--	--	126	138	--	--
Low Price \$	2,150,000	--	--	2,195,000	2,195,000	--	--
Median Price \$	2,595,000	--	--	2,785,000	2,555,000	--	--
High Price \$	3,295,000	--	--	3,350,000	2,800,000	--	--
Average Price \$	2,649,167	--	--	2,752,500	2,550,625	--	--
*Avg. Sq. Ft.	2,249	--	--	2,402	2,402	--	--
*Avg. \$/Sq. Ft.	1,201.36	--	--	1,102.38	1,062.04	--	--
Avg SP/Avg LP	--	--	--	--	96.34%	--	--

This is a sample page description for every comparable property listed above.

**STATUS:** Active      **ADDRESS:** 5942 FILAREE HTS, MALIBU 90265      **LP:** \$2,595,000

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<p><b>RESIDENTIAL SINGLE FAMILY</b>  <b>STYLE:</b> Ranch  <b>APN:</b> 4469-013-027  <b>ADP:</b>  <b>APX ACREAGE:</b>  <b>HORSE PROP:</b> Yes  <b>ELEM:</b> JUAN CABRILLO</p>	<p><b>AREA:</b> (33) Malibu  <b>SUB:</b>  <b>ZONE:</b> LCRA20000  <b>VU:</b> Yes  <b>GH:</b> None  <b>LSE:</b> No  <b>JRHS:</b> MALIBU JR HIGH</p>	<p><b>FEATURE SHEET</b>  <b>MLS#:</b> 07-157439  <b>PUD:</b> No  <b>HOD:</b> \$0.00  <b>PL:</b> No  <b>FP:</b> 1  <b>LDP:</b> No  <b>SRHS:</b> MALIBU HIGH</p>	<p><b>MAP:</b> <a href="#">667/C1</a>  <b>YB:</b> 1972  <b>STO:</b> 1  <b>APX LDM:</b>  <b>FUR:</b> No</p>	<p><b>BR:</b> 4  <b>BA:</b> 3.00  <b>APX SF:</b> 2,211/VN  <b>APX LSZ:</b> 28,750/VN  <b>PKG:</b> 3  <b>PKG C:</b> 3</p>
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**DIRECTIONS:** PACIFIC COAST HWY TO BUSCH DR, LEFT ON HARVESTER, 2ND LEFT ON FILAREE HTS TO CUL DE SAC.  
**REMARKS:** BEAUTIFUL 4 BEDROOM RANCH WITH OCEAN VIEWS. PRIVATELY LOCATED ON A CUL DE SAC IN DESIRABLE MALIBU PARK. LARGE OUTDOOR DECK FOR ENTERTAINING & A NICE BACKYARD. 3 CAR GARAGE & GATED DRIVEWAY. MAKE YOUR BEST OFFER TODAY!

**ROOMS:** Art Studio,Breakfast Bar,Center Hall,Den,Dining Area,Family,Living,Office,Patio Open,Powder  
**EQUIP:** Cable,Ceiling Fan,Dishwasher,Garbage Disposal,Range/Oven  
**AIR:** None  
**FLOOR:** Carpet,Mixed,Other  
**FIREPL:** Living Room  
**POOL:**  
**PARK:** Attached,Door Opener,Garage,Side By Side  
**VIEW TYPE:** City Lights,Ocean,Other  
**SEC:** Gated  
**SEWER:** Septic

**HEAT:** Central  
**LAUNDRY:** Inside  
**ROOF:** Composition  
**TENNIS:**  
**SPA:** Bath Tub  
**WATERFRONT:**  
**FIN:** Cash To New Loan  
**POSS:** Close Of Escrow

**DISC:** As Is,Listing Broker Advantage  
**OCC/SHOW:** Call LA 1      **SZONE:** Coastal Commission,Flood

<b>LP:</b> \$2,595,000	<b>DOM:</b> 368	<b>SP:</b>	<b>SSP:</b>	<b>OLP:</b> \$2,595,000
<b>LD:</b> 01/23/2007	<b>CD:</b>	<b>SD:</b>	<b>WD:</b>	

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