



COMPARATIVE MARKET ANALYSIS

CMA Presentation

Prepared for:

Tom and Libby Glembocki

Tuesday, June 2, 2020

Prepared By:

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COMPARABLE REPORT



| | | | | |
|-------------------|-----------------------|---------------------|---------------------|----------------------|
| MLS # | Subj Prop Temp-305776 | 2314245 | 2313250 | 2319295 |
| Status | SPD | ACT | ACT | ACT |
| Address | 103 Downing Place | 215 Ronaldsby Drive | 112 Windy Rush Lane | 105 Weingarten Place |
| Subdivision | Buckingham | MacGregor Downs | Lochmere | Preston Village |
| Price | | \$549,900 | \$569,900 | \$625,000 |
| Garage | 2 | 2 | 2 | 2 |
| LvngAreaSF | 3,878 | 3,727 | 3,740 | 3,965 |
| YrBlt | 1981 | 1982 | 1987 | 1999 |
| FBths | 3 | 3 | 3 | 3 |
| HBths | 0 | 1 | 0 | 1 |
| Sold Price | | | | |
| Close Date | | | | |
| Approximate Acres | 4.460 | 0.720 | 0.500 | 0.650 |
| Type | Detached | Detached | Detached | Detached |

Adjustments:

| | | | | |
|---------------------------|------------|------------------|------------------|------------------|
| LvngAreaSF | \$0 | +\$5,000 | +\$5,000 | \$0 |
| HBths | \$0 | -\$3,000 | \$0 | \$0 |
| Workshop/shed | \$0 | +\$1,000 | +\$1,000 | \$0 |
| Walk up Attic | \$0 | +\$3,000 | \$0 | +\$3,000 |
| Sunroom | \$0 | \$0 | +\$5,000 | +\$5,000 |
| Address | \$0 | \$0 | \$0 | \$0 |
| Brick veneer | \$0 | +\$10,000 | \$0 | +\$7,500 |
| FBths | \$0 | \$0 | \$0 | \$0 |
| YrBlt | \$0 | \$0 | \$0 | -\$6,000 |
| Garage | \$0 | \$0 | \$0 | \$0 |
| Total Adjustments: | \$0 | +\$16,000 | +\$11,000 | +\$9,500 |
| Adjusted Price | \$0 | \$565,900 | \$580,900 | \$634,500 |

COMPARABLE REPORT



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|-------------------|-----------------------|-------------------|-----------------------|-----------------------|
| MLS # | Subj Prop Temp-305776 | 2309424 | 2285067 | 2304053 |
| Status | SPD | CLSD | CLSD | CLSD |
| Address | 103 Downing Place | 119 Ambiance Lane | 103 Charlemagne Court | 102 Hobblebrook Court |
| Subdivision | Buckingham | Ambience Place | MacGregor West | Cambridge |
| Price | | \$499,000 | \$570,000 | \$588,000 |
| Garage | 2 | 2 | 2 | 2 |
| LvngAreaSF | 3,878 | 3,648 | 3,721 | 3,900 |
| YrBlt | 1981 | 1988 | 1990 | 1995 |
| FBths | 3 | 3 | 2 | 3 |
| HBths | 0 | 1 | 1 | 1 |
| Sold Price | | \$499,000 | \$570,000 | \$588,000 |
| Close Date | | 5/15/2020 | 3/23/2020 | 4/30/2020 |
| Approximate Acres | 4.460 | 0.550 | 0.580 | 0.500 |
| Type | Detached | Detached | Detached | Detached |

Adjustments:

| | | | | |
|---------------------------|------------|------------------|------------------|------------------|
| LvngAreaSF | \$0 | +\$10,000 | +\$5,000 | \$0 |
| HBths | \$0 | -\$3,000 | -\$3,000 | -\$3,000 |
| Workshop/shed | \$0 | +\$1,000 | +\$1,000 | +\$1,000 |
| Walk up Attic | \$0 | \$0 | \$0 | +\$3,000 |
| Sunroom | \$0 | +\$5,000 | +\$5,000 | +\$5,000 |
| Address | \$0 | \$0 | \$0 | \$0 |
| Brick veneer | \$0 | \$0 | \$0 | +\$10,000 |
| FBths | \$0 | \$0 | +\$6,000 | \$0 |
| YrBlt | \$0 | \$0 | \$0 | -\$5,800 |
| Garage | \$0 | \$0 | \$0 | \$0 |
| Total Adjustments: | \$0 | +\$13,000 | +\$14,000 | +\$10,200 |

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|-----------------------|------------|------------------|------------------|------------------|
| Adjusted Price | \$0 | \$512,000 | \$584,000 | \$598,200 |
|-----------------------|------------|------------------|------------------|------------------|

COMPARABLE REPORT



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|-------------------|-----------------------|---------------------|----------------------|---------------------|
| MLS # | Subj Prop Temp-305776 | 2259717 | 2304823 | 2306553 |
| Status | SPD | CLSD | CLSD | CTG |
| Address | 103 Downing Place | 5416 Den Heider Way | 103 Withwyndle Court | 113 Braelands Drive |
| Subdivision | Buckingham | Dutchman Downs | Wyndfall | Lochmere |
| Price | | \$615,000 | \$635,500 | \$600,000 |
| Garage | 2 | 3 | 2 | 2 |
| LvngAreaSF | 3,878 | 3,676 | 3,905 | 3,628 |
| YrBlt | 1981 | 1994 | 1994 | 1992 |
| FBths | 3 | 3 | 3 | 3 |
| HBths | 0 | 1 | 1 | 1 |
| Sold Price | | \$615,000 | \$635,500 | |
| Close Date | | 5/11/2020 | 4/24/2020 | 7/1/2020 |
| Approximate Acres | 4.460 | 0.920 | 0.510 | 0.540 |
| Type | Detached | Detached | Detached | Detached |

Adjustments:

| | | | | |
|---------------------------|------------|-----------------|-----------------|------------------|
| LvngAreaSF | \$0 | +\$10,000 | \$0 | +\$10,000 |
| HBths | \$0 | -\$3,000 | -\$3,000 | -\$3,000 |
| Workshop/shed | \$0 | +\$1,000 | +\$1,000 | +\$1,000 |
| Walk up Attic | \$0 | \$0 | +\$3,000 | \$0 |
| Sunroom | \$0 | +\$5,000 | +\$5,000 | +\$5,000 |
| Address | \$0 | \$0 | \$0 | \$0 |
| Brick veneer | \$0 | +\$5,000 | +\$10,000 | +\$5,000 |
| FBths | \$0 | \$0 | \$0 | \$0 |
| YrBlt | \$0 | -\$6,100 | -\$6,300 | \$0 |
| Garage | \$0 | -\$5,000 | \$0 | \$0 |
| Total Adjustments: | \$0 | +\$6,900 | +\$9,700 | +\$18,000 |

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|-----------------------|------------|------------------|------------------|------------------|
| Adjusted Price | \$0 | \$621,900 | \$645,200 | \$618,000 |
|-----------------------|------------|------------------|------------------|------------------|

COMPARABLE REPORT



| | | | |
|-------------------|-----------------------|---------------------|-------------------------|
| MLS # | Subj Prop Temp-305776 | 2318331 | 2312590 |
| Status | SPD | CTG | PED |
| Address | 103 Downing Place | 109 Birkhaven Drive | 221 Winding Ridge Drive |
| Subdivision | Buckingham | Lochmere | Hemlock Ridge |
| Price | | \$609,900 | \$539,000 |
| Garage | 2 | 2 | 2 |
| LvngAreaSF | 3,878 | 3,664 | 3,913 |
| YrBlt | 1981 | 1991 | 1983 |
| FBths | 3 | 3 | 2 |
| HBths | 0 | 1 | 2 |
| Sold Price | | | |
| Close Date | | 6/29/2020 | 6/24/2020 |
| Approximate Acres | 4.460 | 1.050 | 1.000 |
| Type | Detached | Detached | Detached |

Adjustments:

| | | | |
|---------------------------|------------|------------------|-----------------|
| LvngAreaSF | \$0 | +\$10,000 | \$0 |
| HBths | \$0 | -\$3,000 | -\$6,000 |
| Workshop/shed | \$0 | +\$1,000 | +\$1,000 |
| Walk up Attic | \$0 | \$0 | +\$3,000 |
| Sunroom | \$0 | +\$5,000 | +\$5,000 |
| Address | \$0 | \$0 | \$0 |
| Brick veneer | \$0 | +\$5,000 | \$0 |
| FBths | \$0 | \$0 | +\$6,000 |
| YrBlt | \$0 | \$0 | \$0 |
| Garage | \$0 | \$0 | \$0 |
| Total Adjustments: | \$0 | +\$18,000 | +\$9,000 |

| | | | |
|-----------------------|-----|-----------|-----------|
| Adjusted Price | \$0 | \$627,900 | \$548,000 |
|-----------------------|-----|-----------|-----------|

| RESIDENTIAL Summary Statistics | | | | |
|--------------------------------|-----------|-----------|-----------|-----------|
| | HIGH | LOW | AVERAGE | MEDIAN |
| Price: | \$650,000 | \$498,000 | \$585,154 | \$585,000 |
| Selling Price: | \$635,500 | \$499,000 | \$581,500 | \$588,000 |
| Adj Price: | \$645,200 | \$512,000 | \$594,227 | \$598,200 |

CMA SUMMARY REPORT

| RESIDENTIAL Summary Statistics | | | | |
|--------------------------------|-----------|-----------|-----------|-----------|
| | HIGH | LOW | AVERAGE | MEDIAN |
| Price: | \$650,000 | \$498,000 | \$585,154 | \$585,000 |
| Selling Price: | \$635,500 | \$499,000 | \$581,500 | \$588,000 |
| Adj Price: | \$645,200 | \$512,000 | \$594,227 | \$598,200 |

| RESIDENTIAL - Active | | | | | | | |
|-----------------------|--------|-------|------------|------------|------------|------------------|-----------------|
| ADDRESS | Status | YrBlt | Close Date | LvngAreaSF | DOM | LP | LP/LvngAreaSF |
| 215 Ronaldsby Drive | ACT | 1982 | | 3,727 | 46 | \$549,900 | \$147.54 |
| 112 Windy Rush Lane | ACT | 1987 | | 3,740 | 48 | \$569,900 | \$152.38 |
| 105 Weingarten Place | ACT | 1999 | | 3,965 | 18 | \$625,000 | \$157.63 |
| Total Listings | | | | | Avg | Avg | Avg |
| 3 | | | | | 37 | \$581,600 | \$152.52 |

| RESIDENTIAL - Sold | | | | | | | | | | |
|-----------------------|--------|-------|------------|------------|------------|------------|------------------|-----------------|------------------|-----------------|
| ADDRESS | Status | YrBlt | LvngAreaSF | Close Date | LvngAreaSF | DOM | LP | LP/LvngAreaSF | SP | SP/LvngAreaS |
| 119 Ambiance Lane | CLSD | 1988 | 3,648 | 5/15/2020 | 3,648 | 17 | \$498,000 | \$136.51 | \$499,000 | \$136.79 |
| 103 Charlemagne Court | CLSD | 1990 | 3,721 | 3/23/2020 | 3,721 | 117 | \$585,000 | \$157.22 | \$570,000 | \$153.18 |
| 102 Hobblebrook Court | CLSD | 1995 | 3,900 | 4/30/2020 | 3,900 | 1 | \$585,000 | \$150.00 | \$588,000 | \$150.77 |
| 5416 Den Heider Way | CLSD | 1994 | 3,676 | 5/11/2020 | 3,676 | 268 | \$625,000 | \$170.02 | \$615,000 | \$167.30 |
| 103 Withwyndle Court | CLSD | 1994 | 3,905 | 4/24/2020 | 3,905 | 5 | \$650,000 | \$166.45 | \$635,500 | \$162.74 |
| Total Listings | | | | | | Avg | Avg | Avg | Avg | Avg |
| 5 | | | | | | 81 | \$588,600 | \$156.04 | \$581,500 | \$154.16 |

| RESIDENTIAL - Pending | | | | | | | | | |
|-------------------------|--------|-------|------------|------------|------------|------------|------------------|-----------------|--|
| ADDRESS | Status | YrBlt | LvngAreaSF | Close Date | LvngAreaSF | DOM | LP | LP/LvngAreaSF | |
| 113 Braelands Drive | CTG | 1992 | 3,628 | 7/1/2020 | 3,628 | 13 | \$600,000 | \$165.38 | |
| 109 Birkhaven Drive | CTG | 1991 | 3,664 | 6/29/2020 | 3,664 | 3 | \$609,900 | \$166.46 | |
| 221 Winding Ridge Drive | PED | 1983 | 3,913 | 6/24/2020 | 3,913 | 19 | \$539,000 | \$137.75 | |
| Total Listings | | | | | | Avg | Avg | Avg | |
| 3 | | | | | | 11 | \$582,966 | \$156.53 | |

