

Executive Summary

Market Analysis

754 Luxury Lane

Relevant Sales

401 Valley Road sold in February 2011 for \$2,235,000. New construction on acre lot without pool. Five bedrooms (master bedroom on the first floor), unfinished basement, 10-foot ceilings, front and rear stairways, space for an elevator, three-car garage. This house has more square footage than subject property, but is not as attractive architecturally.

705 Paces Lane sold in February 2010 for \$2,100,000. New construction (not fully complete) on two acres without pool. Master bedroom plus one other bedroom on first floor, two bedrooms, on second floor.

590 River Road sold in December 2010 for \$2,075,000. This house is an architectural jewel. Less than one acre, comparable street as subject property.

200 Hilltop Drive sold in January 2011 for \$2,100,000. A total renovation (rather than new construction) on about 1.5 acres. Five bedrooms, architectural charm, multiple fireplaces, separate his and her baths, pool. Whereas this house has an excellent address and a lovely lot, one can see high-rises in the back, which is a negative.

75 Park Circle sold in February 2011 for \$1,925,000. Very similar to subject property in quality of construction and number of rooms, i.e., four bedrooms, 10-foot ceilings, finished basement, top quality construction. However, it is sited on less than half an acre with no pool. The “cluster house” appearance of this street limits the value of these houses, in my opinion.

Based on relevant property analysis, the suggested list price for the property is _____

The expected sales price (remember the market sets the price) is between _____ and _____.