



# Comparative Market Analysis

**Prepared For**  
Ricky Bulls

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Information Herein Believed to be Accurate but Not Guaranteed

This analysis has not been performed in accordance with uniform standards of professional practice which require valuers to act as an unbiased, disinterested third party with impartiality, objectivity and independence and without accommodation of personal interest. It is not to be construed as an appraisal and may not be used as such for any purpose.

## Comparable Pricing

### Closed Comparables

Address	City	List Price	Sold Price	Adjusted Price	SP / LP	DOM
0 Shoreline Drive	WHITE STONE	\$275,000	\$220,000	\$220,000.00	80%	226
155 Town Creek Lane	LANCASTER	\$249,500	\$232,500	\$232,500.00	93%	626
173 Tilden Lane	WEEMS	\$249,000	\$249,000	\$249,000.00	100%	788
258 Dandelion Dr	WHITE STONE	\$275,000	\$255,000	\$255,000.00	93%	377
175 Orchard Lane	DELTAVILLE	\$249,000	\$275,000	\$275,000.00	110%	462

Lowest List Price	Highest List Price	Average List Price
\$249,000	\$275,000	\$259,500
Lowest Selling Price	Highest Selling Price	Average Selling Price
\$220,000	\$275,000	\$246,300
Lowest Adjusted Price	Highest Adjusted Price	Average Adjusted Price
\$220,000	\$275,000	\$246,300
Lowest Day on Market	Highest Day on Market	Average Day on Market
226	788	495



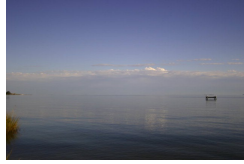
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## Side by Side Comparison



	Comparable 1	Comparable 2	Comparable 3
MLS Number:	L101265C	L99591C	L99067C
Address:	0 Shoreline Drive WHITE STONE, VA 22578	155 Town Creek Lane LANCASTER, VA 22503	173 Tilden Lane WEEMS, VA 22576
Suggested List Price:			
Adjusted Price:	\$220,000.00 0.00%	\$232,500.00 0.00%	\$249,000.00 0.00%
List/Sell Price:	\$220,000	\$232,500	\$249,000
Sold Date:	1/18/2018	4/18/2018	7/12/2018
Misc Adjustments:			
Day on Market:	226	626	788
Property Type:	L	L	L
List Price:	\$275,000	\$249,500	\$249,000
List Date:	6/7/2017	8/1/2016	5/16/2016
Subdivision or Area:	Riverview	Millenbeck	Berkeley Forest
County:	Lancaster	Lancaster	Lancaster
Waterfront Type:	RIVER/CREEK	RIVER/CREEK	RIVER/CREEK
River:	RAPPAHANNOCK RIVER	CORROTOMAN RIVER	NONE
Creek:	None	TOWN CREEK	Taylors Creek
Water Frontage (Feet 400+/- ±):		129	375
Water View (Wide WIDE Long Limited):		Long	WIDE
Acreage/Lot Size +/-:	1.7 +/-	1.04	.78
Deed Book/Page or Instrument #:	LR04/375	LR06/3055 PC7/32B	26B-1-1
Tax Map #:	40E 1 6	26-A-1-10	26B-1-1
Homeowners Assoc:	YES	No	NO
HOA:	No	No	No
Cleared Acres +/-:	1.6	0	0
Wooded Acres +/-:	0.1	0	0
Total Acres +/-:	1.7	1.04	0.78
Restrictions:	YES	n/a	
Zoning:	Residential	Residential	Residential
Sold Date:	1/18/2018	4/18/2018	7/12/2018
Sold Price:	\$220,000	\$232,500	\$249,000
Contract Date:	11/22/2017	3/13/2018	5/16/2018
Water Depth:	2-3 Feet	4-5 Feet	5+ Feet
Acreage:	1-1.9 acres	1-1.9 acres	.5-.9 acre



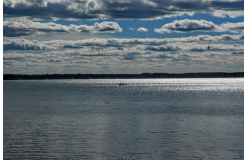
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## Side by Side Comparison

		
	<b>Comparable 4</b>	<b>Comparable 5</b>
MLS Number:	<b>L102056C</b>	<b>L101232C</b>
Address:	<b>258 Dandelion Dr WHITE STONE, VA 22578</b>	<b>175 Orchard Lane DELTAVILLE, VA 23043</b>
Suggested List Price:		
Adjusted Price:	<b>\$255,000.00</b>	<b>\$275,000.00</b>
List/Sell Price:	<b>\$255,000</b>	<b>\$275,000</b>
Sold Date:	<b>10/31/2018</b>	<b>9/5/2018</b>
Msc Adjustments:		
Day on Market:	<b>377</b>	<b>462</b>
Property Type:	<b>L</b>	<b>L</b>
List Price:	<b>\$275,000</b>	<b>\$249,000</b>
List Date:	<b>10/20/2017</b>	<b>6/1/2017</b>
Subdivision or Area:	<b>Crab Point</b>	<b>Mill Creek</b>
County:	<b>Lancaster</b>	<b>Middlesex</b>
Waterfront Type:	<b>RIVER/CREEK</b>	<b>RIVER/CREEK</b>
River:	<b>RAPPAHANNOCK RIVER</b>	<b>PIANKATANK RIVER</b>
Creek:	<b>None</b>	<b>Mill Creek</b>
Water Frontage (Feet):	<b>152</b>	<b>150</b>
Water View (Wide/Long Limited):	<b>Wide</b>	<b>Wide</b>
Acreage/Lot Size +/-:	<b>1.19</b>	<b>1.045</b>
Deed Book/Page or Instrument #:	<b>LR05/3749; LR06/1969</b>	<b>418/013</b>
Tax Map #:	<b>33-505A</b>	<b>41-33-2A</b>
Homeowners Assoc:	<b>No</b>	<b>No</b>
HOA:	<b>No</b>	<b>No</b>
Cleared Acres +/-:		<b>0</b>
Wooded Acres +/-:		<b>0</b>
Total Acres +/-:	<b>1.19</b>	<b>1.045</b>
Restrictions:		<b>Covenants &amp; Res</b>
Zoning:	<b>Residential</b>	<b>Residential</b>
Sold Date:	<b>10/31/2018</b>	<b>9/5/2018</b>
Sold Price:	<b>\$255,000</b>	<b>\$275,000</b>
Contract Date:	<b>10/27/2018</b>	<b>8/3/2018</b>
Water Depth:	<b>4-5 Feet</b>	<b>4-5 Feet</b>
Acreage:	<b>1-1.9 acres</b>	<b>1-1.9 acres</b>



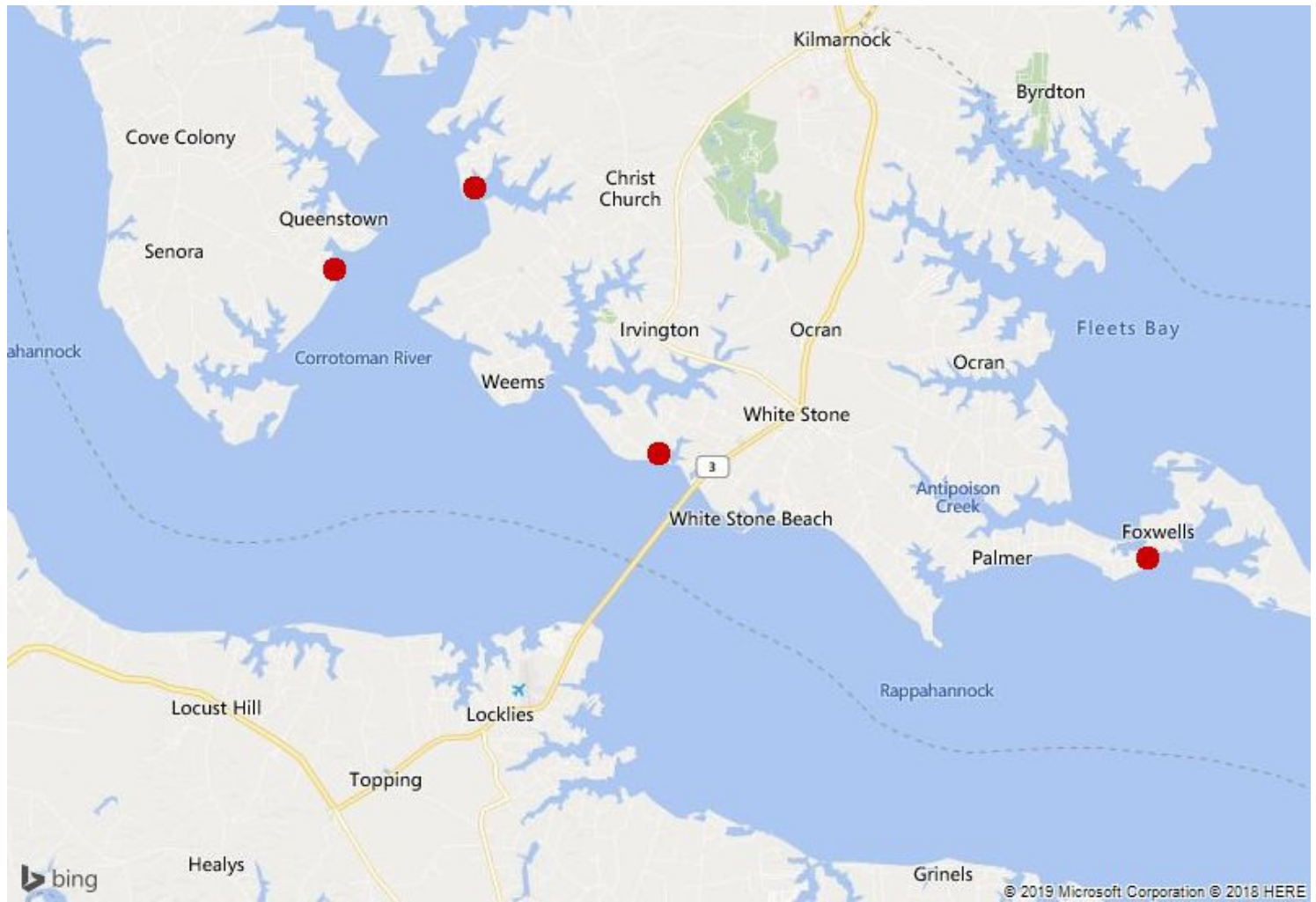
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## Comparable Mapping



# **Increasing Your Home's Value**

When selling your home, remember the importance of first impressions. Most homebuyers in today's market are comparative shoppers. With a little time and effort, you can increase the perceived value of your home. Preparing your home for sale can include simple things, such as ensuring that your home is clean, airy, uncluttered, light, fragrant, and quiet. Below are some quick and easy things you can do to make your home more appealing to potential buyers.

## **Curb Appeal**

It is estimated that more than 50% of homes are sold before the buyers even get out of their cars. Stand across the street from your house & review the curb appeal.

- Mow & water lawns
- Seed bare spots in lawn
- Sweep walkways
- Remove toys & pick up any litter
- Prune shrubs, weed flower beds, & rake leaves
- Repair any broken fences, planters, trellises, or walls
- Plant shrubs or install fencing to block unpleasant views

## **Exterior Maintenance**

Again, remember the importance of curb appeal. A well maintained home on the outside gives the buyer the initial impression that the home is well maintained on the inside as well.

- Paint or varnish doors; polish door hardware
- Paint or replace street numbers on house
- Clean/wash siding, windows & screens, AC unit, & pool
- Repair or paint siding, trim, gutters, shutters, glazing, & window frames
- Clean oil stains from driveway & garage
- Make sure all lighting is working
- Repair leaky faucets; deodorize septic tank
- Straighten woodpile; clean around trash cans

## **Garages, Carports, & Sheds**

- Keep areas clean & uncluttered
- Replace burned out lights
- Clear away cobwebs
- Remove oil stains from floors
- Lubricate, adjust, or repair garage door
- Organize & put away tools

## **Interior Maintenance**

On the inside, remove as much clutter as possible. Hire professionals to do a deep cleaning. Cleanliness is a sign to buyers that the home has been well cared for.

- Clean & vacuum carpets
- Replace worn carpet; use area rugs where needed
- Apply a fresh coat of paint
- Wash curtains & draperies
- Lubricate window slides; make sure doors close smoothly
- Clean ceiling fans & light fixtures
- Clean & organize closets & cabinets
- Check for cobwebs in all corners

## **Kitchens & Bathrooms**

Overall, kitchens & bathrooms should be spotless. These two rooms alone can sell a home. Cabinets should be neat and organized. Neutralize odors & clean all mold & mildew.

- Clean all appliances inside and out
- Replace all light bulbs
- Clean floors & light fixtures
- Deodorize disposal, dishwasher, & refrigerator; repair leaky faucets
- Test all electrical outlets
- Unclutter kitchen counters & cabinets
- Clean shower door or replace curtain
- Put out fresh towels on towel racks
- Remove soap residue & lime deposits from sink, shower, & bathtub
- Make sure toilet flushes properly

## **Create Atmosphere**

- Turn on all lights; open drapes
- Light candles & put out fresh flowers
- Play quiet background music
- Be absent during showings & keep pets outside
- Turn on air conditioner or heater