

Comparative Market Analysis



Researched and prepared by

Caroline Risi

Prepared exclusively for

Caroline Risi

Prepared on
January 11, 2019

Subject Property

1495 LORDS MANOR LANE

Manotick, Ontario

K4M 1K2



Caroline Risi

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This is a broker price opinion or comparative market analysis and should not be considered an appraisal. In making any decision that relies upon my work, you should know that I have *not* followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation .



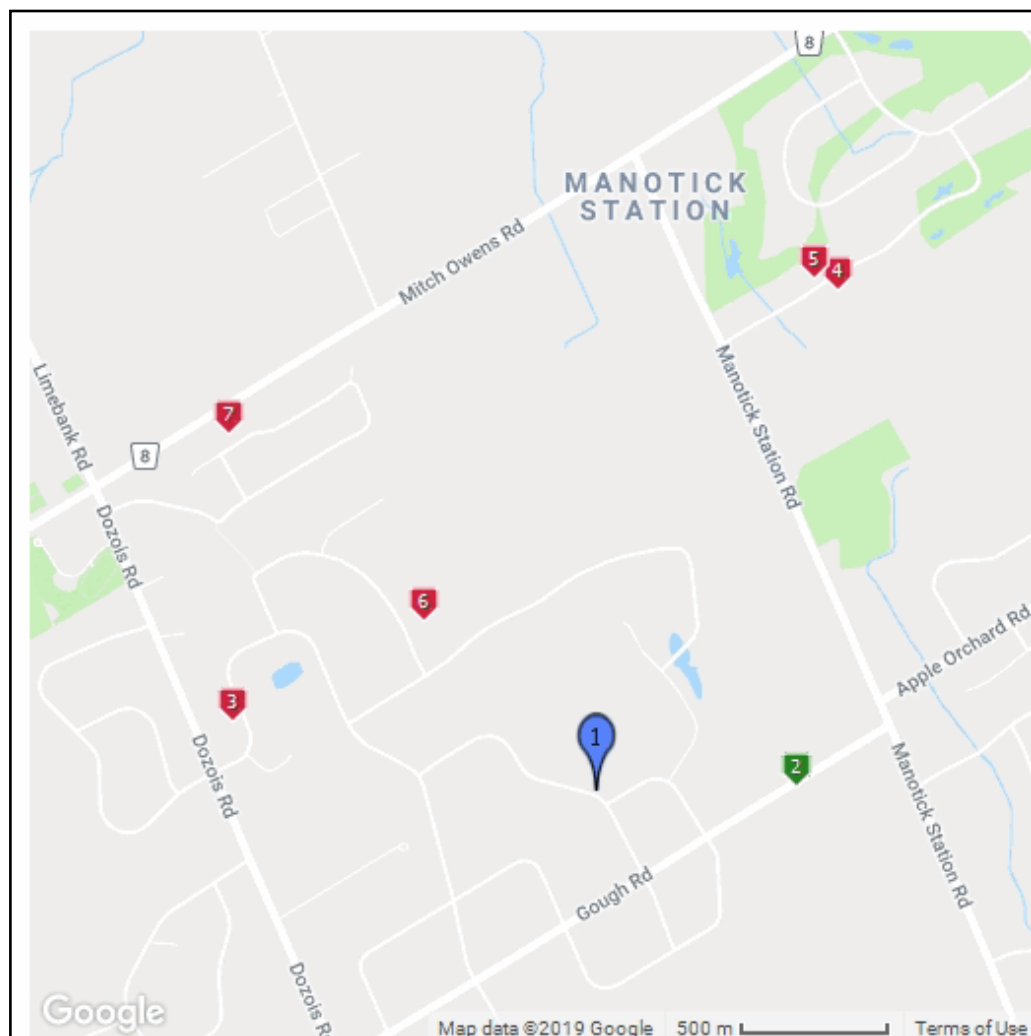
Comparative Market Analysis

1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

CMA Map Layout

This page displays the Map for the CMA Subject and your comparables.



- 1 1495 LORDS MANOR LANE
- 2 6088 GOUGH RD
- 3 6144 KNIGHTS DR
- 4 6172 PEBBLEWOODS DR
- 5 6163 PEBBLEWOODS DR
- 6 1144 MEADOWSHIRE WA
- 7 5906 LONGHEARTH WA





Comparative Market Analysis

1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

Summary of Comparable Listings

This page summarizes the comparable listings contained in this market analysis.

Active Listings

Address	Price	BdsAG	Ttl Bds	Ttl Bth	Yr Built	Style	List Date
1495 LORDS MANOR LANE		3	7	6	2005	Detached	
6088 GOUGH ROAD	\$998,111	3	3	4	1993	Detached	12/05/2018
Averages:	\$998,111	3	3	4	1993		

Sold Listings

Address	Price	BdsAG	Ttl Bds	Ttl Bth	Yr Built	Style	Sold Date
1495 LORDS MANOR LANE		3	7	6	2005	Detached	
6144 KNIGHTS DRIVE	\$825,000	4	6	4	2006	Detached	08/17/2018
6172 PEBBLEWOODS DRIVE	\$870,000	3	5	5	2008	Detached	07/04/2018
5906 LONGHEARTH WAY	\$928,000	4	4	3	2010	Detached	06/02/2017
6163 PEBBLEWOODS DRIVE	\$937,500	3	3	3	2010	Detached	03/04/2018
1144 MEADOWSHIRE WAY	\$960,000	4	4	4	2010	Detached	06/30/2017
Averages:	\$904,100	4	4	4	2009		

Median of Comparable Listings:	\$932,750
Average of Comparable Listings:	\$919,769

	Low	Median	Average	High	Count
Comparable Price	\$825,000	\$932,750	\$919,769	\$998,111	6
Adjusted Comparable Price	\$874,000	\$1,011,250	\$986,602	\$1,077,111	6

On Average, the 'Sold' status comparable listings sold in 66 days for \$904,100





Comparative Market Analysis

1495 LORDS MANOR LANE

Manotick, K4M 1K2

Friday, January 11, 2019

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1495 LORDS MANOR LANE		6088 GOUGH ROAD		6144 KNIGHTS DRIVE	
ML#	1080124	1134082		1106673	
List Date	09/26/2017	12/05/2018		05/03/2018	
List Price	\$999,900	\$998,111		\$869,000	
Status		Active		Sold	
Property Class	Residential	Residential		Residential	
Sub Type	Residential	Residential		Residential	
Style	Detached	Detached		Detached	
Type	Bungalow(1 Story)	Bungalow(1 Story)		Bungalow(1 Story)	
District/Neigh	8005- Manotick East To M	8005- Manotick East To Manoti		8005- Manotick East To Manoti	
Neighbourhd	Rideau Forest	Manotick East/manotick Stator		Manotick	
Beds	7	3	12,000	6	3,000
Total Baths	6	4		4	
Baths Full	4	2	12,000	3	6,000
Baths Half	2	2		1	
Ensuite Baths	1	1		1	
Lot Size	333.00 x 419.00	176.96 x 492.28	10,000	184.06 x 468.37	10,000
Garage	4	3	5,000.00	4	
Parking	10	6		8	
Parking Desc	3+ Garage Attached, Insi	3+ Garage Attached		3+ Garage Attached	
Bsmnt Desc	Full	Full		Full	
Foundation	Poured Concrete	Poured Concrete		Poured Concrete	
Taxes	\$8,138	\$5,689		\$7,267	
Sold Date				2018/08/17	
Sold Price				\$825,000	
Air Conditioning	Central	Central		Central	
Heat Description	Forced Air	Forced Air		Forced Air	
outdoor pool			30,000	2	30,000
Number of Firep	3		10,000	2	
Exterior Finish	Brick, Stone, Stucco	Brick		Stone, Stucco	
Basement Dev	Fully Finished	Fully Finished		Fully Finished	
Year Built	2005	1993		2006	
Type of Dwelling	Bungalow(1 Story)	Bungalow(1 Story)		Bungalow(1 Story)	
Useable SqFt	6000				
<u>Remarks:</u>					
One of a Kind custom home located in desirable Rideau Forest. Spectacular design, approx. 6000 sq ft with 7 bedrms (6 with		Ever dream of owning your own private lake on a 2acre forested lot? Complete w huge circular driveway & 3 car garage, this expansive 3BED		Welcome home to 6144 Knights, a sophisticated blend of modern and classic finishes complimented by an spacious, bright and open	
Price		\$998,111		\$825,000	
Total Adjustments		\$79,000		\$49,000	
Adjusted Price		\$1,077,111		\$874,000	

Researched and prepared by **Caroline Risi**

KELLER WILLIAMS INTEGRITY REALTY





Comparative Market Analysis

1495 LORDS MANOR LANE

Manotick, K4M 1K2

Friday, January 11, 2019

CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1495 LORDS MANOR LANE		6172 PEBBLEWOODS DRIVE		5906 LONGHEARTH WAY	
ML#	1080124	1102693		1050941	
List Date	09/26/2017	04/10/2018		04/11/2017	
List Price	\$999,900	\$899,900		\$949,000	
Status		Sold		Sold	
Property Class	Residential	Residential		Residential	
Sub Type	Residential	Residential		Residential	
Style	Detached	Detached		Detached	
Type	Bungalow(1 Story)	Bungalow(1 Story)		Bungalow(1 Story)	
District/Neigh	8005- Manotick East To M	1601- Greely		8005- Manotick East To Manoti	
Neighbourhd	Rideau Forest	Emerald Links		South Pointe Village/Manotick	
Beds	7	5	6,000	4	5,000
Total Baths	6	5		3	5,000
Baths Full	4	4		1	18,000
Baths Half	2	1			
Ensuite Baths	1	2		2	
Lot Size	333.00 x 419.00	153.28 x 268.93	10,000	172.18 x 313.42	10,000
Garage	4	3	5,000.00	3	5,000.00
Parking	10	10		8	
Parking Desc	3+ Garage Attached, Insi	3+ Garage Attached		3+ Garage Attached, Inside Ent	
Bsmnt Desc	Full	Full		Full	
Foundation	Poured Concrete	Poured Concrete		Poured Concrete	
Taxes	\$8,138	\$6,800		\$7,594	
Sold Date		2018/07/04		2017/06/02	
Sold Price		\$870,000		\$928,000	
Air Conditioning	Central	Central		Central	
Heat Description	Forced Air	Forced Air		Forced Air	
outdoor pool				2	30,000
Number of Firep	3		10,000	2	
Exterior Finish	Brick, Stone, Stucco	Brick, Stone		Stucco	15,000
Basement Dev	Fully Finished	Fully Finished		Unfinished	20,000
Year Built	2005	2008		2010	
Type of Dwelling	Bungalow(1 Story)	Bungalow(1 Story)		Bungalow(1 Story)	
Useable SqFt	6000				-40,000

Remarks:

One of a Kind custom home located in desirable Rideau Forest. Spectacular design, approx. 6000 sq ft with 7 bedrms (6 with

Attractive bungalow with southern exposed, fully landscaped backyard and total privacy on this 1 acre treed lot. Spacious floor plan offers,

Make this design masterpiece yours! Approx 3035sqft above grade + unspoiled basement. Modern spaces designed for entertaining.

Price	\$870,000	\$928,000
Total Adjustments	\$31,000	\$68,000
Adjusted Price	\$901,000	\$996,000

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1495 LORDS MANOR LANE

Manotick, K4M 1K2

Friday, January 11, 2019

CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1495 LORDS MANOR LANE		6163 PEBBLEWOODS DRIVE		1144 MEADOWSHIRE WAY	
ML#	1080124	1089063		1059882	
List Date	09/26/2017	01/15/2018		05/22/2017	
List Price	\$999,900	\$965,000		\$974,988	
Status		Sold		Sold	
Property Class	Residential	Residential		Residential	
Sub Type	Residential	Residential		Residential	
Style	Detached	Detached		Detached	
Type	Bungalow(1 Story)	Bungalow(1 Story)		2 Storey	
District/Neigh	8005- Manotick East To M	1601- Greely		8005- Manotick East To Manoti	
Neighbourhd	Rideau Forest	Emerald Links		MANOTICK/RIDEAU FOREST	
Beds	7	3	12,000	4	5,000
Total Baths	6	3		4	5,000
Baths Full	4	2	12,000		
Baths Half	2	1			
Ensuite Baths	1	1		2	
Lot Size	333.00 x 419.00	137.89 x 327.82	10,000	161.19 x 0.00	10,000
Garage	4	3	5,000.00	4	
Parking	10	10		6	
Parking Desc	3+ Garage Attached, Insi	3+ Garage Attached, Inside Ent		3+ Garage Attached, Inside Ent	
Bsmnt Desc	Full	Full		Full	
Foundation	Poured Concrete	Poured Concrete		Poured Concrete	
Taxes	\$8,138	\$6,809		\$7,498	
Sold Date		2018/03/04		2017/06/30	
Sold Price		\$937,500		\$960,000	
Air Conditioning	Central	Central		Central	
Heat Description	Forced Air	Forced Air		Forced Air	
outdoor pool		2	30,000	1	30,000
Number of Firep	3	2		1	5,000
Exterior Finish	Brick, Stone, Stucco	Brick, Stone, Stucco		Brick, Stucco	
Basement Dev	Fully Finished	Unfinished	20,000	Unfinished	20,000
Year Built	2005	2010		2010	
Type of Dwelling	Bungalow(1 Story)	Bungalow(1 Story)		2 Storey	20,000
Useable SqFt	6000				-10,000

Remarks:

One of a Kind custom home located in desirable Rideau Forest. Spectacular design, approx. 6000 sq ft with 7 bedrms (6 with

Exquisite 3 bedroom open concept custom bungalow w/9', 10' & 13' ceilings backing onto the 3rd hole of Emerald Links Golf Course! You'll

Stunning custom home is the perfect size with a great layout. Main level Master bedrm w/luxurious ensuite , open concept family room

Price	\$937,500	\$960,000
Total Adjustments	\$89,000	\$85,000
Adjusted Price	\$1,026,500	\$1,045,000

Researched and prepared by **Caroline Risi**

KELLER WILLIAMS INTEGRITY REALTY





Comparative Market Analysis

1495 LORDS MANOR LANE

Manotick, K4M 1K2

Friday, January 11, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

Active Properties

6088 GOUGH ROAD



ML#:	1134082	Status:	A	Beds:	3	L Price:	\$998,111
Dist/Neigh:	8005- Manotick East To Manotick Station	Baths:	4				
Prop Type:	Residential	Yr Blt:	1993				
Sub Type:	Residential						

Rmks: Ever dream of owning your own private lake on a 2acre forested lot? Complete w huge circular driveway & 3 car garage, this expansive 3BED bungalow has been recently updated. Gorgeous floorplan w high ceilings throughout, great for entertaining w all the finishes one expects in a home of this calibre. MSTR BED outfitted w WIC, ensuite & one of a kind sunroom leading to private oasis. Fully finished BSMT offers abundance of space incl gym,kitchen,rec area,office & spectacular bar area. Move the party outside where friends, family & pets have enough room for all the activities you can imagine. Gorgeous perennials surround home, incl a small pond. South East corner has green house & shed w electrical hookups & offers gorgeous views of your private lake complete w walking bridge,deck & more. Imagine sitting in a floatie or fishing w/o ever leaving home. This property is truly one of a kind & needs to be seen to be appreciated. Check our media incl videos & book your private showing today.

Sold Properties

6144 KNIGHTS DRIVE



ML#:	1106673	Status:	S	Beds:	6	L Price:	\$869,000
Dist/Neigh:	8005- Manotick East To Manotick Station	Baths:	4	S Price:	\$825,000		
Prop Type:	Residential	Yr Blt:	2006	S Date:	8/17/2018		
Sub Type:	Residential						

Rmks: Welcome home to 6144 Knights, a sophisticated blend of modern and classic finishes complimented by an spacious, bright and open concept. This sprawling home offers great separation between the master and the other bedrooms to offer tons of privacy yet still keeps you close enough to make sure your kids feel secure and safe. This home packs quite a square footage punch which allows you to enjoy your personal space in a growing family or entertain a large gathering with your favorite people. There is no compromise. Although this large home has large footprint, there is still TONS of acreage to enjoy, with a rolling front yard and a private treed rear yard, great for entertaining without having to keep the noise down.

Additional features; Wood finished wine cellar, security monitoring (contract to be setup with new buyer), built in speakers, downstairs bar, separate basement entrance.





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Friday, January 11, 2019

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These pages give a general overview of the selected properties.

Sold Properties

6172 PEBBLEWOODS DRIVE



ML#:	1102693	Status:	S	Beds:	5	L Price:	\$899,900
Dist/Neigh:	1601- Greely	Baths:	5	S Price:	\$870,000		
Prop Type:	Residential	Yr Blt:	2008	S Date:	7/4/2018		
Sub Type:	Residential						

Rmks: Attractive bungalow with southern exposed, fully landscaped backyard and total privacy on this 1 acre treed lot. Spacious floor plan offers, approximately 2400 sqft main floor with 3 bedrooms, 2.5 bathrooms and large deck off of the kitchen, living room and master bedroom. Full walk-out lower level, with rec room, bedroom or office, ensuite, storage and FULL in-law suite. Pool, hot-tub, patio and only steps to Emerald Links golf course. Resort living in Ottawa!

5906 LONGHEARTH WAY



ML#:	1050941	Status:	S	Beds:	4	L Price:	\$949,000
Dist/Neigh:	8005- Manotick East To Manotick Station	Baths:	3	S Price:	\$928,000		
Prop Type:	Residential	Yr Blt:	2010	S Date:	6/2/2017		
Sub Type:	Residential						

Rmks: Make this design masterpiece yours! Approx 3035sqft above grade + unspoiled basement. Modern spaces designed for entertaining. Hardwood, 9' ceilings, multi-room stereo & fabulous use of pot lights. Grand Entry has an extra high ceiling & is open to Formal Dining Room. Adjacent Den/Home Office. Gourmet Kitchen will delight the Chef. Granite counters + huge island breakfast bar. Hi-end stainless appliances w/6 burner gas stove. Walk-in pantry. The Eating Area offers terrace door access to covered patio w/wood burning fireplace. Interlock patio w/hot tub completes your private outdoor living space. Family Room w/vaulted ceiling & gas fireplace is open to the Kitchen. Convenient Mudroom/Laundry by garage entry. Master has it's own wing & dr to the patio. 2 Walk-ins & Deluxe Ensuite w/granite counter, double sinks, stand alone tub & lge shower. Bedrms 2 & 3 share an Ensuite. Bedrm 4 w/Walk-in. Main Bth w/oversize shower. Fully landscaped w/irrigation + sound system. Offers 24hrs.





Comparative Market Analysis

1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

Sold Properties

6163 PEBBLEWOODS DRIVE



ML#:	1089063	Status:	S	Beds:	3	L Price:	\$965,000
Dist/Neigh:	1601- Greely	Baths:	3	S Price:	\$937,500		
Prop Type:	Residential	Yr Blt:	2010	S Date:	3/4/2018		
Sub Type:	Residential						

Rmks: Exquisite 3 bedroom open concept custom bungalow w/9', 10' & 13' ceilings backing onto the 3rd hole of Emerald Links Golf Course! You'll find intimate living spaces, 8' solid core/glassed interior doors & impressive gas fireplaces. The chef's dream kitchen showcases 2 massive granite topped islands w/waterfall sides. There's a butlers pantry w/wet bar & bar fridge. High end GE Monogram appliances including dual pull-out wall pantry's. The master bedroom offers large his & hers walk-in closets, tray ceilings & large windows. The spa ensuite offers a free standing tub, large seamless glassed shower & a separate sitting area housing the bidet & water closet. Bedrooms 2 & 3 are located in their own private wing & share a guest bathroom. Powder room located near the mudroom. Integrated speaker system. Upgraded insulation in ceilings, walls & basement concrete floor. Garage access to basement. 9' ceilings in basement w bath rough-in. Sprinkler system, natural gas BBQ rough-in & Trex decking.

1144 MEADOWSHIRE WAY



ML#:	1059882	Status:	S	Beds:	4	L Price:	\$974,988
Dist/Neigh:	8005- Manotick East To Manotick Station	Baths:	4	S Price:	\$960,000		
Prop Type:	Residential	Yr Blt:	2010	S Date:	6/30/2017		
Sub Type:	Residential						

Rmks: Stunning custom home is the perfect size with a great layout. Main level Master bedrm w/luxurious ensuite , open concept family room area with towering ceiling and "cat walk" overlooking lower level. Gourmet kitchen with granite & all the bells & whistles. Formal living & dining room, hardwood throughout. Unfinished basement awaits your personal taste & needs. Lovely patio, 4 car garage! circular driveway, great landscaping.





Comparative Market Analysis

1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

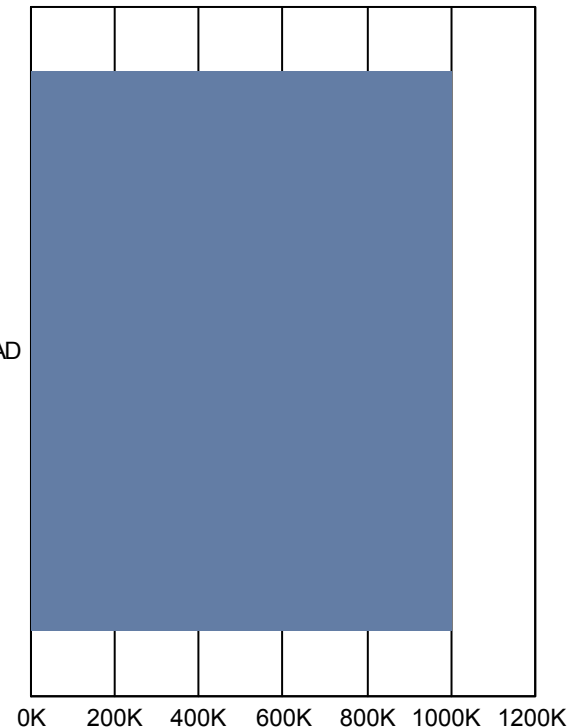
CMA Pro Report

These pages give a general overview of the selected properties.

Active Properties

Total # of Listings	1
Lowest Price	\$998,111
Highest Price	\$998,111
Average Price	\$998,111
Avg DOM	37

6088 GOUGH ROAD



Sold Properties

Total # of Listings	5
Lowest Price	\$825,000
Highest Price	\$960,000
Average Price	\$904,100
Avg DOM	66

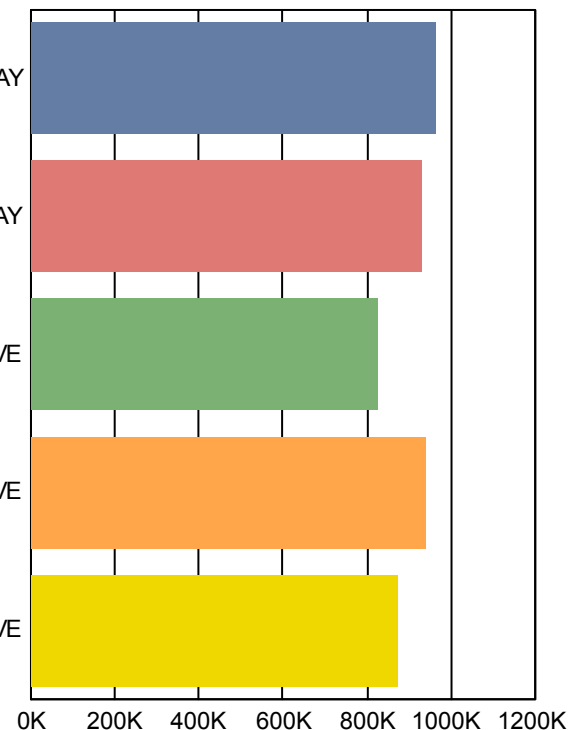
1144 MEADOWSHIRE WAY

5906 LONGHEARTH WAY

6144 KNIGHTS DRIVE

6163 PEBBLEWOODS DRIVE

6172 PEBBLEWOODS DRIVE





Comparative Market Analysis

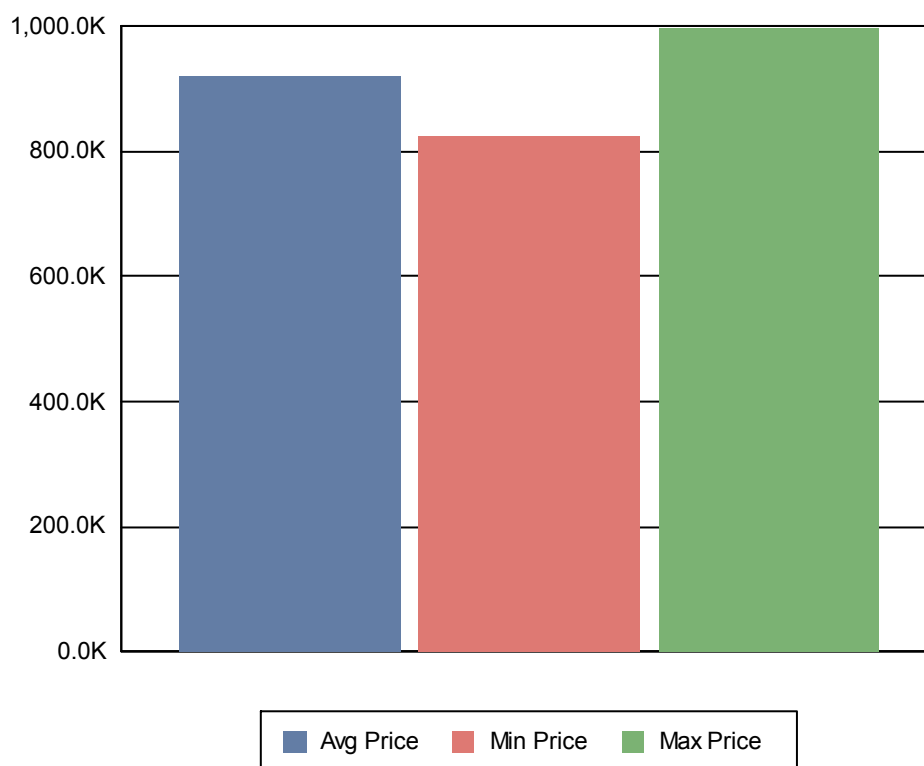
1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

Summary Graph/Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price
Active	\$998,111	\$998,111	\$998,111
Sold	\$825,000	\$960,000	\$904,100
Totals / Averages	\$825,000	\$998,111	\$919,769

Sold Property Analysis

Address	List Price	Closed Price	DOM	%SP/LP
6144 KNIGHTS DRIVE	\$869,000	\$825,000	106	%94.94
6172 PEBBLEWOODS DRIVE	\$899,900	\$870,000	85	%96.68
5906 LONGHEARTH WAY	\$949,000	\$928,000	52	%97.79
6163 PEBBLEWOODS DRIVE	\$965,000	\$937,500	48	%97.15
1144 MEADOWSHIRE WAY	\$974,988	\$960,000	39	%98.46
Total Averages	\$931,578	\$904,100	66	%97.00

Property Summary

S	Street Address	Bds	Bth	Year Built	L Price	S Price	Sold Date	DOM
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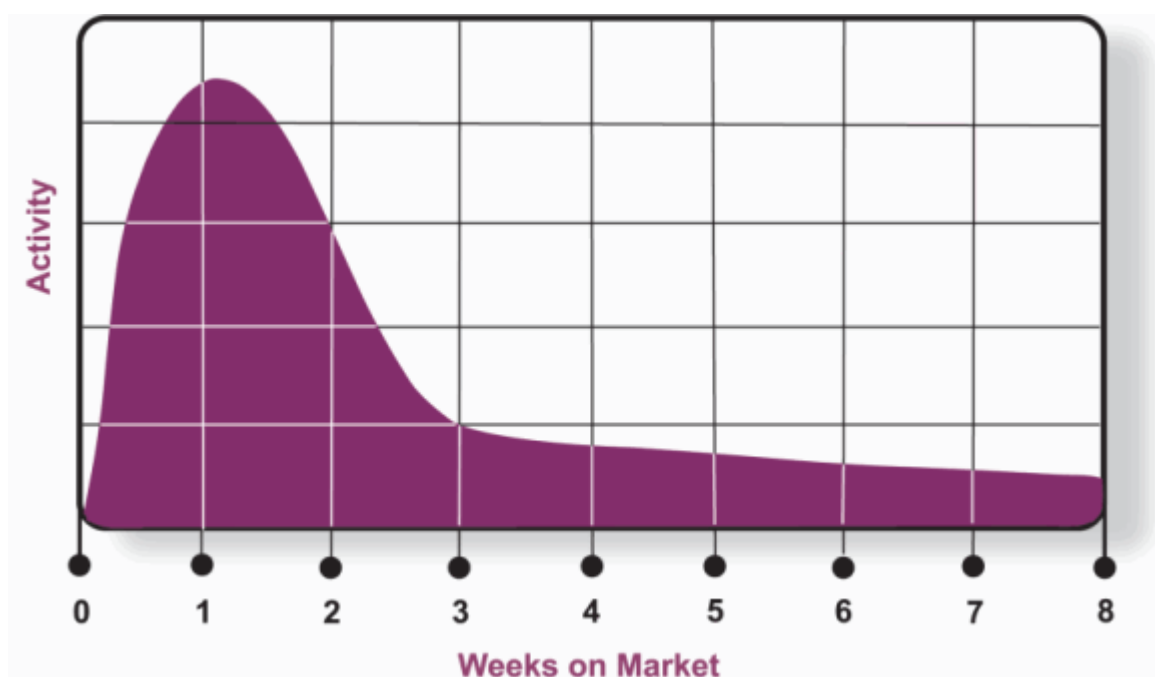
S	Street Address	Bds	Bth	Year Built	L Price	S Price	Sold Date	DOM
Active								
A	6088 GOUGH ROAD	3	4	1993	\$998,111			37
Sold								
S	6144 KNIGHTS DRIVE	6	4	2006	\$869,000	\$825,000	08/17/2018	106
S	6172 PEBBLEWOODS DRIVE	5	5	2008	\$899,900	\$870,000	07/04/2018	85
S	5906 LONGHEARTH WAY	4	3	2010	\$949,000	\$928,000	06/02/2017	52
S	6163 PEBBLEWOODS DRIVE	3	3	2010	\$965,000	\$937,500	03/04/2018	48
S	1144 MEADOWSHIRE WAY	4	4	2010	\$974,988	\$960,000	06/30/2017	39





Activity vs. Timing

This chart highlights the importance of pricing correctly at market value.



This chart illustrates the level of excitement and interest in a new listing over time. It also demonstrates the importance of pricing correctly. When a property is first listed, it generates a very high level of interest from prospective buyers, which reduces dramatically over time. It is important to be priced correctly from the beginning, during the peak of this curve.





The Benefits of Using a Professional REALTOR®

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs





The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.



This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.





The Pitfalls of Overpricing

This chart highlights the importance of pricing correctly at market value.

Overpricing your house in the belief that you can reduce the price back later is a strategy that can backfire badly. For example, by the time you reduce your price, you may miss out on a surge of interest in properties like yours. Also, if prices are lowered, buyers may wonder if there's something wrong with the property that kept other buyers away. So to keep from selling your property at below market value and from wasting valuable time, don't fall into the overpricing trap.





Sources of Buyers

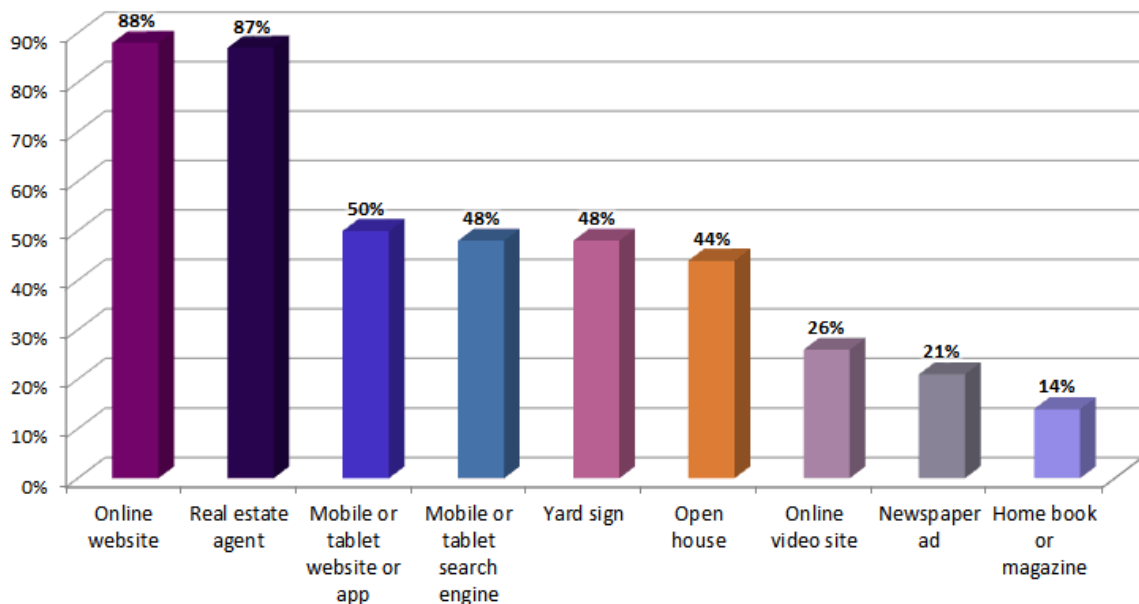
This page illustrates the primary sources of buyers for your property.

When you want a buyer, come to us first

There are several excellent reasons for selecting a professional Real Estate Agent to handle the sale of your property. For starters, our long-standing real estate expertise gives us the ability to network with other firms' agents to promote your property to the widest possible audience, including the Internet. Selling your property depends on a lot more than advertising and signage – it takes referrals, word-of-mouth advertising, and networking.

Sources of Buyers

Source: National Association of REALTORS®
2014 Profile of Home Buyers and Sellers





Researched and prepared by
Caroline Risi

Subject Property
1495 LORDS MANOR LANE
Manotick, Ontario

Prepared exclusively for
Caroline Risi

K4M 1K2

Prepared on
January 11, 2019



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This is a broker price opinion or comparative market analysis and should not be considered an appraisal. In making any decision that relies upon my work, you should know that I have *not* followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation .



Minimums and Maximums

This page summarizes key fields of the listings in this analysis.

The listings in this analysis can be summarized as follows:

Listing Price between \$869,000 and \$998,111

Selling Price between \$825,000 and \$960,000

3 to 6 Bedrooms

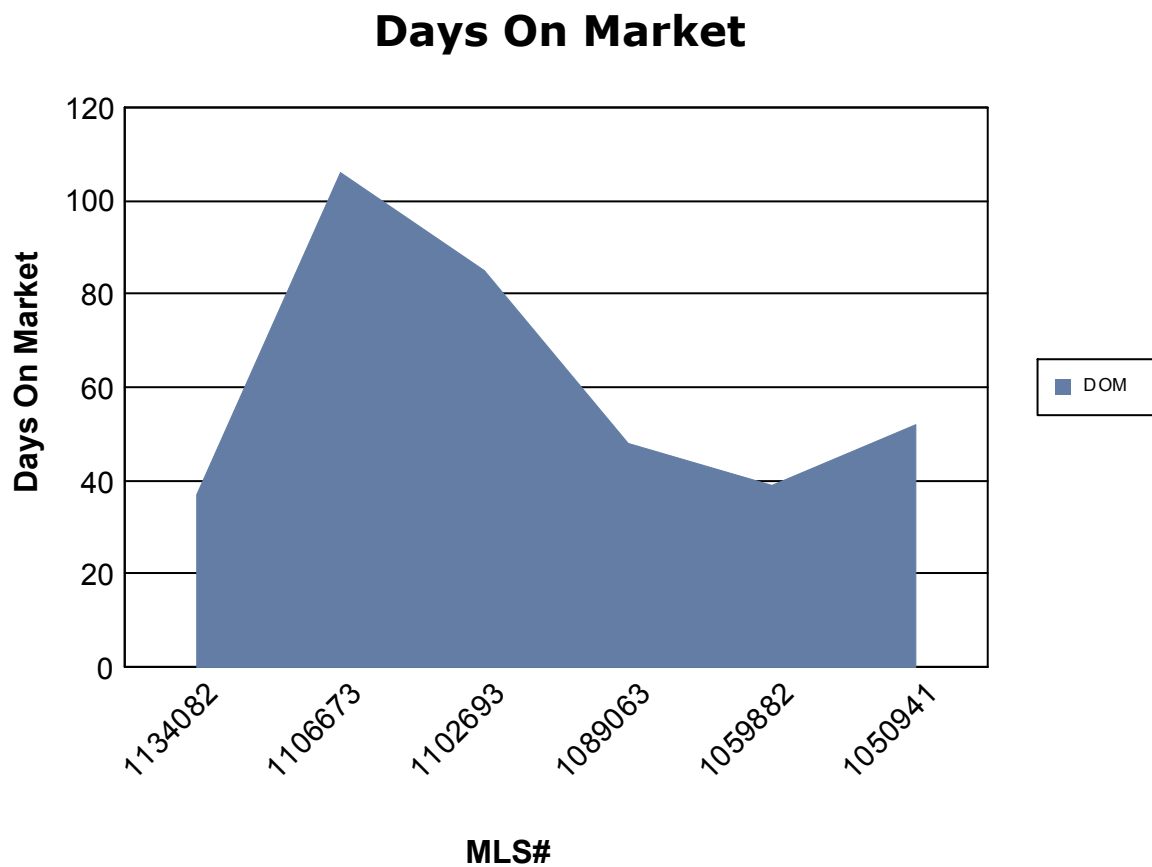
1 to 4 Full Bathrooms





Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.





List Price and Sale Price

This graph illustrates the list price, along with sale price in Sold listings.





Comparative Market Analysis

1495 LORDS MANOR LANE
Manotick, K4M 1K2

Friday, January 11, 2019

Brief Summary of Compared Listings

This report summarizes the comparable listings contained in this market analysis.

Status: Active

ML#	Stat Date	Address	Prop Sub Type	BdsAG	Bds	Bth	L/S Price	DOM
1134082	12/05/2018	6088 GOUGH ROAD	Residential	3	3	4	\$998,111	37
Averages:				3	3	4	\$998,111	37

Status: Sold

ML#	Stat Date	Address	Prop Sub Type	BdsAG	Bds	Bth	L/S Price	DOM
1106673	10/30/2018	6144 KNIGHTS DRIVE	Residential	4	6	4	\$825,000	106
1102693	08/15/2018	6172 PEBBLEWOODS DRIVE	Residential	3	5	5	\$870,000	85
1050941	08/16/2017	5906 LONGHEARTH WAY	Residential	4	4	3	\$928,000	52
1089063	05/29/2018	6163 PEBBLEWOODS DRIVE	Residential	3	3	3	\$937,500	48
1059882	08/04/2017	1144 MEADOWSHIRE WAY	Residential	4	4	4	\$960,000	39
Averages:				4	4	4	\$904,100	66

Summary

Status	Total	Avg Price	Median	Low	High	Avg CDOM
Active	1	\$998,111	\$998,111	\$998,111	\$998,111	37
Sold	5	\$904,100	\$928,000	\$825,000	\$960,000	151
Total	6	\$919,769	\$932,750	\$825,000	\$998,111	132





Pricing Recommendation

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

Sell Price Statistics

Average Price: \$986,600

High Price: \$1,077,100

Median Price: \$1,011,300

Low Price: \$874,000

Figures are based on selling price after adjustments, and rounded to the nearest \$100

Summary...

After Renovation Value for purpose of short sell

Pricing: \$995,900

Approximately \$60,000 in Renovations Required, this pricing is based on an after renovation Value





My Guarantee to You

This page is my personal guarantee to you.

A guarantee you can count on

I'm so committed to meeting your sales objectives in a professional and pleasing manner, that I am willing to put our guarantee in writing.

My Performance Guarantee

I will develop a Property Marketing Plan that clearly spells out the methods I will use to promote your property to the widest-possible audience.

If I don't act according to the agreed activities in the Plan, you may:

- Advise me that you aren't satisfied and ask for a revision of the Plan
- or
- Cancel the Listing Agreement

Your complete satisfaction is my foremost concern.

Date

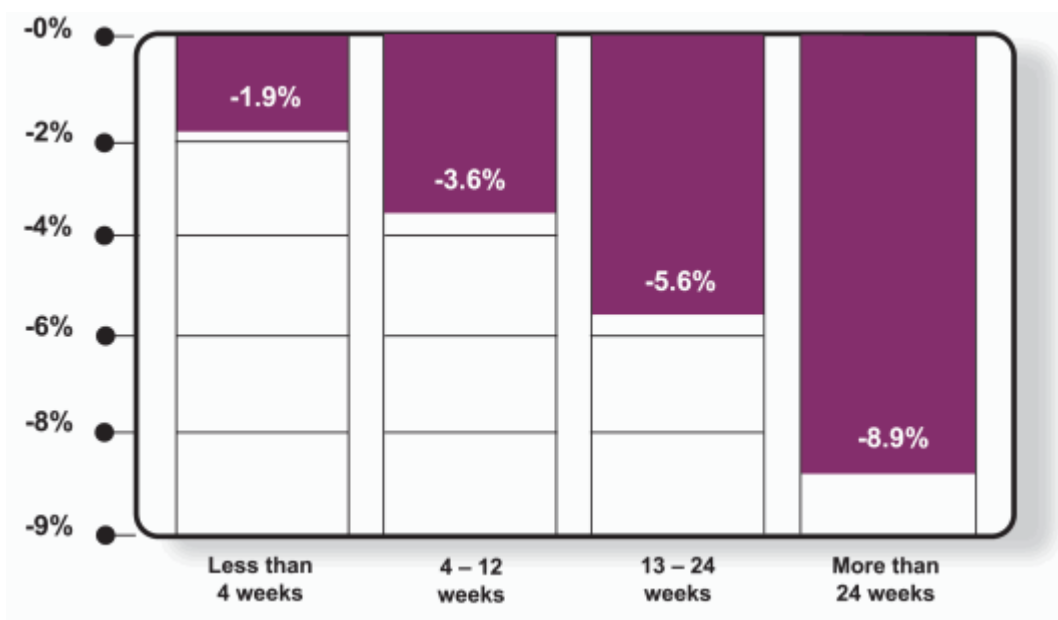




The Effect of Over Pricing

This chart highlights the importance of pricing correctly at market value.

This is the average percentage difference between the Selling and Asking Price by the length of time the home was on the market.



- Put your best foot forward immediately
- Establish a competitive asking price
- Keep your home in top showing condition
- Offer favorable financing terms





Market Analysis Explanation

This is an explanation and overview of this market analysis.

This Comparative Market Analysis will help to determine the correct selling price of your home. Ultimately, the correct selling price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1. Comparable homes that are currently for sale
2. Comparable homes that were recently sold
3. Comparable homes that failed to sell

Looking at similar homes that are currently offered for sale, we can assess the alternatives that a serious buyer has from which to choose. We can also be sure that we are not under pricing your home.

Looking at similar homes that were sold in the past few months, we can see a clear picture of how the market has valued homes that are comparable to yours. Banks and other lending institutions also analyze these sales to determine how much they can lend to qualified buyers.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

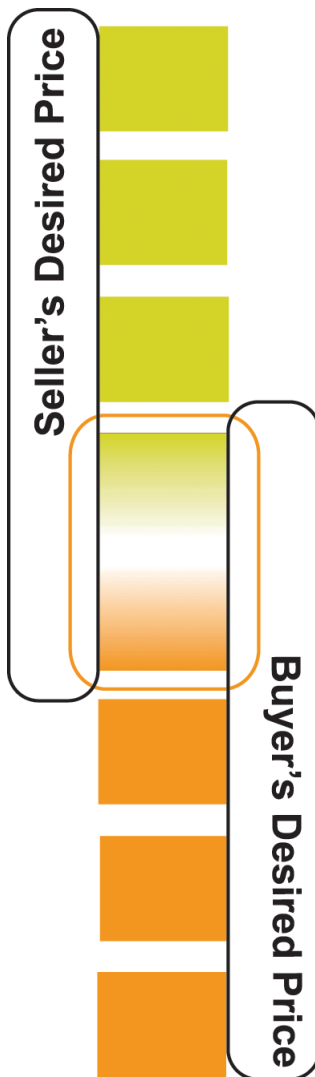
This Comparative Market Analysis has been carefully prepared for you, analyzing homes similar to yours. The aim of this market analysis is to achieve the maximum selling price for your home, while being able to sell your home within a relatively short period of time.





Setting the Price

This chart highlights the importance of pricing correctly at market value.



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

Establishing market value

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

Look at the competition

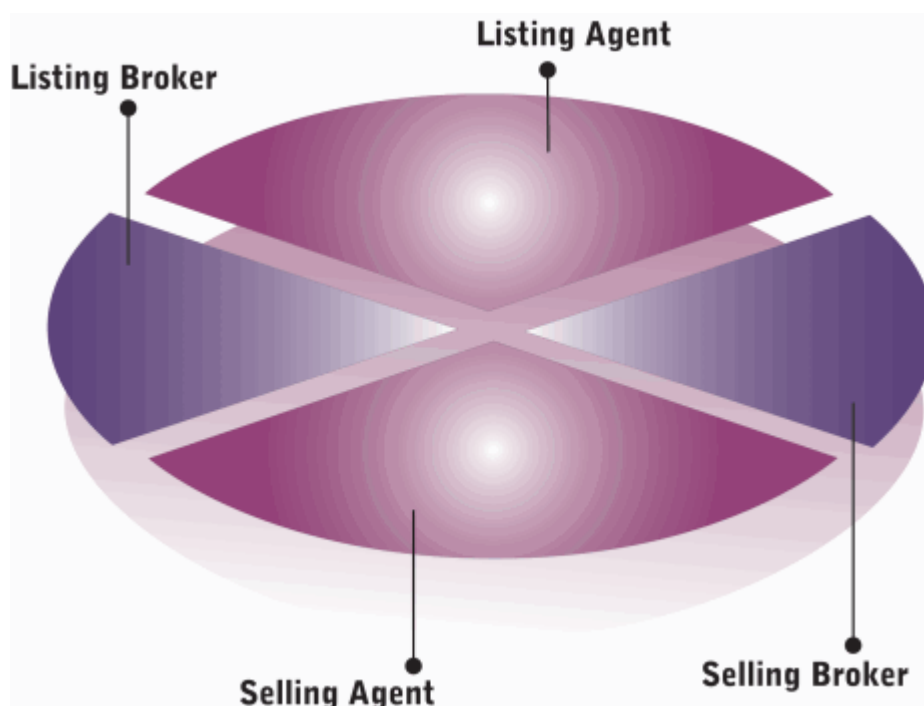
Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.





Where a Commission Goes

This page describes how a commission is divided amongst all of the parties involved.



After a successful sale of your property, the real estate commission is shared among all who assisted in this important transaction. Generally, the commission is divided four ways: to the listing broker, the listing agent, the selling broker and the selling agent. In recognition of the important roles each played in the sale of your property, each is compensated by a percentage of the commission.





Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.





What it Takes to Show

This page describes what it takes to show your property.

Scheduling the Showing

Coordination is the key. Before a sales associate from our firm or a cooperating broker shows or previews your property, a representative from our firm will contact you to schedule an appointment. You will then be notified of the timing, and, if it's acceptable, the appointment will be confirmed. If you can't be reached, the showing will proceed on the understanding that you wouldn't want to miss any chances for interested buyers to view your property.

Timing

Ordinarily, you'll get plenty of notice about an appointment request. Some buyers, however, may ask to see your property as soon as possible. In such cases, a showing could take place within an hour or so. If a buyer requests a change to the timing of a scheduled showing, you'll be given as much notice as possible.

Special Instructions

Any special instructions you may have given to your listing agent, such as information on pets, parking or security, will be listed in your property file and thoroughly explained to the sales associate who requested the showing.

The Showing

If you're not on hand during a showing, the sales associate will use the property's lock box to enter. If you're available, sales associates will introduce themselves and give you a business card.

Privacy

The fewer people around during a showing, the better. It's also a good rule to let the buyer roam freely and discuss the property with the sales associate without interruption. A properly briefed sales associate will know the buyer's needs and will be able to point out the features that meet the requirements.

Contact Information

If you're not going to be available to approve an appointment request, it's important to notify your sales associate. By leaving a telephone number where you can be contacted, you can be notified immediately about an offer.

Previews

Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

Unscheduled Appointments

Ask any people who show up to view your property without an appointment to telephone the listing agent to request a showing. Even if the person identifies himself or herself as a licensed sales associate, an appointment request must be made first through your listing agent.

