

Nick P Polyushkin

Managing Broker

Cell: 352-222-2526

Vera Realty LLC

THIS ANALYSIS HAS NOT BEEN PERFORMED IN ACCORDANCE WITH THE UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE WHICH REQUIRE VALUERS TO ACT AS UNBIASED, DISINTERESTED THIRD PARTIES 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.



Researched and prepared by

Nick P Polyushkin

Subject Property

2479 NE 192nd St

Miami

Prepared exclusively for

33180

Prepared on
April 22, 2019



Nick P Polyushkin

Vera Realty LLC

3505 S Ocean Dr

Hollywood, FL 33019

352-222-2526

nick@verarealty.com

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Cell: 352-222-2526

Vera Realty LLC

Subject Property: 2479 NE 192nd St, Miami

April 22, 2019

Summary of Comparable Listings

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

Active Listings

Address	Price	Bds	Bth	SqFt Tot	Acres	List Date	DOM
2479 NE 192nd St					0.330		
19380 NE 26th Ave #204	\$345,000		1	964		01/14/2019	
19380 NE 26th Ave #301	\$355,000		1	980		01/14/2019	
19380 NE 26 Ave #2201	\$410,000	2	3			01/14/2019	
19380 NE 26th Ave #1206	\$410,000	2	3			01/14/2019	
19380 NE 26th Ave #3209	\$430,000	2	3			01/14/2019	
19380 NE 26th Ave #4210	\$430,000	2	3	1,325		11/02/2017	
19380 NE 26 Ave #2124	\$475,000	3	3			01/14/2019	
19380 NE 26th Ave #4108	\$475,000	3	3			01/14/2019	
Averages:	\$416,250	1.8	2.5	1,090			

Pending Sale Listings

Address	Price	Bds	Bth	SqFt Tot	Acres	Pend Sale Date	DOM
2479 NE 192nd St					0.330		
19380 NE 26th Ave #3110	\$495,000	3	3			03/22/2019	67
Averages:	\$495,000	3.0	3.0				67

	Low	Median	Average	High	Count
Comparable Price	\$345,000	\$430,000	\$425,000	\$495,000	6
Adjusted Comparable Price	\$345,000	\$430,000	\$425,000	\$495,000	6

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CMA Price Adjustments

April 22, 2019

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>
2479 NE 192nd St		19380 NE 26th Ave #204		19380 NE 26th Ave #301	
MLS#		A10595480		A10595380	
Status		Active		Active	
List Price		\$345,000		\$355,000	
List Date		01/14/2019		01/14/2019	
Sold Price					
Sold Date					
Subdiv	HARRIETTE PK		0		0
City/County	Miami-Dade County	Miami-Dade County	0.00	Miami-Dade County	0.00
Zip	33180	33180	0	33180	0
SqFt Total		964	0	980	0
# Levels			0		0
DOM	149		0		0
Beds		0	0	0	0
Baths			0/0		0/0
Parking		1 Space, Assigned Parking		Assigned Parking, Guest P:	
Pool on Prop			0		0
Yr Blt		2019	0	2019	0
Acres	0.33		0		0

Remarks:

Excellent opportunity for investor to develop. Townhouses residential development project in the city of Aventura, Florida. Townhouses complex consisted of 4 units for sale is seen as a prevailing use in the proposed development. Investor has elaborated preliminary development concept that envisions 2 two-story residential townhouses with 2 car garage on the parcel. Investor's preliminary concept focuses on offering a competitive product in prestigious location tailored to a family households. Investor anticipates the buildings will be constructed as Concrete Base Structures (CBS) with poured concrete and metal

Aventura Village, a distinct residential gated community is a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't

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Price	\$345,000	\$355,000
Total Adjustments	\$0	\$0
Adjusted Price	\$345,000	\$355,000

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CMA Price Adjustments

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
2479 NE 192nd St		19380 NE 26 Ave #2201		19380 NE 26th Ave #1206	
MLS#		A10599228		A10595489	
Status		Active		Active	
List Price		\$410,000		\$410,000	
List Date		01/14/2019		01/14/2019	
Sold Price					
Sold Date					
Subdiv	HARRIETTE PK		0		0
City/County	Miami-Dade County	Miami-Dade County	0.00	Miami-Dade County	0.00
Zip	33180	33180	0	33180	0
SqFt Total			0		0
# Levels			0		0
DOM	149		0		0
Beds		2	0	2	0
Baths		3 (2 1)	0/0	3 (2 1)	0/0
Parking		1 Space, Assigned Parking		Assigned Parking, Guest P:	
Pool on Prop			0		0
Yr Blt		2019	0	2019	0
Acres	0.33		0		0

Remarks:

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Price	\$410,000	\$410,000
Total Adjustments	\$0	\$0
Adjusted Price	\$410,000	\$410,000

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
2479 NE 192nd St		19380 NE 26th Ave #3209		19380 NE 26th Ave #4210	
MLS#		A10595528		A10365258	
Status		Active		Active	
List Price		\$430,000		\$430,000	
List Date		01/14/2019		11/02/2017	
Sold Price					
Sold Date					
Subdiv	HARRIETTE PK		0		0
City/County	Miami-Dade County	Miami-Dade County	0.00	Miami-Dade County	0.00
Zip	33180	33180	0	33180	0
SqFt Total		0	0	1,325	0
# Levels			0		0
DOM	149		0		0
Beds		2	0	2	0
Baths		3 (2 1)	0/0	3 (2 1)	0/0
Parking		1 Space, Assigned Parking		1 Space, Guest Parking	
Pool on Prop			0		0
Yr Blt		2019	0	2019	0
Acres	0.33		0		0

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Excellent opportunity for investor to develop. Townhouses residential development project in the city of Aventura, Florida. Townhouses complex consisted of 4 units for sale is seen as a prevailing use in the proposed development. Investor has elaborated preliminary development concept that envisions 2 two-story residential townhouses with 2 car garage on the parcel. Investor's preliminary concept focuses on offering a competitive product in prestigious location tailored to a family households. Investor anticipates the buildings will be constructed as Concrete Base Structures (CBS) with poured concrete and metal

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I'm Excited About This Property! ... Now Let Me Tell You Why! ... Pre-Construction! 2/2.5 + Den, Interior = 1,385/sf, Maint. = \$250/mo (.19/sf), Swimming Pool, Children's Playground, BBQ Area, Next to Hillel Day School/Aventura Mall/New Transit Hub to Orlando! ... Priced Below Market! Super Investment Opportunity! Buyer must view UNBRANDED Video before showing! The Video is located on the MLS under VT Copy, Paste & eMail link to client! It's just that simple!

Price	\$430,000	\$430,000
Total Adjustments	\$0	\$0
Adjusted Price	\$430,000	\$430,000

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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
2479 NE 192nd St		19380 NE 26 Ave #2124		19380 NE 26th Ave #4108	
MLS#		A10599869		A10595523	
Status		Active		Active	
List Price		\$475,000		\$475,000	
List Date		01/14/2019		01/14/2019	
Sold Price					
Sold Date					
Subdiv	HARRIETTE PK		0		0
City/County	Miami-Dade County	Miami-Dade County	0.00	Miami-Dade County	0.00
Zip	33180	33180	0	33180	0
SqFt Total			0	0	0
# Levels			0		0
DOM	149		0		0
Beds		3	0	3	0
Baths		3 (2 1)	0/0	3 (2 1)	0/0
Parking		1 Space, Assigned Parking		Assigned Parking, Guest P:	
Pool on Prop			0		0
Yr Blt		2019	0	2019	0
Acres	0.33		0		0

Remarks:

Excellent opportunity for investor to develop. Townhouses residential development project in the city of Aventura, Florida. Townhouses complex consisted of 4 units for sale is seen as a prevailing use in the proposed development. Investor has elaborated preliminary development concept that envisions 2 two-story residential townhouses with 2 car garage on the parcel. Investor's preliminary concept focuses on offering a competitive product in prestigious location tailored to a family households. Investor anticipates the buildings will be constructed as Concrete Base Structures (CBS) with poured concrete and metal

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Price	\$475,000	\$475,000
Total Adjustments	\$0	\$0
Adjusted Price	\$475,000	\$475,000

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CMA Price Adjustments

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Subject Property

2479 NE 192nd St

MLS#

Status

List Price

List Date

Sold Price

Sold Date

Subdiv HARRIETTE PK

City/County Miami-Dade County

Zip 33180

SqFt Total

Levels

DOM 149

Beds

Baths

Parking

Pool on Prop

Yr Blt

Acres 0.33

Details

19380 NE 26th Ave #3110

A10595526

Pending Sale

\$495,000

01/14/2019

0

0.00

0

0

0

0

0

0/0

1 Space, Assigned Parking

0

0

0

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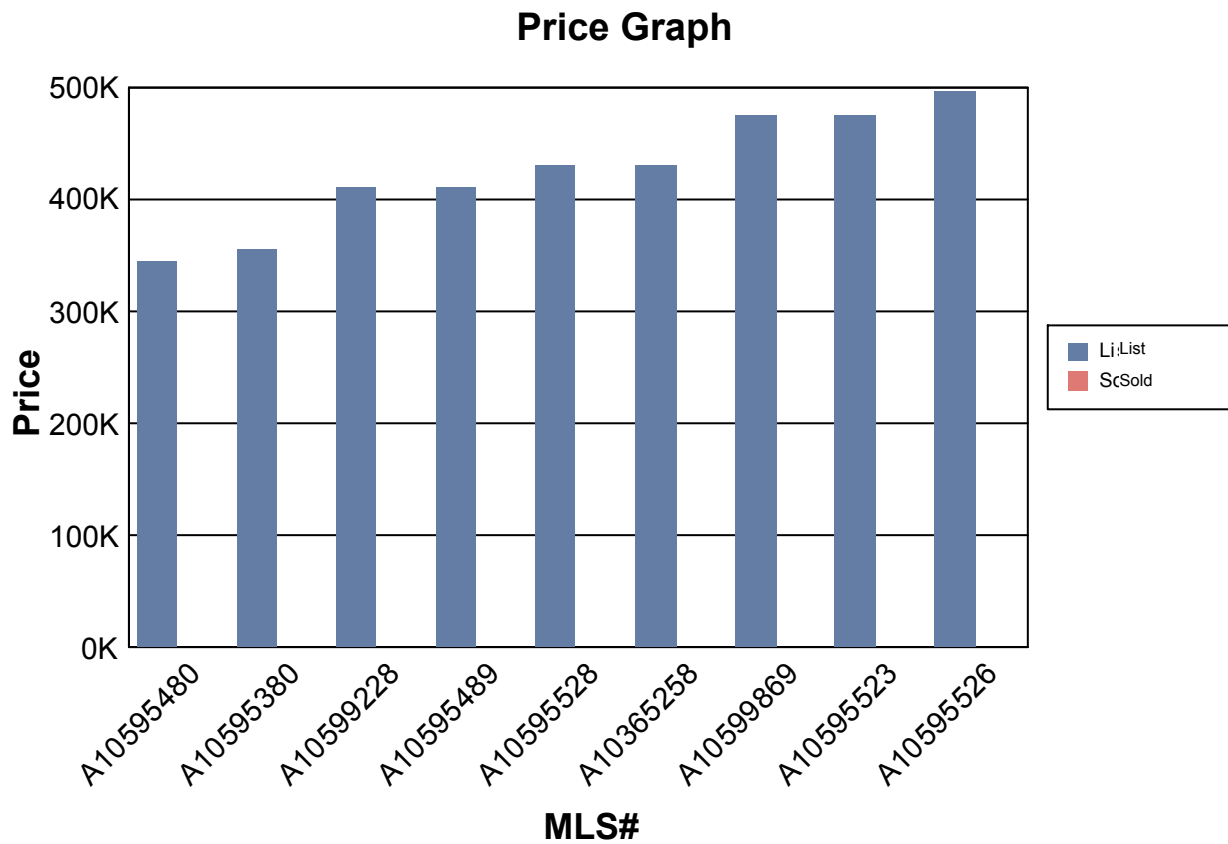
Aventura Village, a distinct residential gated community is a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't

Price	\$495,000
Total Adjustments	\$0
Adjusted Price	\$495,000

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List Price and Sale Price

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



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Cell: 352-222-2526

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Subject Property: 2479 NE 192nd St, Miami

April 22, 2019

Status: Active

MLS#	Stat Date	Address	City	SqFt	Bds	Bth	L/S Price
A10595480	01/14/2019	19380 NE 26th Ave #204	Miami	964	0		\$345,000
A10595380	01/14/2019	19380 NE 26th Ave #301	Miami	980	0		\$355,000
A10599228	01/14/2019	19380 NE 26 Ave #2201	Miami		2	2.5	\$410,000
A10595489	01/14/2019	19380 NE 26th Ave #1206	Miami		2	2.5	\$410,000
A10595528	01/14/2019	19380 NE 26th Ave #3209	Miami	0	2	2.5	\$430,000
A10365258	11/02/2017	19380 NE 26th Ave #4210	Miami	1,325	2	2.5	\$430,000
A10599869	01/14/2019	19380 NE 26 Ave #2124	Miami		3	2.5	\$475,000
A10595523	01/14/2019	19380 NE 26th Ave #4108	Miami	0	3	2.5	\$475,000
Averages:				654	1.75	2.5	\$416,250

Status: Pending Sale

MLS#	Stat Date	Address	City	SqFt	Bds	Bth	L/S Price
A10595526	03/22/2019	19380 NE 26th Ave #3110	Miami		3	2.5	\$495,000
Averages:					3.00	2.5	\$495,000

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
Active	8	\$416,250	\$348.22	\$420,000	\$345,000	\$475,000	
Pending Sale	9	\$425,000	\$348.22	\$430,000	\$345,000	\$495,000	0
Total	9	\$425,000	\$348.22	\$430,000	\$345,000	\$495,000	67

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April 22, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

Active Properties

19380 NE 26th Ave #204, Miami 33180



MLS #:	A10595480	Status:	A	Beds:	0	L Price:	\$345,000
County:	Miami-Dade County	Baths:		L Date:			
Subdivision:		Age:	2019				
Complex:	Aventura Village	Pool:					
Parking:	1 Space, Assigned Parking, Guest Parking	LA SqFt:	964				
		TA SqFt:	964				
Tax Amt:	\$0	Tax Year:	2018	Tax Info:	Tax Reflects No Exemptions		

Rmks: **Aventura Village, a distinct residential gated community is a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't last long, call to make an appointment for a hard hat tour today!**

19380 NE 26th Ave #301, Miami 33180



MLS #:	A10595380	Status:	A	Beds:	0	L Price:	\$355,000
County:	Miami-Dade County	Baths:		L Date:			
Subdivision:		Age:	2019				
Complex:	Aventura Village	Pool:					
Parking:	Assigned Parking, Guest Parking	LA SqFt:	980				
		TA SqFt:	980				
Tax Amt:	\$0	Tax Year:	2018	Tax Info:	Tax Reflects No Exemptions		

Rmks: **Aventura Village, a distinct residential gated community is a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't last long, call to make an appointment for a hard hat tour today!**

CMA Pro Report

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Active Properties

19380 NE 26 Ave #2201, Miami 33180



MLS #: **A10599228** Status: **A** Beds: **2** L Price: **\$410,000**
County: **Miami-Dade County** Baths: **2 / 1** L Date:
Subdivision:
Complex: **AVENTURA VILLAGE** Age: **2019**
Pool:
Parking: **1 Space, Assigned Parking, Guest Parking** LA SqFt: **1,262**
TA SqFt:
Tax Amt: **\$0** Tax Year: **2018** Tax Info: **Tax Reflects No Exemptions**

Rmks: **Aventura Village, a distinct residential gated community with a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't last long, call to make an appointment for a hard hat tour today!**

19380 NE 26th Ave #1206, Miami 33180



MLS #: **A10595489** Status: **A** Beds: **2** L Price: **\$410,000**
County: **Miami-Dade County** Baths: **2 / 1** L Date:
Subdivision:
Complex: **Aventura Village** Age: **2019**
Pool:
Parking: **Assigned Parking, Guest Parking** LA SqFt: **1,322**
TA SqFt:
Tax Amt: **\$0** Tax Year: **2018** Tax Info: **Tax Reflects No Exemptions**

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Active Properties

19380 NE 26th Ave #3209, Miami 33180



MLS #:	A10595528	Status:	A	Beds:	2	L Price:	\$430,000
County:	Miami-Dade County	Baths:	2 / 1	L Date:			
Subdivision:		Age:	2019				
Complex:	Aventura Village	Pool:					
Parking:	1 Space, Assigned Parking, Guest Parking	LA SqFt:	1,325	TA SqFt:	0		
Tax Amt:	\$0	Tax Year:	2018	Tax Info:	Tax Reflects No Exemptions		

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19380 NE 26th Ave #4210, Miami 33180



MLS #:	A10365258	Status:	A	Beds:	2	L Price:	\$430,000
County:	Miami-Dade County	Baths:	2 / 1	L Date:			
Subdivision:		Age:	2019				
Complex:	Aventura Village	Pool:					
Parking:	1 Space, Guest Parking	LA SqFt:	1,325	TA SqFt:	1,325		
Tax Amt:	\$3,640	Tax Year:	2016	Tax Info:	New Construction		

Rmks: **I'm Excited About This Property! ... Now Let Me Tell You Why! ... Pre-Construction! 2/2.5 + Den, Interior = 1,385/sf, Maint. = \$250/mo (.19/sf), Swimming Pool, Children's Playground, BBQ Area, Next to Hillel Day School/Aventura Mall/New Transit Hub to Orlando! ... Priced Below Market! Super Investment Opportunity! Buyer must view UNBRANDED Video before showing! The Video is located on the MLS under VT Copy, Paste & eMail link to client! It's just that simple!**

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Active Properties

19380 NE 26 Ave #2124, Miami 33180



MLS #:	A10599869	Status:	A	Beds:	3	L Price:	\$475,000
County:	Miami-Dade County	Baths:	2 / 1	L Date:			
Subdivision:		Age:	2019	Pool:			
Complex:	AVENTURA VILLAGE	LA SqFt:	1,274	TA SqFt:			
Parking:	1 Space, Assigned Parking, Guest Parking	Tax Amt:	\$0	Tax Year:	2018	Tax Info:	Tax Reflects No Exemptions

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19380 NE 26th Ave #4108, Miami 33180



MLS #:	A10595523	Status:	A	Beds:	3	L Price:	\$475,000
County:	Miami-Dade County	Baths:	2 / 1	L Date:			
Subdivision:		Age:	2019	Pool:			
Complex:	Aventura Village	LA SqFt:	1,309	TA SqFt:	0		
Parking:	Assigned Parking, Guest Parking	Tax Amt:	\$0	Tax Year:	2018	Tax Info:	Tax Reflects No Exemptions

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Pending Sale Properties

19380 NE 26th Ave #3110, Miami 33180



MLS #: **A10595526** Status: **PS**

County: **Miami-Dade County**

Subdivision:

Complex: **Aventura Village**

Parking: **1 Space, Assigned Parking,
Guest Parking**

Beds: **3**

Baths: **2 / 1**

Age: **2019**

Pool:

LA SqFt: **1,376**

TA SqFt:

L Price: **\$495,000**

L Date:

Tax Amt: **\$0**

Tax Year: **2018**

Tax Info: **Tax Reflects No Exemptions**

Rmks:

Aventura Village, a distinct residential gated community is a unique mix of three-bedroom garden villas, two-bedroom townhomes and modern lofts perfectly situated in proximity to shopping, restaurants and top-rated schools. Residents will enjoy true indoor/outdoor living with the centrally located tropical landscaped pool and green space, children's playground, and BBQ area. All residences are fully-finished with custom kitchens, stainless steel appliances and porcelain flooring. One assigned parking space per residence with ample guest and secondary parking. Phase one is currently under construction with an anticipated completion in 2019. These won't last long, call to make an appointment for a hard hat tour today!

Nick P Polyushkin

Managing Broker

Cell: 352-222-2526

Vera Realty LLC

Subject Property: 2479 NE 192nd St, Miami

April 22, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

Active Properties

Total # of Listings

8

Lowest Price

\$345,000

Highest Price

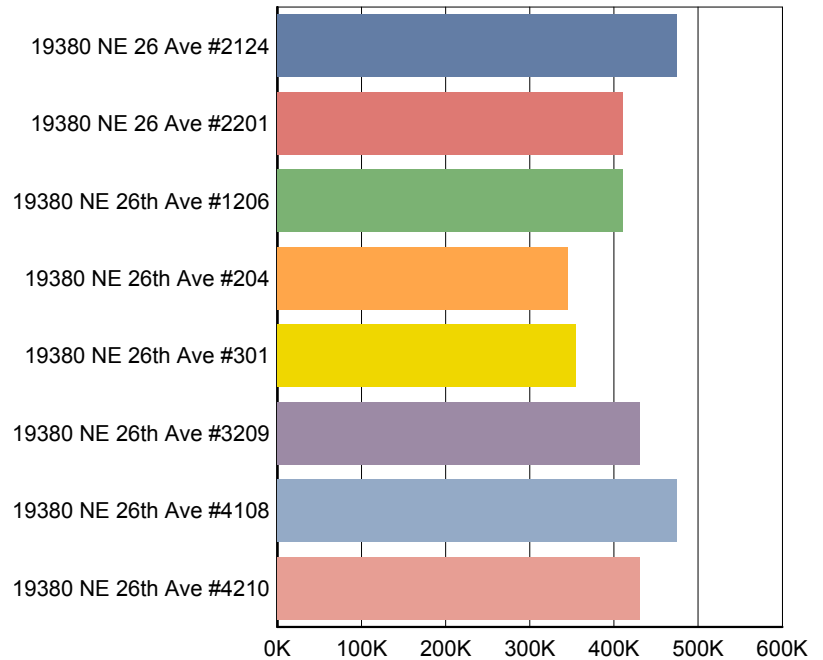
\$475,000

Average Price

\$416,250

Avg. Price/SqFt

\$348.22



Researched and prepared by **Nikolay Polyushkin**
Vera Realty LLC

Nick P Polyushkin

Managing Broker

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CMA Pro Report

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Pending Sale Properties

Total # of Listings

1

Lowest Price

\$495,000

Highest Price

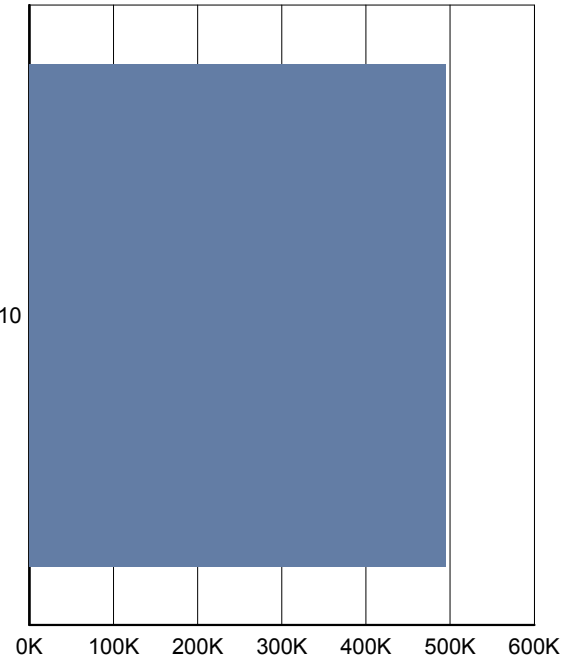
\$495,000

Average Price

\$495,000

Avg. Price/SqFt

19380 NE 26th Ave #3110



Nick P Polyushkin

Managing Broker

Cell: 352-222-2526

Vera Realty LLC

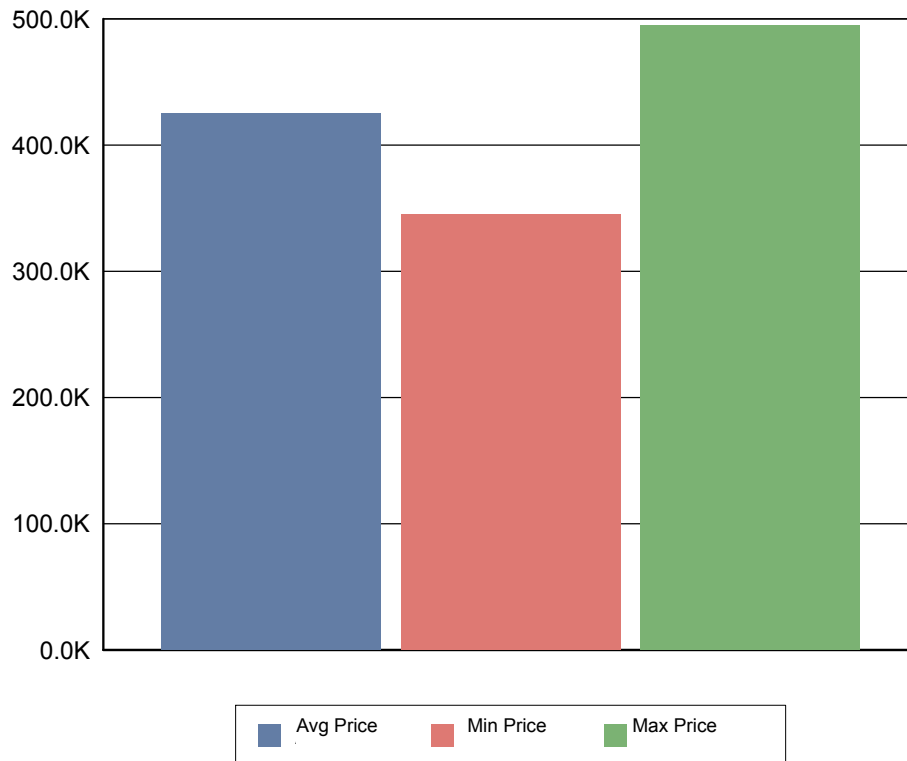
Subject Property: 2479 NE 192nd St, Miami

April 22, 2019

CMA Pro Report

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Summary Graph/Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SqFt
Active	\$345,000	\$475,000	\$416,250	\$348.22
Pending Sale	\$495,000	\$495,000	\$495,000	
Totals/Averages	\$345,000	\$495,000	\$425,000	\$348.22

Property Summary

S	Street Address	Bds	Bth	SqFt	L Price	S Price	Sold Date
Active							
ACT	19380 NE 26th Ave #204	0		964	\$345,000		
ACT	19380 NE 26th Ave #301	0		980	\$355,000		
ACT	19380 NE 26 Ave #2201	2	3 (2 1)		\$410,000		
ACT	19380 NE 26th Ave #120	2	3 (2 1)		\$410,000		

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April 22, 2019

CMA Pro Report

These pages give a general overview of the selected properties.

S	Street Address	Bds	Bth	SqFt	L Price	S Price	Sold Date
ACT	19380 NE 26th Ave #320	2	3 (2 1)	0	\$430,000		
ACT	19380 NE 26th Ave #421	2	3 (2 1)	1,325	\$430,000		
ACT	19380 NE 26 Ave #2124	3	3 (2 1)		\$475,000		
ACT	19380 NE 26th Ave #410	3	3 (2 1)	0	\$475,000		

Pending Sale

PNDS	19380 NE 26th Ave #311	3	3 (2 1)		\$495,000		
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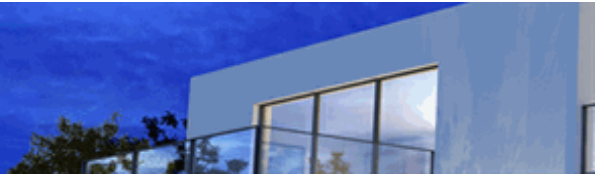
Researched and prepared by Nikolay Polyushkin
Vera Realty LLC

Nick P Polyushkin

Managing Broker

Cell: 352-222-2526

Vera Realty LLC



Subject Property: 2479 NE 192nd St, Miami

Pricing Recommendation

This page suggests a recommended sale price based on a thorough analysis of your property.

Price per square foot ranges are from \$315 to \$359

Researched and prepared by **Nikolay Polyushkin**
Vera Realty LLC

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

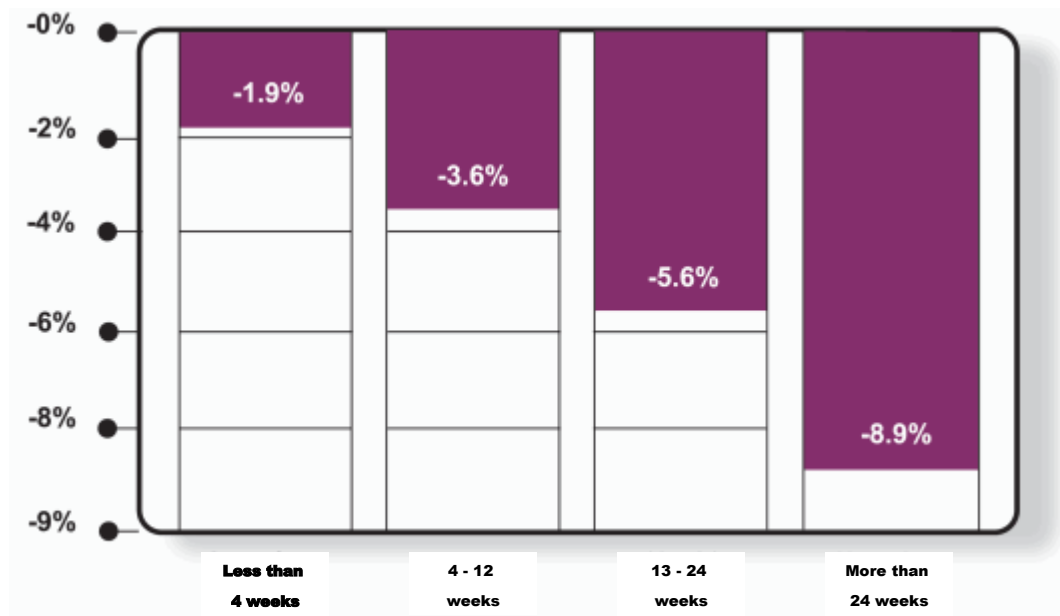
Your complete satisfaction is my foremost concern.

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

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 or other issues that need to be completed before closing.

The Importance of Pricing

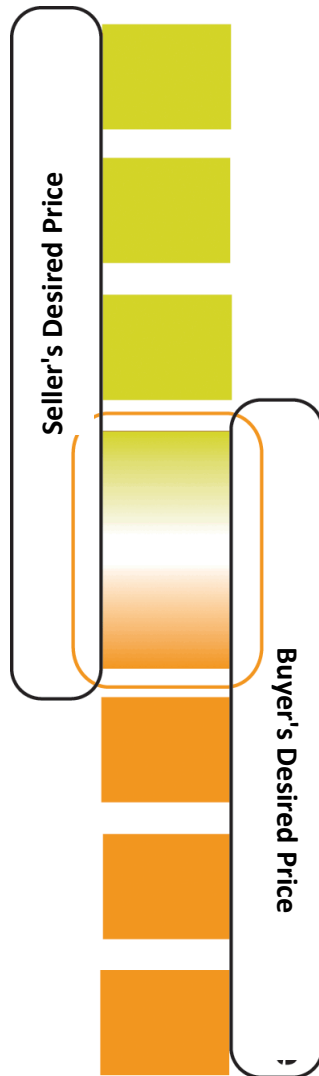
This chart highlights the importance of pricing correctly at market value



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.

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.

The Pitfalls of Overpricing

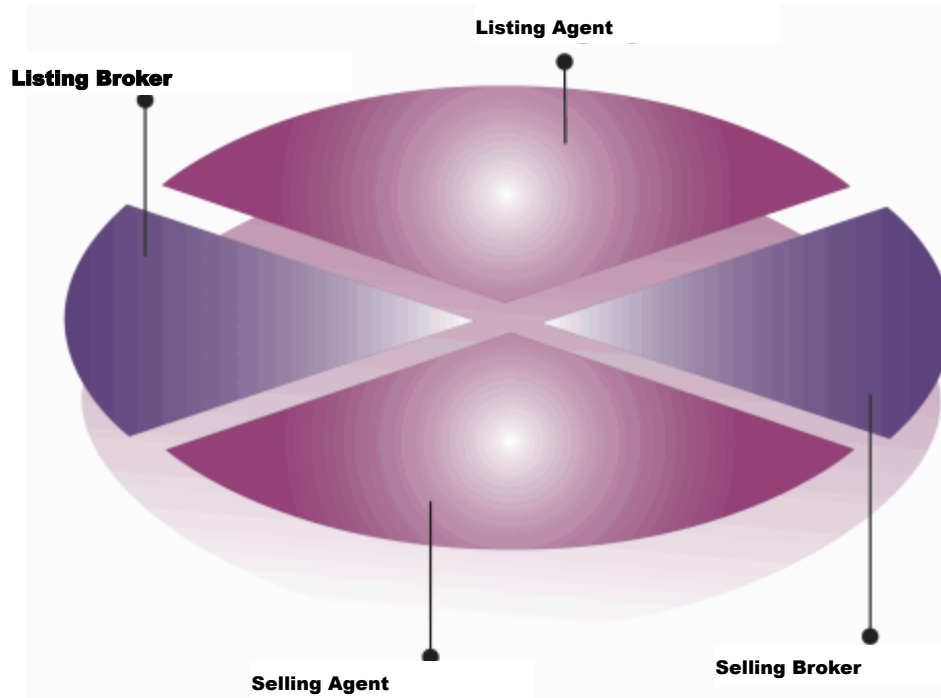
This chart highlights the importance of pricing correctly at market value.

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.



Where a Commission Goes

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



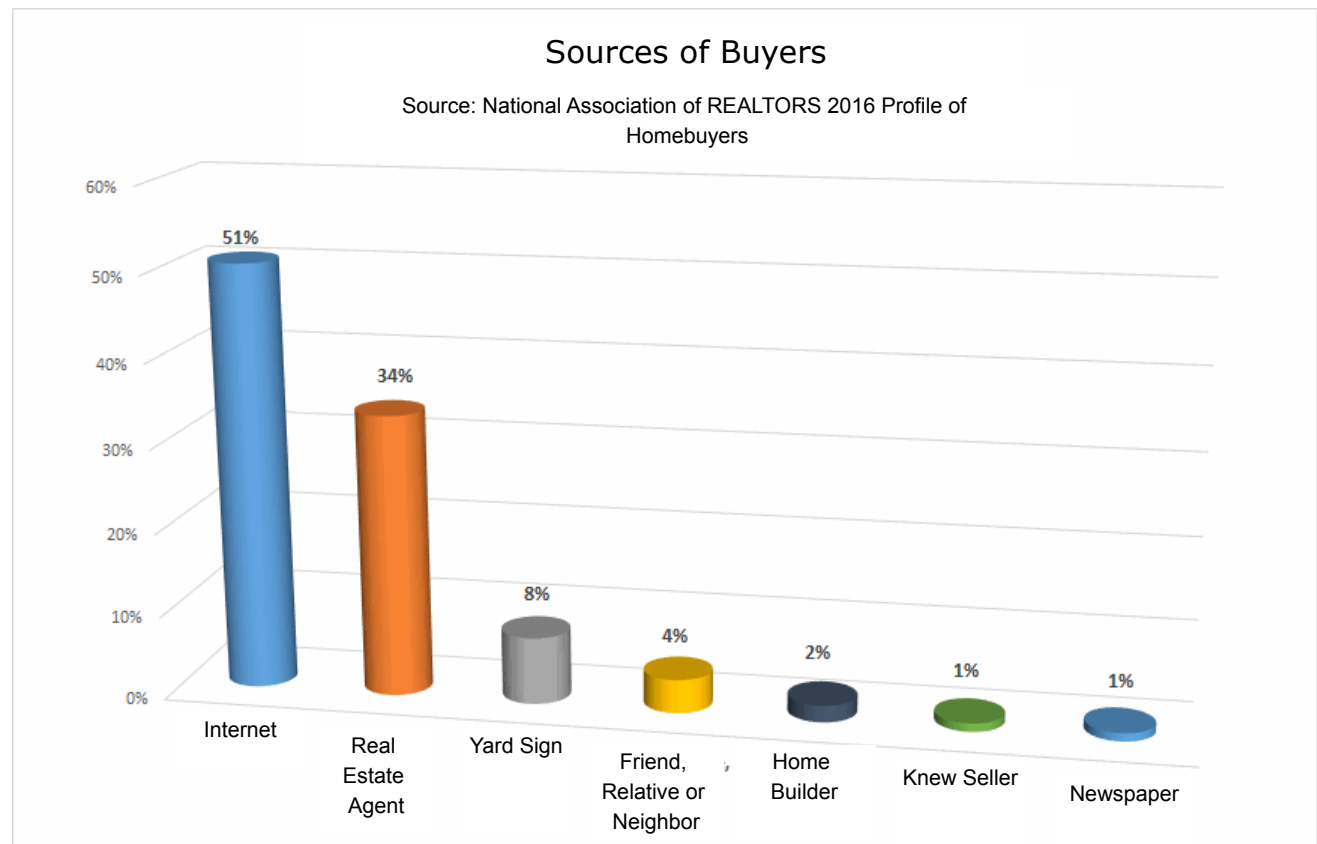
After a successful sale of your property, the real estate commission is shared among all who assisted in this important transaction. Generally, the commission is divided four ways: to the listing broker, the listing agent, the selling broker and the selling agent. In recognition of the important roles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

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.





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

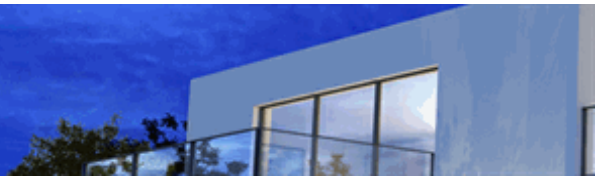
Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

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

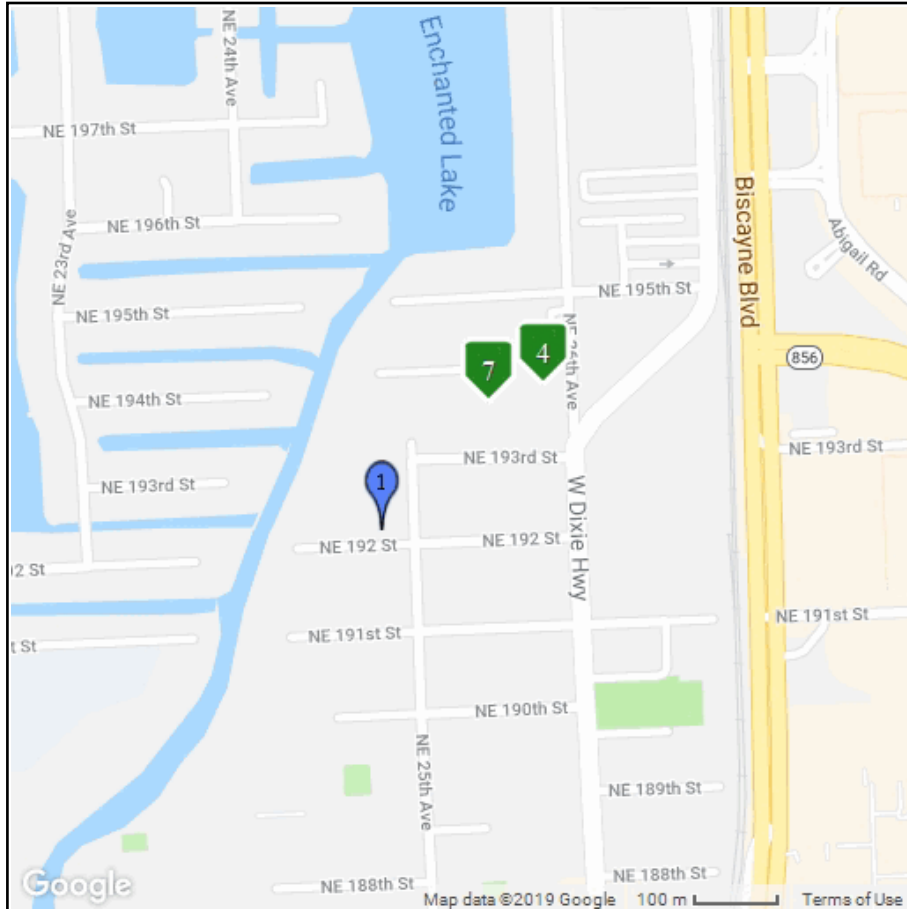
Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be in an excellent position to alert a buyer to a property that fits the bill.

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.

CMA Map Layout

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



- 1 2479 NE 192nd St
- 2 204-19380 26Th Ave Ne
- 3 301-19380 26Th Ave Ne
- 4 2201-19380 26 Ave Ne
- 5 1206-19380 26Th Ave Ne
- 6 3209-19380 26Th Ave Ne
- 7 4210-19380 26Th Ave Ne
- 8 2124-19380 26 Ave Ne
- 9 4108-19380 26Th Ave Ne
- 10 3110-19380 26Th Ave Ne