

# Strategic Pricing Analysis

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Prepared for: Panther Trace Community Report

Date Created

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<b>\$ Buyers Can Pay</b>												
Panther Trace Community	2500			2004	3	2	0	55 x 110	2	N		
Comparable Addresses	Square Footage	Listed Price	\$/Sq.ft	Year Built	Beds	Baths	Half Baths	Property Size	Garage	Pool	Days On Market	Competitive Advantages
10905 WILDCAT DR	2791	\$185,000	\$66	2003	4	3			2 Car G	N	79	
12432 BRAMFIELD DR	2529	\$195,000	\$77	2003	4	3	0	70X110	2 Car G	N	177	
11461 NEWGATE CREST DR	2496	\$219,900	\$88	2007	5	3		60x110	3+ Car G	N	111	
11582 WESTON COURSE LP	2570	\$224,900	\$88	2008	3	2			2 Car G	N	5	
11014 WILDCAT DR	2740	\$245,900	\$90	2005	4	3		70X110'	2 Car G	N	222	
<b>Averages:</b>	2625	\$214,140	\$82	2005	4	3					119	

Subject Property Priced at average "Can Pay" Price: \$204,373

<b>\$ Buyers Did Pay</b>												
Comparable Addresses	Square Footage	Price Sold	\$/Sq.ft	Year Built	Beds	Baths	Half Baths	Property Size	Garage	Pool	Days On Market	Competitive Advantages
12516 BURGESS HILL DR	2504	\$181,000	\$72	2004	5	3		60x110	3+ Car G	N	92	List Price = \$189,550
11105 WILDCAT DR	2748	\$215,000	\$78	2004	4	3		79X120	3+ Car G	N	235	List Price = \$215,000
11420 NEWGATE CREST DR	2642	\$217,000	\$82	2007	4	3		60x110	2 Car G	N	233	List Price = \$244,000
11509 WESTON COURSE LP	2350	\$212,000	\$90	2008	4	2	1		2 Car G	N	17	List Price = \$224,900
11569 WESTON COURSE LP	2070	\$208,748	\$101	2008	4	2				N		List Price = \$208,748
<b>Averages:</b>	2463	\$206,750	\$85	2006	4	3					144	

Subject Property Priced at average "Did Pay" Price: \$211,858

<b>\$ Buyers Refused to Pay</b>												
Comparable Addresses	Square Footage	Listed Price	\$/Sq.ft	Year Built	Beds	Baths	Half Baths	Property Size	Garage	Pool	Days On Market	Competitive Advantages
10905 WILDCAT DR	2791	\$287,000	\$103	2003	3	3		72X139	2 Car G	N	184	
11003 WILDCAT DR	2585	\$269,900	\$104	2005	3	3				N	184	
12705 STANDBRIDGE DR	2161	\$224,900	\$104	2003	3	2	0		2 Car G	N	183	
12412 BRAMFIELD DR	2993	\$319,900	\$107	2003	4	3			3+ Car G	N	68	
12325 SILTON PEACE DR	2426	\$324,900	\$134	2006	4	3			2 Car G	N	90	
<b>Averages:</b>	2591	\$285,320	\$110	2004	3	3					142	

Subject Property Priced at average "Refused to Pay" Price: \$276,060

Regardless of the price I choose, I acknowledge that this SPA has been explained to me:

Competing Price Range:	\$180	to	\$325	Description of Market Used		
# Competing homes on the Market in the range:				452	Riverview, Apollo Beach, Ruskin, Gibsonton, & Valrico	Date
# Homes SOLD in the range in the last 6 months:				237		
Avg sold per Mo.				39.5		
<b>Backlog in Range (in months):</b>				<b>11.4</b>		
# Competing homes in the neighborhood:				55	Panther Trace Community	Date
# Homes SOLD in the neighborhood in the last 6 months:				33		
Avg sold per Mo.				5.5		
<b>Backlog in Neighborhood (in months):</b>				<b>10.0</b>		

Square Foot Size Range Used as Initial Search Criteria **2,000** to **3000**