

Comparative Market Analysis



Researched and prepared by

Sean Harron

Prepared exclusively for

Prepared on
April 29, 2024

Subject Property

17646 E Blue Willow Lane

Kingman, Arizona

86401



Sean Harron

Dirt Road Real Estate

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Brief Summary of Compared Listings

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

Status: Pending

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
002153	04/16/2024	89 Rawhide Canyon Trail	Land			0	\$114,900	322

Averages: **0** **\$114,900** **322**

Status: Sold

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
007094	01/02/2024	297 N Willows Ranch Road	Land			0	\$102,000	25
006471	04/16/2024	156 Mariposa Lily Drive	Land			0	\$109,900	192
011071	04/26/2024	21 N Flying Eagle Road	Land			0	\$124,000	17
009333	03/12/2024	13 E Buck Trail	Land			0	\$175,000	9
006139	04/08/2024	4150 N Mariposa Lily Drive	Land			0	\$187,000	194

Averages: **0** **\$139,580** **87**

Status: Expired

MLS#	Stat Date	Address	Prop Sub Type	SqFt Tot	Bds	Bth	L/S Price	DOM
002972	12/01/2023	13 E Buck Trail	Land			0	\$159,900	154

Averages: **0** **\$159,900** **154**

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg CDOM
Expired	1	\$159,900		\$159,900	\$159,900	\$159,900	154
Pending	1	\$114,900		\$114,900	\$114,900	\$114,900	322
Sold	5	\$139,580		\$124,000	\$102,000	\$187,000	87
Total	7	\$138,957		\$124,000	\$102,000	\$187,000	130



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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...

<u>Sell Price Statistics</u>		<u>Sell Price Per Sq. Ft. Statistics</u>	
Average Price:	\$122,900	Average Price/Sq Ft:	\$0
High Price:	\$159,900	High Price/Sq Ft:	\$0
Median Price:	\$124,000	Median Price/Sq Ft:	\$0
Low Price:	\$84,900	Low Price/Sq Ft:	\$0

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

Suggested List Price: In the current market the property should be valued between \$102,000 and \$135,000 as a high. The property already has a well although it has a lower production than surrounding wells.

Notes

The stunning views and rock formations should command a higher price and quicker potential resale in the current market. Not too long ago 3-4 years, Willow Creek properties were stuck in a range of \$1,000 - \$1,500/acre giving a value between \$40,000-\$60,000 Recently there has been a boom in the activity and spike in values.



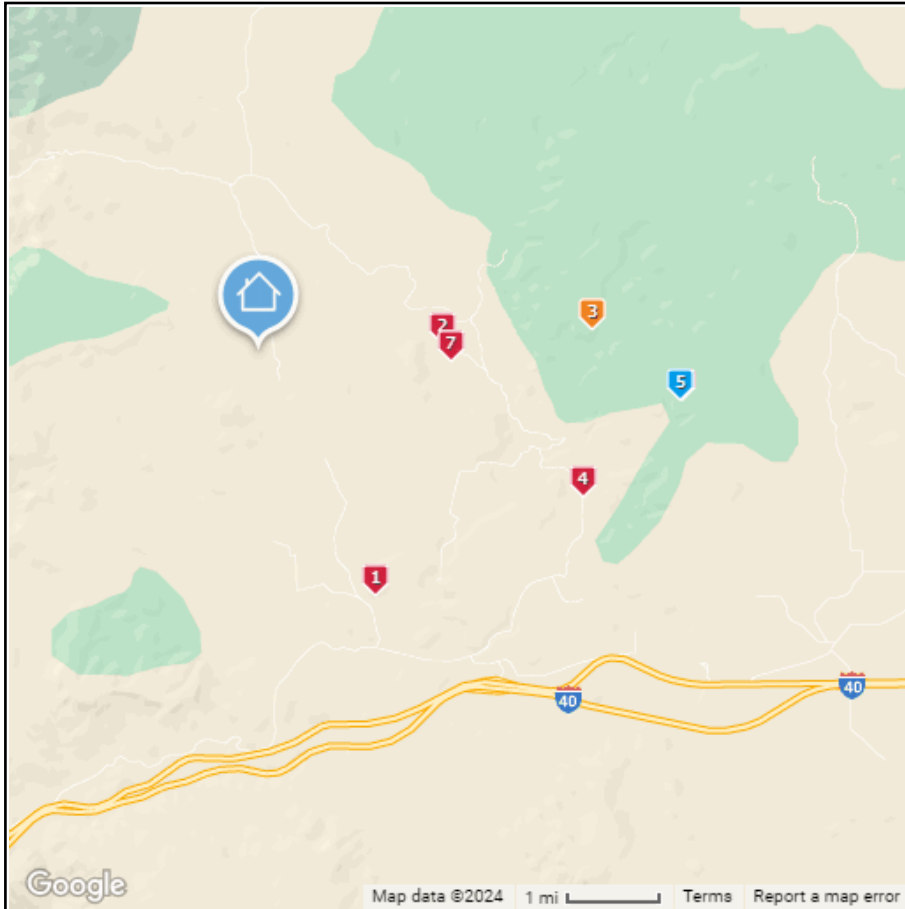
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CMA Map Layout

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



- 17646 E Blue Willow Lane
- 1 297 N Willows Ranch RD
- 2 156 Mariposa Lily DR
- 3 89 Rawhide Canyon TRL
- 4 21 N Flying Eagle RD
- 5 13 E Buck TRL
- 6 13 E Buck TRL
- 7 4150 N Mariposa Lily DR