

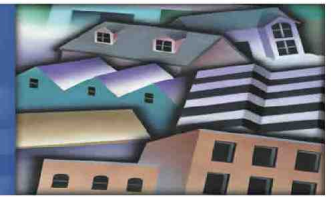
Comparative Market Analysis Explanation

The remainder of this presentation contains information that will enable us to compare your home to others like it in the market place. This comparison will help us decide the fair market value for your home in the current market. Once we have decided on a price and tested it, changing market conditions may require adjustments to the price to remain competitive.

This comparison is called a comparative market analysis (CMA). It uses the most current and reliable information from the Multiple Listing Service (MLS), real estate firms, and title companies in this community. The homes included in this analysis are a sampling of properties in the area that are currently for sale or that have recently sold. They provide us a base line from which to begin our comparison. Other factors considered in this comparison are square footage, location, amenities, the physical condition of your property, and the effects of any existing financing on your home.

At times, the term "fair market value" causes confusion. The definition has three basic parts – particular house – current condition – time frame (usually 30 to 90 days). Put simply, fair market value is the price at which a home will sell within a reasonable amount of time. This CMA will allow us to figure, using the above information, the fair market value for your home. Remember this is just an estimation and the price could vary up or down depending on the motivation of the buyer, seller and any fluctuations in the market.

Comparable Property Details



Subject Property



Property Details

New Client

Almaden Valley August 09
San Jose, CA 95120

City/Area: San Jose, CA 95120
Year/Age: 1979 **Listing Price:** \$1,037,000
Beds: 4 **Baths:** 2.5
Sq. Ft.: 2,300 **Census Tract:** 5119.07
Lot Size: 10000

School Information:

District: SAN JOSE UNIFIED

Grade Range: K - 12
Schools: 52
Student Enrollment: 31,646
Student Teacher Ratio: 20.6 to 1
Expenditures per Student: \$11,517
Private School Enrollment: 16.3%
Students to 4 Year College: 38.0%
Students to 2 Year College: 46.0%
Avg SAT Score: 999
Avg ACT Score: N/A

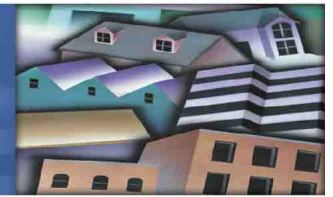
Neighborhood Information:

Median Income: \$102,056
Avg. Income w/Children: \$124,026
Households w/Children: 38.9%
Married Households: 75.2%
Avg. Age: 41
Adult HS Grads: 97.4%
Adult College Grads: 61.0%
Avg. Age of Housing: 27
Owner Occupied Housing: 87.7%

Prepared by Charles C Hanna, BROKER, e-PRO, MBA



Market Analysis



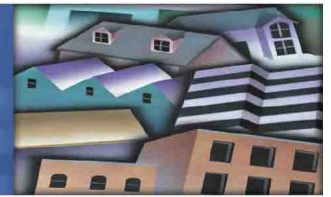
Summary of Comparable Properties

Address	Beds	Baths	DOM	SqFt	List Price	Sold Price	Sold Date
Active Properties							
6692 BRET HARTE DR	4	3	449	2,240	\$1,083,000		
1247 OLIVE BRANCH LN	4	3	17	2,214	\$1,149,000		
7070 ROYAL RIDGE CT	4	3	87	2,630	\$1,199,000		
7098 ROYAL RIDGE DR	4	3	89	2,662	\$1,150,000		
6672 ELWOOD RD	5	3	76	2,392	\$1,099,888		
936 SUMMERLEAF PL		3	53	2,585	\$1,065,000		
Averages			128	2,453	\$1,124,314		
Pending Properties							
6948 VILLAGWOOD WY	4	3	21	2,216	\$998,000		
1236 MOUNTAIN QUAIL CI	4	3	87	2,707	\$1,049,000		
732 SWANSWOOD CT	4	3	43	2,760	\$1,050,000		
6861 QUEENSWOOD WY	5	3	12	2,465	\$1,028,000		
Averages			40	2,537	\$1,031,250		
Sold Properties							
969 YARMOUTH WY	4	3	3	2,303	\$998,000	\$998,000	1/16/2009
1147 OLIVE BRANCH LN	4	3	79	2,335	\$1,049,000	\$1,028,000	6/11/2009
1126 ALLSTON CT	4	3	80	2,397	\$1,070,000	\$1,008,000	4/17/2009
6972 ELWOOD RD	4	3	6	2,464	\$998,000	\$1,050,000	6/19/2009
1291 ECHO VALLEY DR	4	3	71	2,469	\$1,198,000	\$1,090,000	4/1/2009
1106 ALLSTON WY	5	3	8	2,247	\$1,070,000	\$1,000,000	2/10/2009
956 HURLSTONE LN	5	3	3	2,585	\$1,069,000	\$1,092,000	4/25/2009
6786 ELWOOD RD	5	3	6	2,565	\$1,089,900	\$1,045,000	4/10/2009
716 SEAWOOD WY	5	3	7	2,465	\$1,025,000	\$1,025,000	5/19/2009
731 DALEWOOD CT	5	3	4	2,760	\$1,050,000	\$1,032,000	3/9/2009
Averages			26	2,459	\$1,061,690	\$1,036,800	

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Market Analysis

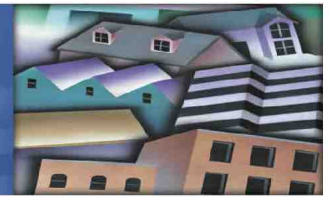


Sold Property Analysis

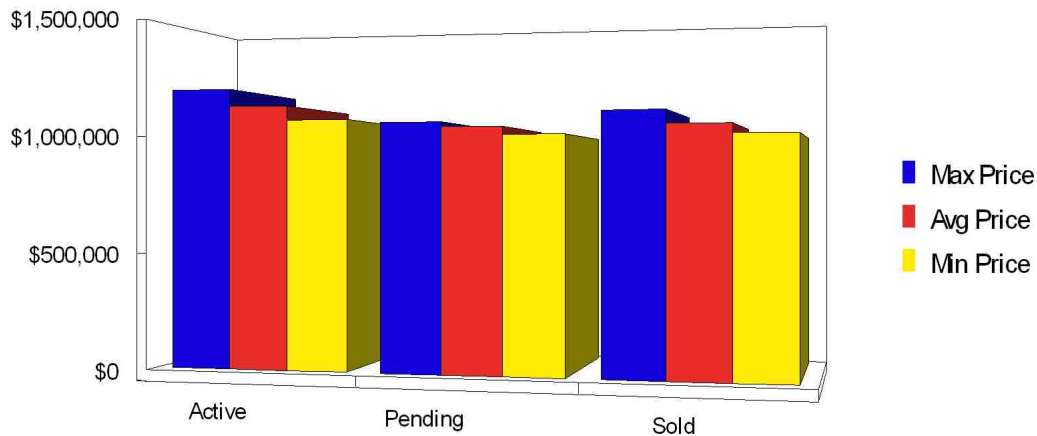
Address	List Price	Sold Price	DOM	% Chg	\$/SqFt
969 YARMOUTH WY	\$998,000	\$998,000	3	0.00 %	\$433
1147 OLIVE BRANCH LN	\$1,049,000	\$1,028,000	79	2.00 %	\$440
1126 ALLSTON CT	\$1,070,000	\$1,008,000	80	5.79 %	\$421
6972 ELWOOD RD	\$998,000	\$1,050,000	6	5.21 %	\$426
1291 ECHO VALLEY DR	\$1,198,000	\$1,090,000	71	9.02 %	\$441
1106 ALLSTON WY	\$1,070,000	\$1,000,000	8	6.54 %	\$445
956 HURLSTONE LN	\$1,069,000	\$1,092,000	3	2.15 %	\$422
6786 ELWOOD RD	\$1,089,900	\$1,045,000	6	4.12 %	\$407
716 SEAWOOD WY	\$1,025,000	\$1,025,000	7	0.00 %	\$416
731 DALEWOOD CT	\$1,050,000	\$1,032,000	4	1.71 %	\$374
<i>Sold Averages</i>	\$1,061,690	\$1,036,800	27	2.34 %	\$422

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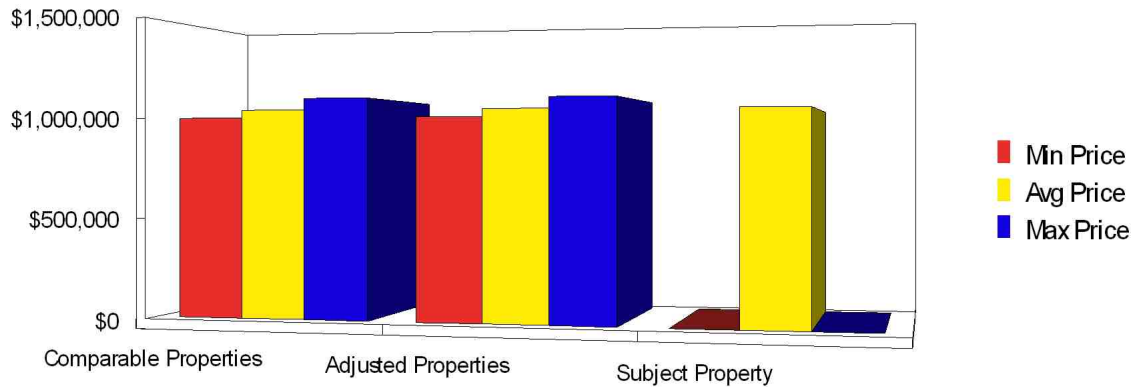
Summary Analysis



Listing Category	Lowest Price	Highest Price	Average Price	\$/SqFt	DOM
Active	\$1,065,000	\$1,199,000	\$1,124,314	\$460	128
Pending	\$998,000	\$1,050,000	\$1,031,250	\$409	41
Sold	\$998,000	\$1,092,000	\$1,036,800	\$423	27
Total Averages	\$1,020,333	\$1,113,667	\$1,064,121	\$431	65



Comparable Price Analysis



Comparable Price Analysis	Sold Price	Price per Sq.Ft.
Low Price	\$998,000	\$373
Average Price	\$1,036,800	\$422
High Price	\$1,092,000	\$445
Adjusted Price Analysis		
Low Price	\$998,000	\$373
Average Price	\$1,036,800	\$422
High Price	\$1,092,000	\$445
Approx. Market Value	\$1,037,000	\$451

Seller

Date

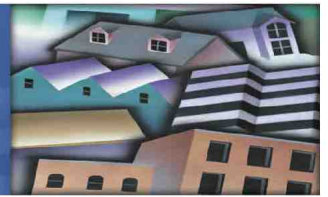
Broker/Sales Associate

Date

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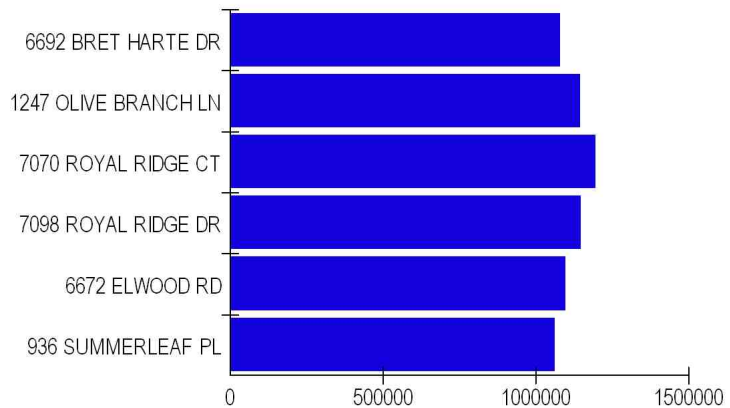
South Bay Homes



Comparable Property Statistics

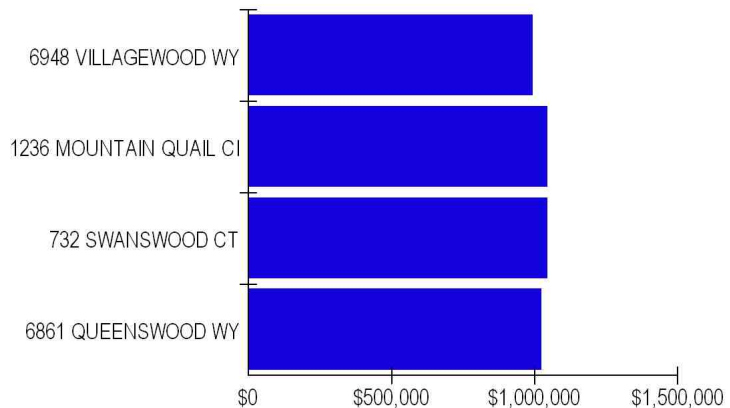
Active Properties

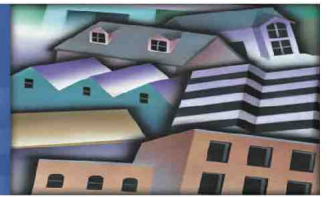
Number of Listings	6
Lowest List Price	\$1,065,000
Average List Price	\$1,124,315
Highest List Price	\$1,199,000
Average Price/SqFt	\$460
Average DOM	129



Pending Properties

Number of Listings	4
Lowest List Price	\$998,000
Average List Price	\$1,031,250
Highest List Price	\$1,050,000
Average Price/SqFt	\$409
Average DOM	41

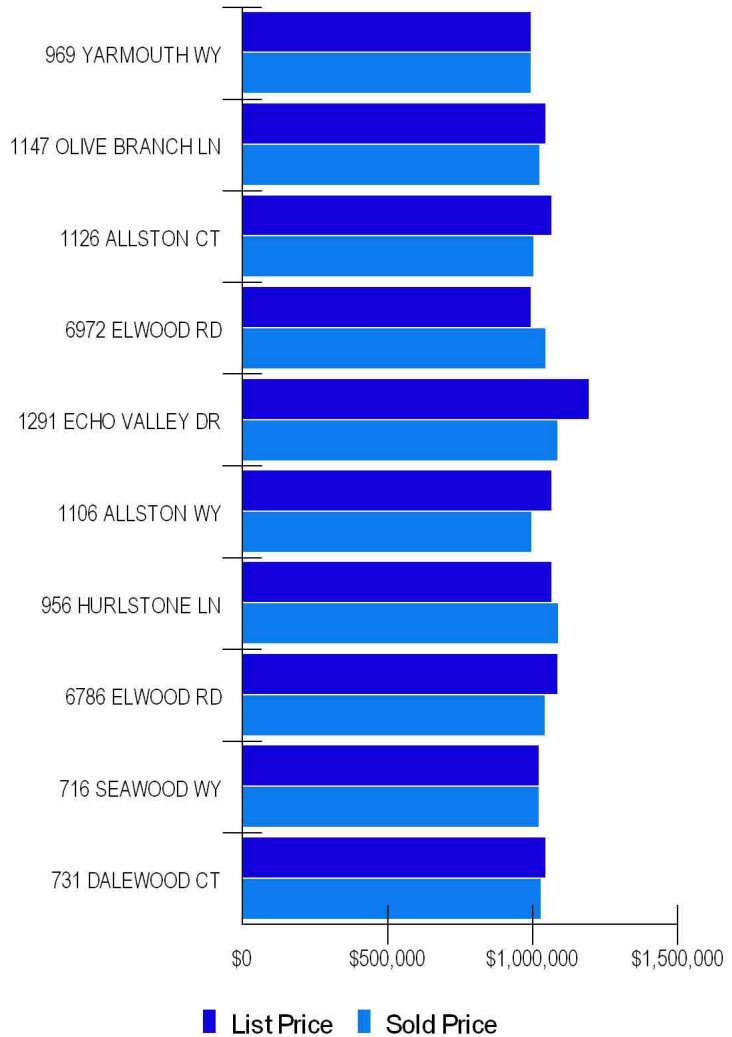




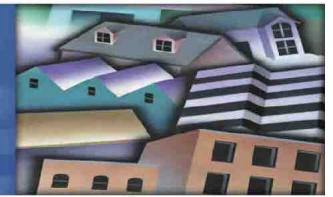
Comparable Property Statistics

Sold Properties

Number of Listings	10
Lowest Sold Price	\$998,000
Average Sold Price	\$1,036,800
Highest Sold Price	\$1,092,000
Average Price/SqFt	\$423
Average DOM	27



Comparable Property Details



Properties Currently for Sale

6692 BRET HARTE DR

1



City/Area: SJ, CA 95120

MLS#: 809624

List Price: \$1,083,000

DOM/MT: 449

List Date: 5/18/2008

Beds: 4

Baths: 3

Sq. Ft.: 2,240

Year/Age: 37

\$/Sq. Ft.: \$483

Expired Date: 11/10/2009

Lot Size: 8,000+ SqFt to .25 Acre

Census 5119.07

Tract:

Interior Features: Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1; Rooms: Utility Room;

Remarks: !!! REDUCED !!! BRIGHT MOVE-IN CONDITION. NEW FRONT & GARAGE DOORS. 50 YEAR ROOF. CROWN MOLDING. SCREENED IN PATIO PLUS PATIO COVER. BEAUTIFUL LANDSCAPING & PRIVATE BACKYARD. PROPERTY WAS WITHDRAWN FOR 40 DAYS ADJUST DOM. WILL LOOK AT ALL OFFERS. WILL LOOK AT ALL OFFERS.. WILL LOOK AT ALL SUBMITTED OFFERS..!!! M O T I V A T E D !!!

1247 OLIVE BRANCH LN

2



City/Area: SJ, CA 95120

MLS#: 935759

List Price: \$1,149,000

DOM/MT: 17

List Date: 7/24/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,214

Year/Age: 41

\$/Sq. Ft.: \$519

Expired Date: 12/31/2009

Lot Size: 8,000+ SqFt to .25 Acre

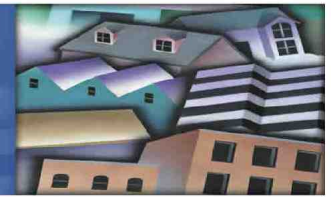
Census 5119.10

Tract:

Interior Features: Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1;

Remarks: Stunning, completely remodeled single-story beauty! Gorgeous kitchen & baths, new windows & doors, cherrywood & marble floors, updated landscaping, new driveway *Fabulous redesigned entrance *All this and outstanding schools: Williams, Bret Harte & Leland!

Comparable Property Details



Properties Currently for Sale

7070 ROYAL RIDGE CT

3



City/Area: SJ, CA 95120

MLS#: 923811

List Price: \$1,199,000

DOM/MT: 87

List Date: 5/15/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,630

Year/Age: 42 \$/Sq. Ft.: \$456

Expired Date: 12/31/2009

Lot Size: .5+ to 1 Acre

Census 5119.09

Tract:

Interior Features: Cooling: No Cooling; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1; Rooms: Den or Study;

Remarks: LOCATION ~ LOCATION ~ LOCATION! HUGE PRICE REDUCTION. This Country Club home is located on 1/2 acre at the end of a private culdesac. Adjacent to Almaden Country Park w/views of the valley & city lights. Brand new paint, carpet, dual pane windows, newer roof, travertine entrance, pool & spa resurfaced, hardwood floors, 2 fireplaces, new appliance. Great Open Floor plan. Top rated Almaden Schools.

7098 ROYAL RIDGE DR

4



City/Area: SJ, CA 95120

MLS#: 923497

List Price: \$1,150,000

DOM/MT: 89

List Date: 5/13/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,662

Year/Age: 30 \$/Sq. Ft.: \$432

Expired Date: 12/31/2009

Lot Size: .5+ to 1 Acre

Census 5119.09

Tract:

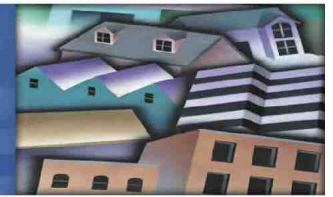
Interior Features: Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1; Rooms: Utility Room;

Remarks: CUSTOM 2-STORY CONTEMPORARY HOME WITH RUSTIC OVERTONES, COUNTRY-CLUB AREA, VIEWS FROM MOST ROOMS. SPACIOUS KITCHEN REMODELED WITH GRANITE COUNTERS OVERLOOKS DECK AND VIEWS. WET BAR. MASTER BATH HAS MARBLE FLOORS & COUNTERS, JETTED TUB, SEPARATE SHOWER. HARDWOOD FLOORS, HIGH CEILINGS, LOTS OF WINDOWS FOR AMBIENT LIGHT. EXCELLENT LOCATION. AWARD WINNING SCHOOLS: WILLIAMS, BRET HARTE, LELAND.

Prepared by Charles C Hanna, BROKER, e-PRO, MBA



Comparable Property Details



Properties Currently for Sale

6672 ELWOOD RD

5



City/Area: SJ, CA 95120

MLS#: 925351

List Price: \$1,099,888

DOM/MT: 76

List Date: 5/26/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,392

Year/Age: 33

\$/Sq. Ft.: \$460

Expired Date: 8/20/2009

Lot Size: 8,000+ SqFt to .25 Acre

Census 5119.05

Tract:

Interior Features: Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 3; Rooms: Utility Room;

Remarks: Wow, you can have it all! Large, gorgeous Almaden home that's been remodeled from top to bottom. Gourmet kitchen w/ cherry cabinets, granite counters, and stainless appliances. 3 car garage plus boat/RV parking, 1BR & 1BA downstairs perfect for guests. Top schools: Williams, Bret Harte, & Leland. Large lot with pool/spa and large patio that's perfect for entertaining. DP windows, hardwood floors.

936 SUMMERLEAF PL

6



City/Area: SJ, CA 95120

MLS#: 929633

List Price: \$1,065,000

DOM/MT: 53

List Date: 6/18/2009

Year/Age: 37

Baths: 3

Sq. Ft.: 2,585

\$/Sq. Ft.: \$412

Expired Date: 12/17/2009

Lot Size: .25+ to .5 Acre

Census 5119.07

Tract:

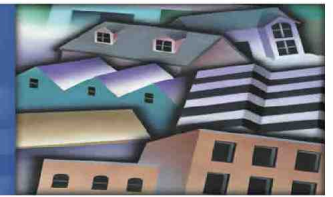
Interior Features: Cooling: No Cooling; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 3; Rooms: Workshop;

Remarks: EXTRA!!EXTRA!! This truly is a UNIQUE property! All the wonderful features of a beautiful Almaden Neighborhood home, plus a Premier 600 Sq Ft Permitted Building in the rear yard and parking also in rear yard, access through side drive way. Huge Level Lot! Quiet Cul-de-sac, view of hills, Leland, Bret Harte, Graystone schools. Some remodeling in 2006, and 2008. 2 Furnace Systems, Large deck area!

Prepared by Charles C Hanna, BROKER, e-PRO, MBA



Comparable Property Details



Properties Pending Sale

6948 VILLAGWOOD WY

7



City/Area: SJ, CA 95120

MLS#: 933416 **List Price:** \$998,000

DOM/MT: 21
List Date: 7/11/2009

Beds: 4 **Baths:** 3
Year/Age: 32 **\$/Sq. Ft.:** \$450

Sold Date: 8/1/2009
Sq. Ft.: 2,216

Lot Size: 6,500+ to 8,000 SqFt

Expired Date: 11/17/2010

Interior Features: Cooling: No Cooling; Heating: Central Forced Air Heat Gas Heat; Fireplace: Fireplace; Full baths **Census Tract:**

Remarks: One of the best locations in Almaden, near park and walking trails! Impressive open floor-plan with high ceilings and curved staircases. Walking distance to top Almaden schools: Graystone, Bret Harte & Leland! Very quiet neighborhood. Landscaped backyard with flowers and fruit trees. Remodeled kitchen, beautiful flooring and crown molding. A large bedroom and bath downstairs for guests.

1236 MOUNTAIN QUAIL CI

8



City/Area: SJ, CA 95120

MLS#: 920285 **List Price:** \$1,049,000

DOM/MT: 87
List Date: 4/24/2009

Beds: 4 **Baths:** 3
Year/Age: 21 **\$/Sq. Ft.:** \$388

Sold Date: 7/20/2009
Sq. Ft.: 2,707

Lot Size: 4,500+ to 6,500 SqFt

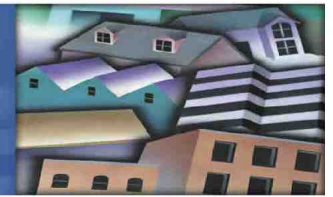
Expired Date: 11/19/2009

Interior Features: Cooling: Central Air Conditioning; Heating: Central Forced Air Heat Gas Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1; **Census Tract:**

Remarks: Popular Glencrest neighborhood. Fourth bedroom and additional sqft added 4 years ago. Bonus room, master suite with sitting area, wide plank Brazilian cherry hardwood floors, crown molding, wet bar, skylights, shutters, Berber carpet, central vacuum, recessed lighting, dual pane windows, back patio, Koi pond, lush landscaping and much more. Williams, Bret Harte and Leleand.



Comparable Property Details



Properties Pending Sale

732 SWANSWOOD CT

9



City/Area: SJ, CA 95120

MLS#: 930275

List Price: \$1,050,000

DOM/MT: 43

List Date: 6/23/2009

Beds: 4
Year/Age: 29

Baths: 3
\$/Sq. Ft.: \$380

Sold Date: 8/5/2009

Sq. Ft.: 2,760

Expired Date: 11/9/2009

Lot Size: 8,000+ SqFt to .25 Acre

Census

Interior Features:

Cooling: No Cooling; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 3; Rooms: 7; Rooms: 7; Rooms: 7

Remarks:

IMMACULATE AND UPDATED WOODSIDE HOME LOCATED IN A QUIET COURT ON A 8,250 SQ FT LOT NEXT TO MILES OF TRAILS INCLUDING CALERO AND LOS ALAMITOS CREEK TRAILS; CONVENIENTLY LOCATED NEAR QUICKSILVER AND OTHER COUNTY PARKS OPEN FLOOR PLAN WITH CATHEDRAL CEILINGS, DOWNSTAIRS BEDROOM, UPSTAIRS EXTRA LARGE BONUS ROOM (EASILY CONVERTED TO 5th BEDRM. APPROX. \$150K IN UPGRADES. GRAYSTONE, BRET HARTE & LELAND.

6861 QUEENSWOOD WY

10



City/Area: SJ, CA 95120

MLS#: 935097

List Price: \$1,028,000

DOM/MT: 12

List Date: 7/21/2009

Beds: 5
Year/Age: 29

Baths: 3
\$/Sq. Ft.: \$417

Sold Date: 8/2/2009

Sq. Ft.: 2,465

Expired Date: 11/9/2009

Lot Size: 6,500+ to 8,000 SqFt

Census

Interior Features:

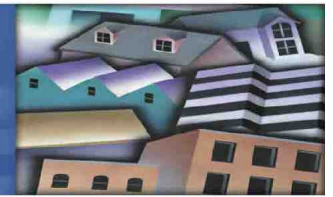
Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 3; Rooms: 7; Rooms: 7; Rooms: 7

Remarks:

Have it all! Beautifully remodeled w/custom kitchen & baths in 2005. Gorgeous hardwood floors throughout *Newer windows & doors *Soaring ceiling w/lots of windows & light *Central air, security system, copper plumbing & more! One bed & bath conveniently located downstairs *French doors lead to inviting backyard *All this and easy walking distance to outstanding schools: Graystone, Bret Harte, Leland



Comparable Property Details



Properties Recently Sold

1126 ALLSTON CT

13



City/Area: SJ, CA 95120

MLS#: 904481

List Price: \$1,070,000

DOM/MT: 80

List Date: 1/27/2009

Sold Price: \$1,008,000

Sold Date: 4/17/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,397

Year/Age: 43

\$/Sq. Ft.: \$421

5119.05

Expired Date: 12/8/2009

Interior Features:

Cooling: Central Air Conditioning; Heating: Gas Forced Air Heat; Fireplace: Fireplace; Full bath; Census: Bonus Room;

Lot Size: 8,000+ Sq. Ft. to 25+ Acre

Tract:

Remarks:

MOTIVATED SELLER JUST REDUCED PRICE \$120,000.00. Looking for a home in beautiful Almaden Valley with Leland High, Bret Hart Middle & Williams Elementary? Would you like a home that is set up for the Family and Entertaining? How about a home that is the located in the back of a cul-sac close to Shopping,Schools and Freeways but,still nestled quietly in the serene seclusion of the Valley?

6972 ELWOOD RD

14



City/Area: SJ, CA 95120

MLS#: 928785

List Price: \$998,000

DOM/MT: 6

List Date: 6/13/2009

Sold Price: \$1,050,000

Sold Date: 6/19/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,464

Year/Age: 41

\$/Sq. Ft.: \$426

5119.10

Expired Date: 9/10/2009

Interior Features:

Cooling: Central Air Conditioning; Heating: Gas Forced Air Heat; Fireplace: Fireplace; Full bath; Census:

Lot Size: 25+ to 35+ Acre

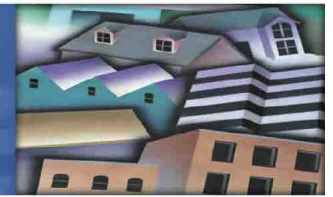
Tract:

Remarks:

Beautiful Almaden Country Club location-Best Schools, Williams, Bret Harte and Leland. Great layout for this 4 bedroom 3 Bath Home;Remodeled Kitchen with Stainless,Granite and Maple Cabinets that Opens to the Cozy Family Room. Dining Room is Very Large and Overlooks the Newly Appointed Landscaping in the Front Yard. Looking at any offers on Thursday at 10 a.m. reports and disclosures are coming



Comparable Property Details



Properties Recently Sold

1291 ECHO VALLEY DR

15



City/Area: SJ, CA 95120

MLS#: 903236

List Price: \$1,198,000

DOM/MT: 71

List Date: 1/20/2009

Sold Price: \$1,090,000

Sold Date: 4/1/2009

Beds: 4

Baths: 3

Sq. Ft.: 2,469

Year/Age: 41

\$/Sq. Ft.: \$441

5119.10

Expired Date: 4/30/2009

Interior Features:

Cooling: Central Air Conditioning; Heating: Central Forced Air Heat; Gas Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1; Rooms: Utility Room;

Lot Size: .254 to .5 Acre

Census

Tract:

Remarks:

Beautifully Situated Almaden Country Club Home Overlooking 15th Green! Completely Remodeled Kitchen with New Quality Stainless Appliances & Granite Counter-Top! Built-In Wine Cooler! Breakfast Bar! Spacious Sep. Family & Dining Room! 3 Car Garage! Enclosed Front Yard! Fully and Beautifully Maintained Landscaping! Motivated!

1106 ALLSTON WY

16



City/Area: SJ, CA 95120

MLS#: 905333

List Price: \$1,070,000

DOM/MT: 8

List Date: 2/2/2009

Sold Price: \$1,000,000

Sold Date: 2/10/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,247

Year/Age: 43

\$/Sq. Ft.: \$445

5119.05

Expired Date: 7/31/2009

Interior Features:

Cooling: No Cooling; Heating: Central Forced Air Heat; Fireplace: Fireplace; Full baths: 2; Half baths: 1;

Lot Size: .254 to .5 Acre

Census

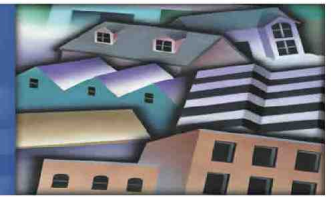
Tract:

Remarks:

Spectacular 5 bedrm Home with an Enormous Back Yard in a Great Location! Beautifully Remodeled Throughout! Gorgeous interior, ideal floor plan. Stunning Kitchen-Cherry Cabinets, Garden Window. Newly Remodeled Bathrms. Custom Tile Floors, Oak Hardwood Floors, Dual Pane Windows, Crown Molding, Six Panel Doors, Copper Plumbing, Newer Roof. RV Parking. Lovely Views! Walk to Highly Desirable Schools & Parks.



Comparable Property Details



Properties Recently Sold

956 HURLSTONE LN

17



City/Area: SJ, CA 95120

MLS#: 919811

List Price: \$1,069,000

DOM/MT: 3

List Date: 4/22/2009

Sold Price: \$1,092,000

Sold Date: 4/25/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,585

Year/Age: 37

\$/Sq. Ft.: \$422

5119.12

Expired Date: 11/20/2009

Interior Features:

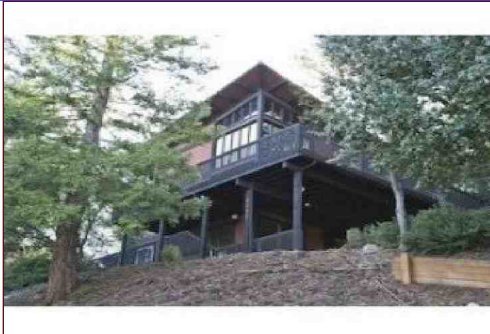
Cooling: Central Air Conditioning; Heating: Forced Air Heat; Lot Size: 8,000 Sq Ft; 0.25 Acre; General Forced Air Heat; Census Tract: Census Tract: 5119.12; Expired Date: 11/20/2009; Full baths: 3;

Remarks:

Fabulous home located on a great Cul-De-Sac in the Shadow Brook neighborhood of Almaden. This large family home features plenty of living space for the modern day family lifestyle. The newly remodeled kitchen features new appliances & granite counters. The gleaming hardwood floors & large master suite are sure to impress. Award winning schools featuring Graystone, Bret Harte, & Leland High.

6786 ELWOOD RD

18



City/Area: SJ, CA 95120

MLS#: 916966

List Price: \$1,089,900

DOM/MT: 6

List Date: 4/4/2009

Sold Price: \$1,045,000

Sold Date: 4/10/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,565

Year/Age: 34

\$/Sq. Ft.: \$407

5119.10

Expired Date: 11/25/2009

Interior Features:

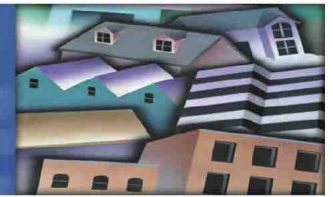
Cooling: Central Air Conditioning; Heating: Forced Air Heat; Lot Size: 5,410 Sq Ft; 0.12 Acre; General Forced Air Heat; Census Tract: Census Tract: 5119.10; Expired Date: 11/25/2009; Full baths: 3; Utility Room;

Remarks:

Some of the best views in Almaden! Spacious & attractive Country Club home on a huge lot! Beautifully & recently remodeled kitchen with quality appliances & cherrywood cabinets, granite countertops *Remodeled baths too *Central Air *Security System *Beautiful panoramic views and wraparound decks. Fabulous schools: Williams Elementary, Bret Harte Middle, Leland High.



Comparable Property Details



Properties Recently Sold

716 SEAWOOD WY

19



City/Area: SJ, CA 95120

MLS#: 923139

List Price: \$1,025,000

DOM/MT: 7

List Date: 5/12/2009

Sold Price: \$1,025,000

Sold Date: 5/19/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,465

Year/Age: 30

\$/Sq. Ft.: \$416

5119.12

Expired Date: 10/2/2009

Interior Features:

Cooling: Central Air Conditioning; Heating: Gas Forced Air; Fireplace: 2; Full bath; Utility Room; Office;

Remarks:

Absolutely fantastic home*over \$300k in improvements*gorgeous cherry hardwood and travertine floors*custom kitchen w/highend appliances*built-in refer*Dacor oven & hood*granite counters in kit and baths*full bed & bath downstrs* solid doors & 2 pane windows* recessed lites*custom builtin cabs*gorgeous indscpng frnt & rear, custm front door wbeveled glass, custom fixtures and hardware* turn-key

731 DALEWOOD CT

20



City/Area: SJ, CA 95120

MLS#: 911256

List Price: \$1,050,000

DOM/MT: 4

List Date: 3/5/2009

Sold Price: \$1,032,000

Sold Date: 3/9/2009

Beds: 5

Baths: 3

Sq. Ft.: 2,760

Year/Age: 30

\$/Sq. Ft.: \$374

5119.12

Expired Date: 5/30/2009

Interior Features:

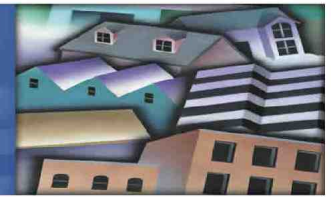
Cooling: Central Air Conditioning; Heating: Gas Forced Air; Fireplace: 2; Full bath; Utility Room; Office;

Remarks:

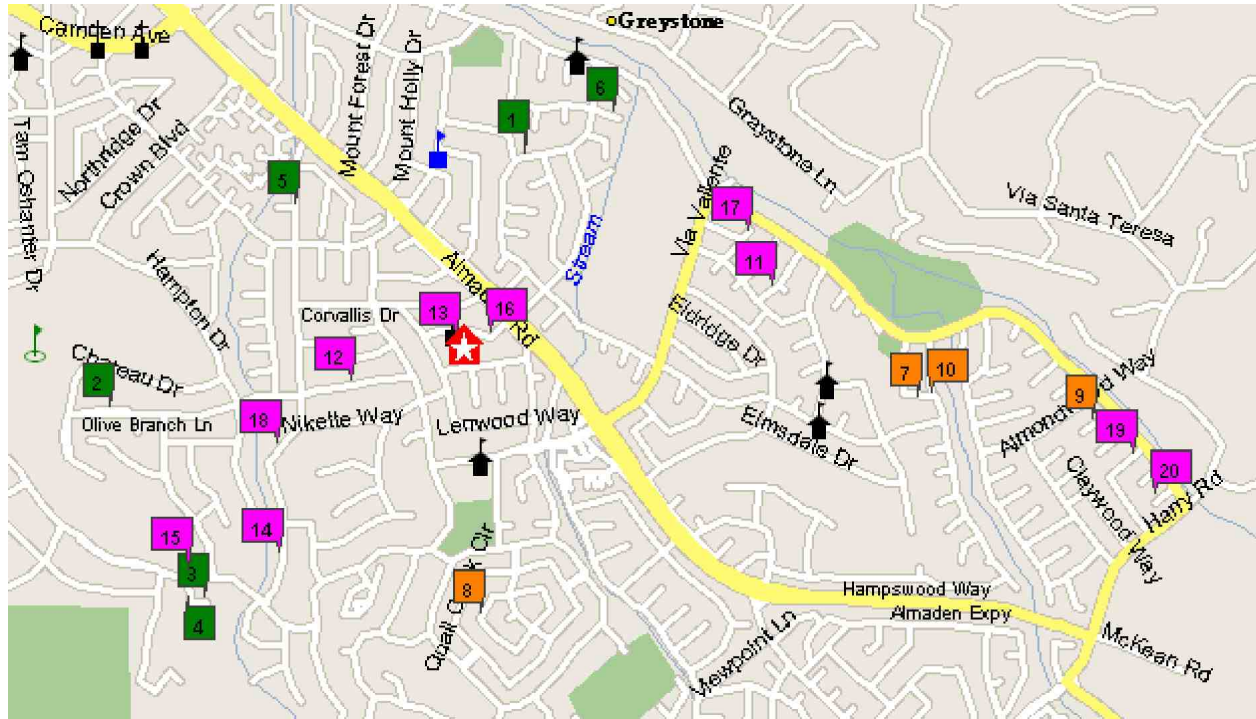
Remodeled Almaden Valley with soaring 2 story ceilings, gleaming hardwood, recessed lighting, designer colors and plantation shutters. Gourmet kitchen overlooking large family room with granite and upgraded appliances. Large master suite with vaulted ceilings, walk in closet and oversized marble shower. Landscaped parklike yards on an oversized court lot. Graystone, Bret Harte and Leland Schools.



Comparable Property Details



Map of Comparable Properties



Prepared by Charles C Hanna, BROKER, e-PRO, MBA



Preparing Your Home For Sale



Successful Showings and Open Houses

When you plan open house appointments, it allows you time to prepare, but there are times when you won't have the luxury of advanced notice and your property needs to look the best that it can to entice the motivated buyer. Remember, every time you leave your home, you need to make sure it is ready for an unexpected showing...here's how.

General Preparation

- When preparing your home, think about the interior decorating ideas used to show builders' model homes and how you would be wowed if you were the potential buyer.
- Remember the pointers from "First Impressions" checklist, especially regarding cleanliness, clutter and repairs - interior and exterior.
- Open drapes and light lamps including those in closets, basement or attic - creating as light, cheerful and calm environment as possible.
- Make the potential buyer feel welcome by filling candy dishes and putting out fresh flowers.

Bedrooms

- Make the beds; put away clothes and toys.
- Turn the blinds so slats are uniformly open and don't forget to put on light if room is dark.

Bathrooms

- Put out a clean hand towel, fresh soap and clean soap dish, and make sure there is a full box of tissues.
- Put toilet lid down.
- Potpourri dish can provide a nice sight and scent.

Kitchen

- Put away all dishes and discreetly conceal countertop articles.
- Simmer a few drops of vanilla on stove for a relaxing fragrance.

Dining Room

- Arrange inviting centerpiece and turn on the lights/chandelier.
- Consider setting the table with fine china and linen.

Living Room/Family Room/Den

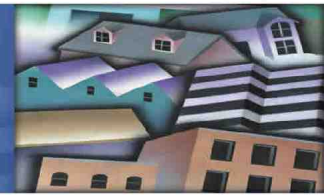
- Straighten pictures on walls and wipe all tabletops.
- Fluff and arrange couch cushions and throw pillows.
- Dispose of newspapers and drink containers.
- Light fireplace in winter.

Entryway

- When exiting just before buyers arrive, turn around at front door and review the "First Impression" checklist. What is the first thing that catches your eye from that viewpoint? Will it help or hinder the appearance of your home?
- Notify your neighbors of scheduled **open house** days. You never know if they have friends or family that are in the market for a home.



Preparing Your Home For Sale



Maximizing First Impressions

Exterior and Curb Appeal

- Experts say most buyers make their decision at first sight.

General Exterior

- Prospective buyers will react well to signs your home has been meticulously maintained.
- Manicure landscaping: mow, edge and water lawn, trim hedges, weed and fertilize flowerbeds, and prune trees.
- Keep driveway clean and free of parked cars, and keep the garage door closed.
- Repair or replace loose or damaged roof shingles.
- Minimize cracks or crumbling on walkways, walls, or steps, and keep them clean and free of obstructions like toys or snow.
- Items from RV's to waste cans left out can contribute to a cluttered or busy appearance. Make sure that from the street, your property appears clear.
- Inspect appearance of interior window coverings from the curb.
- Repair any peeling paint or loose caulking on windows or other areas.
- Take steps to eliminate insect or rodent pests.
- Pick up after your pets and neighborhood animals.

Doorway

- While agents work the lockbox for a key, buyers have idle time to notice details.
- Apply a fresh coat of paint to the front door.
- Consider adding pots of flowering plants in the entryway if weather permits.
- Eliminate cobwebs and groom doorway area windows, porch light, or decorative glass.

Interior Appeal

- Once inside, experts say most buyers are reaffirming their curbside decision.

Clean, Clear, Light and Bright

- Give every room in the house a thorough cleaning and remove all clutter. Hiring a cleaning service may pay for itself by adding to a buyer's perceived value of your home.
- For a sleeker, more spacious look, consider placing furniture from crowded rooms in storage.
- Clear kitchen counters of everything other than perhaps a few pretty items. Ask yourself: In a model home, would a professional decorator put your choice of items out on the counter?
- Remember, closets will be opened! Keep closets, cupboards, and even your attic orderly and neat. Since you're anticipating a move anyway, consider holding a garage sale or boxing and storing unused belongings.
- If necessary, repaint or clean/replace dingy, soiled or strongly colored walls, and window and floor coverings with a light, neutral shade. Bright rooms look bigger, and neutral colors help buyers envision their own furnishings and décor.
- Repair dripping faucets, burned out light bulbs, or cracked windowpanes.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper, and tiles.

Warm and Homey

- Subtle scents of potpourri in bedrooms or baths and fresh baked cookies or cinnamon in the kitchen can make your home more inviting.
- Keep an attractive set of towels in each bathroom to be brought out only for showings.

Preparing Your Home For Sale



Checklist for Moving

Moving can be a busy time with many small yet important tasks to complete. You want to make sure all of your belongings arrive safely at your new home, the mail is forwarded, and the lights are turned on. This checklist will help keep you organized as you prepare your move.

Before Moving

Change of address notices:

Post Office.
Banks, Credit Cards, other monthly bills.
Insurance - new locations for fire and auto.
Subscriptions.
Friends, Relatives.
(Remember some of these need several weeks notice.)

Utility Companies:

Gas, water, electricity, telephone, fuel. Turn them off at your current home and on at your new home. Don't forget to ask for refunds if you made any advance deposits.

Finances:

Find a new bank if necessary. Arrange check-cashing and coordinate credit references.

Medical Records:

Get referrals for doctors, dentists, and veterinarian.
Obtain any necessary prescriptions, x-rays, eyeglasses, medical records, and birth records.

Packing:

If using a moving company, check for: insurance coverage, payment schedule, other shipping documents, arrival day, labor, and prep work to be accomplished beforehand.
If you are moving, have plenty of boxes and wrap on hand. Pack as much as possible in advance, don't wait until moving day.
Empty and clean freezer and refrigerator.

Moving Day

Transportation:

Prepare for the needs of small children and animals. What will they do while you are packing and how will they get to your new home?

Double check:

When the house is empty, but before the moving truck door closes, double check closets, attics, back yard, and any other storage locations to make sure they are empty.

Important Items:

Carry jewelry and documents yourself or send them registered mail.

Money:

You should carry enough cash or travelers checks to cover your move and expenses until you reach your new home.

Keys:

Leave old house keys with a neighbor or your real estate professional.

At Your New Home

Utilities:

Check that your gas, electricity, water, and telephone have been turned on.
Check pilot lights on stove, water heater, and furnace.

Automobile:

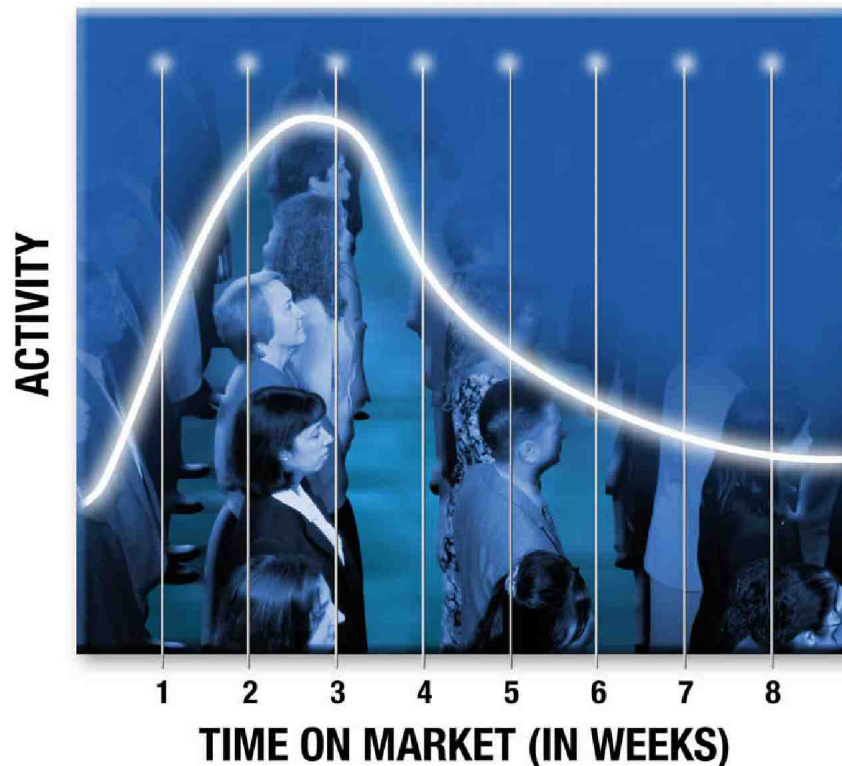
Have your address changed on your driver's license.
If you have moved to a new state have the car registered within 5 days to prevent penalties.

Remember to:

Apply for a new drivers license.
Register children in new school.
Locate new doctor, dentist, etc.



Selling Price vs. Timing



You need to price your home prudently from the beginning, when buyer interest will be high.

Timing is very important in real estate. The above graphic shows the importance of placing your property on the market at a realistic price from the start. A home attracts the most excitement and interest when it is first placed on the market for sale. A home has its greatest chance for selling when it is newly listed. Pricing your home correctly, from the start, will help it sell in the shortest possible time frame.