Comparable Sales – Rationale

Carlos & Sonia Sotuyo

Property: 8927 NW 111th TER, Hialeah Gardens, Fl

1. Source of Data and General Criteria

https://apps.miamidadepa.gov/ComparableSales/#/

We downloaded the county's official Comparable Sales Excel report and filtered it to a 1-mile radius, focusing on single-family homes with similar living area and layout (3 bedrooms / 2 bathrooms). Our home has 1,435 sq. ft., and the properties in the report range from 1,319 to 1,550 sq. ft., which makes them reasonably comparable.

2. Properties Removed from Consideration

a. 2896 W 73rd St (Sales #11 and #12)

This property sold in March for \$430,000, then again in September for \$590,000 after renovation. The March sale reflects a neglected property, and the September sale reflects a remodeled one. Neither condition is comparable to ours, so both were excluded.

b. 8889 NW 115th St (Sale #14)

Sold in October for \$465,000. Photos show the property was in extremely poor condition. Although similar in area, the condition makes it non-comparable.

c. 11425 NW 87th PL (Sale #13)

Sold in September for \$555,000. Photos indicate inferior interior and exterior condition. Despite size similarity, it is not comparable.

3. Properties Considered Truly Comparable

Following real estate standards, we focused on homes sold within the last three months that match our home's size, layout, and condition.

a. Comparable #3

Address: 2627 W 69th Terrace. Sold in October for \$560,000. Condition and layout are comparable to ours.

b. Comparable #10

Address: 7076 W 30th Ln. Sold in August for \$575,000. Photos confirm its comparability.

4. Comparable Range and Pricing Rationale

After removing properties in poor condition or those not reflecting a comparable standard, the valid comparable range is \$560,000 to \$575,000. Since we are selling For Sale By Owner (FSBO), we believe listing at \$565,000 is reasonable and consistent with the true comparables.