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Comparative Market Analysis

Closed sales adjusted to the subject home, the market trend behind them, and the recommended price.

PROPERTY Sample condo, San Diego 921XX	TYPE 2 bd · 1.5 ba · 872 sq ft	BUILT / HOA 1970s gated · \$425/mo	PREPARED Sample date, 2026
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ADJUSTMENT GRID · CLOSED SALES

SALE	SOLD	PRICE	SQ FT	\$/SQ FT	SIZE	FLOOR	CONDITION	A/C	MARKET TIME	ADJUSTED
Comp 1 · same complex	11 mo	\$491,000	808	\$608	+\$6,400	+\$3,000	−\$12,000	−\$4,000	\$0	\$484,400
Comp 2 · same complex	22 mo	\$556,000	866	\$642	+\$600	\$0	−\$45,000	\$0	−\$22,200	\$489,400
Comp 3 · nearby complex	5 mo	\$462,000	790	\$585	+\$8,200	+\$3,000	+\$6,000	\$0	\$0	\$479,200
Comp 4 · nearby complex	3 mo	\$478,000	850	\$562	+\$2,200	\$0	+\$4,000	\$0	\$0	\$484,200

Adjusted range	\$479,200−\$489,400
Indicated value (weighted to comps 1 and 4)	\$485,000

Size adjusted at \$100 per sq ft; ground floor +\$3,000 over upstairs; Comp 2 adjusted −4% for the price drop since it sold.

MARKET TREND · LOCAL CONDOS

Median condo sale price, year over year	−9.8%
Average days on market	34 (was 27)
Sale-to-list price ratio	97.6%
Months of inventory	3.1
Share of sales with price cuts	44%
Typical mortgage rate at listing	6.75−7.0%
Estimated market rent	\$2,650−\$2,750/mo

SUBJECT STRENGTHS AND WEAKNESSES

+ Largest 2-bedroom in complex
+ Ground floor, deeded parking space
+ Plumbing redone, windows replaced
− No central A/C; electric wall heat
− Flooring color varies after leak repair
− ~75% rentals: FHA loans not available

PRICING RECOMMENDATION

STRATEGY	LIST PRICE	LIKELY RESULT
Aggressive	\$509,000	Above every comp; slow showings; appraisal gap risk for financed buyers.
Recommended	\$489,000	Inside the pack at \$561/sq ft; strongest week-one traffic; appraises.
Fast sale	\$474,000	Below every 2-bedroom; likely multiple offers but leaves money on the table.