

HRRE 8-19-2021 Bread 11 Sold Spruce models in Heather Ridge

Address	List \$	Close \$	Close Date	Listing Date	Purchase Date	Bdrms	Bath	Above Gnd	Total SqFt	Finished SqFt
2508 S Vaughn Way Unit# A	\$358,000	\$369,000	1/13/2021	12/17/2020	12/18/2020	3	3	1,650	2,418	1,650
2890 S Wheeling Way	\$345,000	\$345,900	2/10/2021	1/7/2021	1/10/2021	3	4	1,633	2,374	2,374
2834 S Wheeling Way	\$350,000	\$360,000	3/11/2021	2/4/2021	2/8/2021	3	4	1,633	2,374	2,121
2426 S Vaughn Way Unit# C	\$353,000	\$353,000	3/12/2021	2/14/2021	2/14/2021	3	3	1,650	2,418	1,650
2558 S Vaughn Way Unit# C	\$350,000	\$360,000	5/3/2021	3/31/2021	4/11/2021	3	4	1,650	2,418	2,380
2860 S Wheeling Way	\$364,900	\$415,000	6/18/2021	5/20/2021	5/25/2021	3	3	1,633	2,374	1,633
2869 S Xanadu Way	\$364,000	\$380,000	6/22/2021	5/20/2021	5/24/2021	4	4	1,633	2,374	2,309
2620 S Vaughn Way Unit# C	\$365,000	\$385,000	6/25/2021	6/9/2021	6/12/2021	3	4	1,650	2,418	2,418
2650 S Vaughn Way Unit# A	\$405,000	\$405,000	7/20/2021	6/11/2021	6/21/2021	3	4	1,650	2,418	2,300
2698 S Vaughn Way Unit# A	\$415,000	\$480,000	7/29/2021	6/24/2021	6/28/2021	4	4	1,650	2,418	2,264
2706 S Xanadu Way	\$415,000	\$432,000	8/3/2021	7/8/2021	7/10/2021	4	4	1,633	2,374	2,374

The above chart is arranged by date-of-sale for 11 Heather Ridge "Spruce" model so far in 2021. The chart might appear daunting to you, but most headings are self-explanatory. However, the Above Gnd means the living area at ground level and up (doesn't include the basement). Total Sqft includes the full basement; and Finished Sqft is how much of the basement is finished. What makes this chart meaningful is knowing how each sold price compares to others. It also helps that Pete and I have shown almost every Heather Ridge listing. Here is an outline of our thoughts and opinions on these sales:

Without exception, the \$480K sale of **2698#A SVW** sets the price bar way above others -- an extra-ordinary house far beyond normal expectations. I've been in the house and know its superb location. It was also a sale reflecting today's hyper-market. It had a back-up offer at \$475K; it appraised at \$480K.

Next, the \$432K sale of **2706 SXW** strongly supports values in the \$425-450K price range. It was nicely remodeled but with a slight location issue backing onto E Yale Ave. It had newer windows, open kitchen area, and newer baths. If it had been located on the golf course, its value \$450-\$465K or more!

The \$405K sale of **2650 S Vaughn Way #A** (our listing) will set the middle price range of Spruce models for this year. Immaculate, move-in condition with somewhat dated features. Remodeled, it could have easily gone for \$440-\$450K or more – but not cost effective to do. A good location.

The sale of **2620 SVW#C** could have been higher, in our opinion. It was listed for \$365K and sold for \$385K. With its upgrades and good condition, a more realistic market value might have been \$415-425K. The buyer of 2650 SVW#A had bid on this listing losing out to another.

2860 S Wheeling Way sold \$50,000 above asking price at \$415K with over 12 offers...I should know, I was one of them. The interior was completely remodeled, but the basement was unfinished. This was a superior property perhaps listed below market value at \$365,000.

Please call us to evaluate your home. Pete and I do so much real estate that we can clearly see and explain tomorrow's markets. Why guess at your home's value letting buyers decide your price? With decades of experience, Pete and I are very active and in touch with today's market. After 46 years of We have thousands satisfied clients after 46 years of, please give us a call. We listen first, then talk.

Remember, **"Please -- never leave home without us."**

