

Comparative Market Analysis

Prepared Especially For

Gourdin & Dorothy Sirles

Presented By

Temple Williams

Realtor®

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We are committed to giving quality service to all of our customers, at a commission reflecting the savings of cyberspace marketing. To ensure you receive the highest possible market value for your property, in *your* pocket, here's what we do.

Commission Reduction

We have been developing software and working in cyberspace since the early 1980s. Temple was a pioneer in the field, developing new and creative ways for IBM to sell products and services. The company he owned was a major contractor at IBM's worldwide sales center in Palisades, NY.

We know how cyberspace works, and we know the cost savings it has delivered to home sellers. So ... **we cut our commission to 5%.**

We also know that Realtors® like to earn top dollar. They prefer showing homes where they can make what they refer to as a "full commission". So, as listing agents, we pay them 3% ... and we pay ourselves 2%.

What we do for your hard-earned money.

1. We view and photograph your home, deciding how best to market it.
2. Our comparative market analysis is a logical yardstick which helps all of us agree on price, terms and financing.
3. We submit your Listing to the MLS.
4. We create "just listed" postcards and send them through cyberspace to all our contacts. We are experts at bringing top dollar to your doorstep from Europe as well as the Americas. Our exclusive buyer databases are a goldmine for home sellers in every price range.
5. We also send out – at regular intervals -- a series of postcard campaigns, featuring your home. We do it through cyberspace and through snail mail. We do NOT use traditional advertising in newspapers or magazines. It is a waste of time and money for home sellers. It is an excellent way for Real Estate Brokers to rope in new customers. While we are always interested in new customers, our *focus* is on selling *your* home. For as small a commission as possible.

6. We create unique brochures, available through cyberspace. We print these as well (available in your home and through snail mail to people who want traditional “paper” in their hands).

7. We pitch your listing to the several hundred Realtors® we work with personally at Realty3000, Inc., as well as to all those we have sold through in the past decade in Palm Beach and Broward Counties.

8. We will hold Open Houses for Brokers, but we will only hold open houses for the public if you request it (in our opinion, the latter have always been much more useful to Realtors® looking for customers, than they have been to people trying to sell their homes).

9. We follow up on everything ... if it moves and has the money to afford your home, we try to nail it down.

10. We give you an ongoing status report, available 24 hours a day on our website, accessible ONLY to you.

11. We monitor the marketplace 24-7 and flag any opportunities or problems we notice in your personal status report.

12. Once your home goes to contract, we constantly monitor the trip to the closing table. We make certain the necessary steps to a successful sale are taken, with efficiency and diligence.

13. We communicate with you ... we do not take your listing and silently hope the marketplace sells it. If you have a question, we answer it, with honesty and integrity.

14. Selling a home is one of life’s more stressful situations, and we try to assume as much of the burden as possible. That’s what we get paid for, and we will always consider it a privilege to work for you.

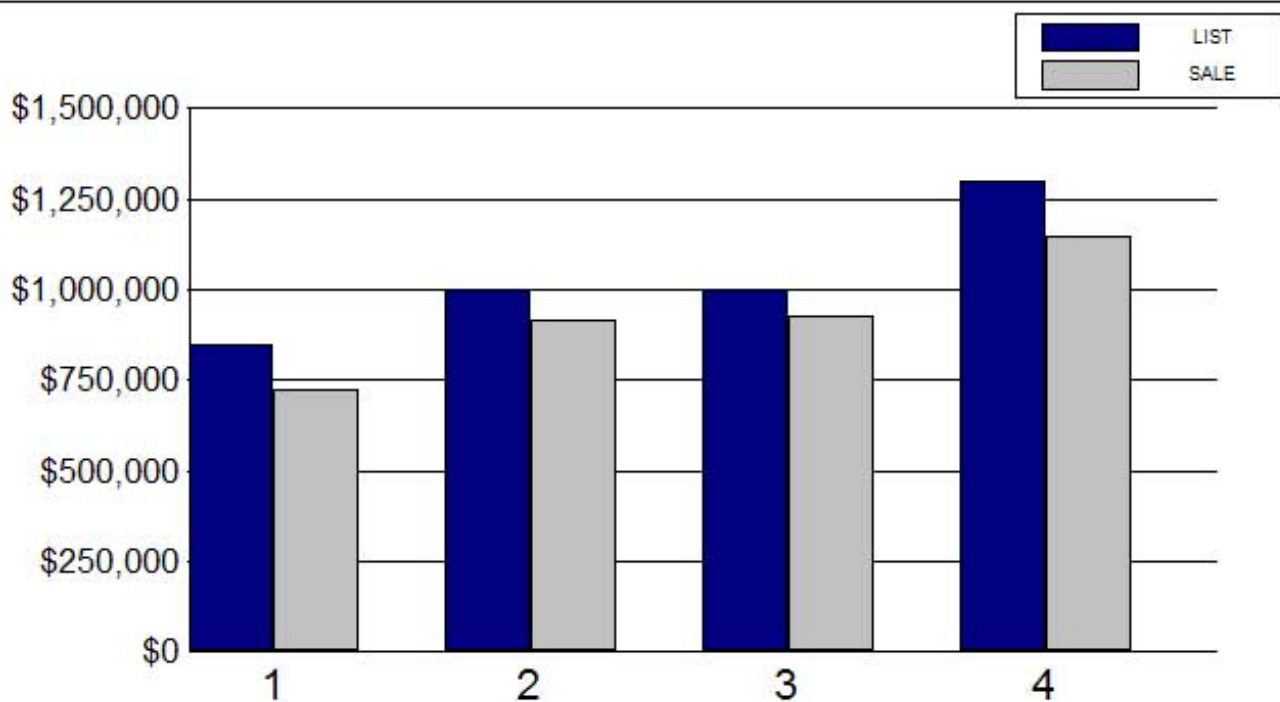
Market Analysis Summary

PROPERTIES SOLD

Address	City	Beds	Baths	Sq.Ft.	DOM	Orig. List	Sale Price	Price Change
300 SE 5TH AVENUE 3180	BOCA RATON	2	3.10	2,340	251	\$849,000	\$725,000	<\$124,000>
300 SE 5TH AVENUE 5160	BOCA RATON	3	4.10	2,465	81	\$999,000	\$915,000	<\$84,000>
300 SE 5TH 5150	BOCA RATON	3	4.10	2,660	1	\$999,000	\$925,000	<\$74,000>
300 SE 5TH AVE 4060	BOCA RATON	2	3.10	2,022	113	\$1,299,000	\$1,150,000	<\$149,000>
AVERAGES:		3	3.60	2,371	111	\$1,036,500	\$928,750	<\$107,750>

Sold Properties Graph

List Price vs Sale Price



Property	City	DOM
1) 300 SE 5TH AVENUE 3180	BOCA RATON	251
2) 300 SE 5TH AVENUE 5160	BOCA RATON	81
3) 300 SE 5TH 5150	BOCA RATON	1
4) 300 SE 5TH AVE 4060	BOCA RATON	113

Recently Sold



Address: 300 SE 5TH AVENUE 3180
City: BOCA RATON
Bedrooms: 2
Baths: 3.10
Square Feet: 2,340
Orig List: \$849,000
Sold Price: \$725,000
Sale Date: 10/15/04
SP \$/Sq.Ft: 309.83
DOM: 251

Yr Blt: 1989
Stories: 8
Lot Size:
Parking: 2.0
Pool: INGROUND
Heating: CENTRAL
Cooling: CENTRAL

THE LA FONTANA MODEL, LARGEST TWO BEDROOM IN MIZNER TOWER. KITCHEN WITH EATING AREA. TENNIS LOVERS DREAM!! FULL SERVICE: CONCIERGE, VALET PARKING, TENNIS COURTS. DOCKS AVAILABLE. WON'T LAST!!



Address: 300 SE 5TH AVENUE 5160
City: BOCA RATON
Bedrooms: 3
Baths: 4.10
Square Feet: 2,465
Orig List: \$999,000
Sold Price: \$915,000
Sale Date: 01/13/05
SP \$/Sq.Ft: 371.20
DOM: 81

Yr Blt: 1989
Stories: 8
Lot Size:
Parking: 1.0
Pool: INGROUND/HEATED/
Heating: CENTRAL
Cooling: CENTRAL

^THIS EXPANSIVE OPEN PLAN HAS BEAUTIFUL VIEWS OF THE BOCA RESORT GOLF COURSE. SPACIOUS LIVING RM W/GOLF COURSE & CITY VIEWS FROM EVERY RM. HIS & HER MSTR BTH, BALCONIES THAT RUN THE LENGTH OF APT. FR DRS THRUOUT

Recently Sold



Address: 300 SE 5TH 5150
City: BOCA RATON
Bedrooms: 3
Baths: 4.10
Square Feet: 2,660
Orig List: \$999,000
Sold Price: \$925,000
Sale Date: 11/30/04
SP \$/Sq.Ft: 347.74
DOM: 1

Yr Blt: 1989
Stories: 8
Lot Size:
Parking: 1.0
Pool: INGROUND
Heating: CENTRAL/ZONED/ELECTRIC
Cooling: CENTRAL/ZONED/ELECTRIC

TRANQUIL VIEWS OF BOCA RATON RESORT AND CLUB'S GOLF COURSE AND LAKE GIVE THIS LARGE BENECIA LOTS OF PRIVACY. GORGEOUS MARBLE FLOORING AND BLACK GRANITE KITCHEN COUNTERS.



Address: 300 SE 5TH AVE 4060
City: BOCA RATON
Bedrooms: 2
Baths: 3.10
Square Feet: 2,022
Orig List: \$1,299,000
Sold Price: \$1,150,000
Sale Date: 10/01/04
SP \$/Sq.Ft: 568.74
DOM: 113

Yr Blt: 1989
Stories: 8
Lot Size:
Parking: 1.0
Pool: INGROUND/HEATED
Heating: ELECTRIC
Cooling: CENTRAL

AWESOME SE VIEWS OF LAKE BOCA RATON/INTRACOASTAL. DESIGNER FURNISHED WITH MANY CUSTOM FEATURES, MARBLE FLOORS, GRANITE COUNTERS, CROWN MOLDINGS, EXTRA REFRIG IN LAUNDRY ROOM.,SPEAKER SYSTEM,FITTED CLOSETS.

Estimated Seller's Net Sheet

SELLER'S NAME : Mr. & Mrs. Gourdin & Dorothy Sirles
 PROPERTY ADDRESS : 300 SE 5th Avenue, #6110
 Boca Raton , FL 33432 5058

Price Range

LOW

HIGH

SELLER'S CREDITS

SALE PRICE.....	\$1,113,180	\$1,141,362
TOTAL CREDITS.....	\$1,113,180	\$1,141,362

MONIES/DEBT OWED ON PROPERTY

TOTAL PAYOFFS.....	\$0	\$0
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NET EQUITY IN PROPERTY (Total Credits minus Total Payoffs).....	\$1,113,180	\$1,141,362
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ESTIMATED SELLING CLOSING COSTS

Brokerage Fee (5%).....	55,659	\$57,068
County Transfer Tax (\$0.70 per \$100).....	7,792	7,990
Recording Fees.....	90	90
Other Seller Fees.....	195	195
APPROXIMATE TOTAL COSTS.....	\$63,736	\$65,343

ESTIMATE OF SELLER'S PROCEEDS.....	\$1,049,444	\$1,076,019
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The above information has been obtained from sources believed to be reliable. However, the data is for the information of parties only and is not warranted by this company as to the accuracy or completeness. All the data are estimated and are subject to change.

I HAVE READ THE ABOVE FIGURES AND ACKNOWLEDGE RECEIPT OF A COPY OF THIS FORM.

SELLER




SELLER

PRESENTED BY


DATE

PHONE NO.

Pricing Adjustments per Property

					
Address	300 SE 5th Avenue, #6110 Boca Raton	300 SE 5TH AVENUE 3180 BOCA RATON		300 SE 5TH AVENUE 5160 BOCA RATON	
Status	SUBJECT	SOLD		SOLD	
List/Sold Price		\$725,000		\$915,000	
LP or SP \$/Sq. Ft.		309.83		371.20	
Date Listed/Sold		10/15/04		01/13/05	
DOM		251		81	
Year Built	1989	1989		1989	
Bedrooms	3	2	\$10,000	3	
Bathrooms	3.10	3.10		4.10	<\$2,500>
Square Feet	2,660	2,340	\$99,145	2,465	\$72,383
Lot Size					\$0
Parking	1.0	2.0		1.0	
Basement					
Heating	CENTRAL	CENTRAL		CENTRAL	
Dining Room					
Family Room					
Living Room					
Style	4+ FLOORS	4+ FLOORS		4+ FLOORS	
Stories	8	8		8	
Pool	INGROUND	INGROUND		INGROUND/HEATED/	
Cooling	CENTRAL	CENTRAL		CENTRAL	
View	INTRACOASTAL	INTRACOASTAL		GOLF	\$35,000
Quality					
Design and Appeal					
Condition					
Functional Util.					
Energy Efficiency					
Remarks		THE LA FONTANA MODEL, LARGEST TWO BEDROOM IN MIZNER TOWER . KITCHEN WITH EATING AREA. TENNIS LOVERS DREAM!!! FU LL SERVICE: CONCIERGE, VALET PARKING, TENNIS COURTS. DOCKS AVAILABLE. WON'T LAST.!!		^THIS EXPANSIVE OPEN PLAN HAS BEAUTIFUL VIEWS OF THE BOCA RESC GOLF COURSE.SPACIOUS LIVING F W/GOLF COURSE & CITY VIEWS FROM EVERY RM. HIS & HER MSTR BTH,BALCONIES THAT RUN THE LENG OF APT. FR DRS THRUOUT	
Total Adjustments		\$109,145		\$104,883	

Pricing Adjustments per Property

					
Address	300 SE 5th Avenue, #6110 Boca Raton	300 SE 5TH 5150 BOCA RATON		300 SE 5TH AVE 4060 BOCA RATON	
Status	SUBJECT	SOLD		SOLD	
List/Sold Price		\$925,000		\$1,150,000	
LP or SP \$/Sq. Ft.		347.74		568.74	
Date Listed/Sold		11/30/04		10/01/04	
DOM		1		113	
Year Built	1989	1989		1989	
Bedrooms	3	3		2	\$10,000
Bathrooms	3.10	4.10	<\$2,500>	3.10	
Square Feet	2,660	2,660	\$0	2,022	\$362,859
Lot Size			\$0		\$0
Parking	1.0	1.0		1.0	
Basement					
Heating	CENTRAL	CENTRAL/ZONED/ELECTR		ELECTRIC	
Dining Room					
Family Room					
Living Room					
Style	4+ FLOORS	4+		4+ FLOORS	
Stories	8	8		8	
Pool	INGROUND	INGROUND		INGROUND/HEATED	
Cooling	CENTRAL	CENTRAL/ZONED/ELECTR	\$0	CENTRAL	
View	INTRACOASTAL	GOLF/INTRACOASTAL	\$0	OCEAN/LAKE/POOL	
Quality					
Design and Appeal			\$0		
Condition			\$0		
Functional Util.					
Energy Efficiency					
Remarks		TRANQUIL VIEWS OF BOCA RATON RESORT AND CLUB'S GOLF COURSE AND LAKE GIVE THIS LARGE BENECIA LOTS OF PRIVACY. GORGEOUS MARBLE FLOORING AND BLACK GRANITE KITCHEN COUNTERS.		AWESOME SE VIEWS OF LAKE BOCA RATON/INTRACOASTAL. DESIGNER FURNISHED WITH MANY CUSTOM FEATURES, MARBLE FLOORS, GRANIT COUNTERS, CROWN MOLDINGS, EXTRA REFRIG IN LAUNDRY ROOM.,SPEAKER SYSTEM,FITTED CLOSETS .	
Total Adjustments		<\$2,500>		\$372,859	

Suggested Sales Price Range

Based on the adjustments, the Suggested Sales Price Range is:

\$1,113,180 - \$1,141,362

Information deemed reliable but not guaranteed