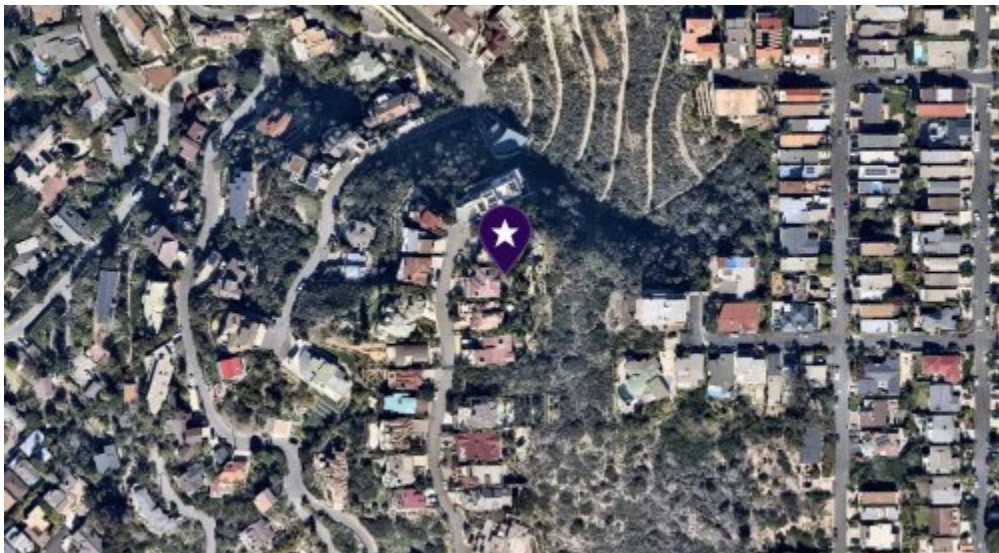


# Comparative Market Analysis



# Comparative Market Analysis

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**2396 Crestview Dr, Laguna Beach, California  
92651**

**Mary Sullivan**

OCTOBER 22, 2020



**Emma Mckenna**

W+R Realty

# Contact Me

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# Emma Mckenna

---

## Affiliation

- W+R Realty

## Experience

- Seven years sales and management experience as a Regional Sales Director at "Really Great Company"
- Five years experience of selling real estate

## Education

- BBA - Business Administration - UCLA Anderson School of Management

## Professional Associations

- California Associates REALTORS
- Real Estate Sales Association

## Personal Information

- My passion is providing excellent support and assistance to guiding others through the real estate process. I am happily married and I have two lovely children. My hobbies include, swimming, dancing, and karaoke



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# What is a CMA

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No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

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## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.



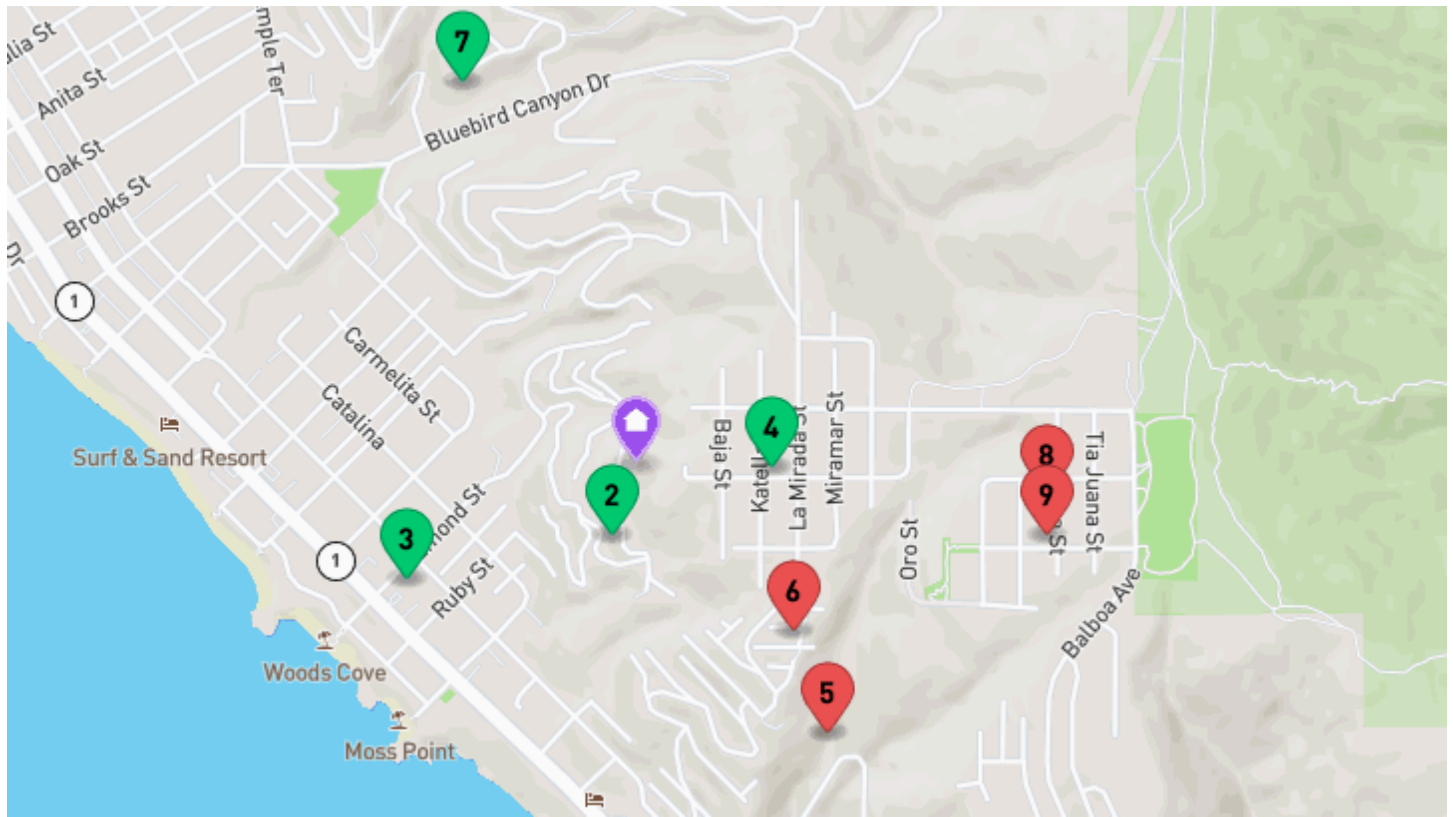
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# Map of Comparable Listings



STATUS: ● A = ACTIVE ● S = CLOSED

MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE	ADJ PRICE
<b>1</b>	<b>Subject</b>	<b>2396 Crestview Dr</b>	<b>4</b>	<b>3.00</b>	<b>3,646</b>	-	-
2	<span style="color: green;">●</span> A	2192 Crestview Drive	3	3.00	1,664	\$2,875,000	\$2,875,000
3	<span style="color: green;">●</span> A	255 Diamond Street	3	4.00	2,300	\$2,850,000	\$2,850,000
4	<span style="color: green;">●</span> A	1004 Katella Street	3	3.00	2,782	\$2,500,000	\$2,500,000
5	<span style="color: red;">●</span> S	484 Nyes Place	3	4.00	2,820	\$2,285,000	↑ \$2,298,000
6	<span style="color: red;">●</span> S	730 Fontana Way	3	3.00	2,343	\$2,240,000	↓ \$2,233,000
7	<span style="color: green;">●</span> A	986 Meadowlark Drive	3	3.00	1,332	\$2,099,000	\$2,099,000
8	<span style="color: red;">●</span> S	971 Santa Ana Street	3	3.00	2,082	\$1,975,000	\$1,975,000
9	<span style="color: red;">●</span> S	911 Santa Ana Street	3	3.00	1,800	\$1,720,000	↓ \$1,706,000



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# Summary of Comparable Properties

## A ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT	ADJ PRICE	ADJ \$/SQ.FT
2192 Crestview Drive	-	3	3.00	1,664	\$2,875,000	\$1,728	\$2,875,000	\$1,728
255 Diamond Street	-	3	4.00	2,300	\$2,850,000	\$1,239	\$2,850,000	\$1,239
1004 Katella Street	-	3	3.00	2,782	\$2,500,000	\$899	\$2,500,000	\$899
986 Meadowlark Drive	-	3	3.00	1,332	\$2,099,000	\$1,576	\$2,099,000	\$1,576
<b>Averages</b>				<b>2,019</b>	<b>\$2,581,000</b>	<b>\$1,360</b>	<b>\$2,581,000</b>	<b>\$1,360</b>

## S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT	ADJ PRICE	ADJ \$/SQ.FT
484 Nyes Place	9/9/20	3	4.00	2,820	\$2,285,000	\$810	↑ \$2,298,000	↑ \$815
730 Fontana Way	8/10/20	3	3.00	2,343	\$2,240,000	\$956	↓ \$2,233,000	↓ \$953
971 Santa Ana Street	7/31/20	3	3.00	2,082	\$1,975,000	\$949	\$1,975,000	\$949
911 Santa Ana Street	7/21/20	3	3.00	1,800	\$1,720,000	\$956	↓ \$1,706,000	↓ \$948
<b>Averages</b>				<b>2,261</b>	<b>\$2,055,000</b>	<b>\$918</b>	<b>↓ \$2,053,000</b>	<b>↓ \$916</b>



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# 2192 Crestview Drive Laguna Beach, CA 92651

**MLS #OC20180204**

**\$2,875,000**

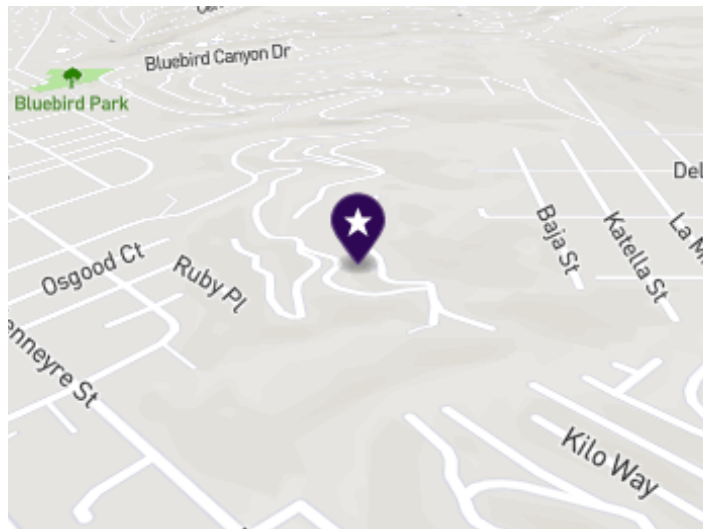
**ACTIVE** 9/1/20

**3 Beds 3.00 Baths**

**Year Built 1928**

**1,664 Sq. Ft.** (\$1,728 / sqft)

**Days on market: 46**



## Details

**Prop Type:** Single Family Residence  
**County:** Orange  
**Area:** LV - Laguna Village  
**Subdivision:** Upper Diamond (UD)

**Full baths:** 3.0  
**Lot Size:** 4,428.0  
**Garages:** 1  
**List date:** 9/1/20

**Updated:** Oct 17, 2020 10:29 AM  
**List Price:** \$2,875,000  
**Orig list price:** \$2,875,000  
**School District:** Laguna Beach Unified

**High:** Laguna Beach

## Features

**Association Y N:** No  
**Attached Garage Y N:** false  
**Basement:** Finished  
**Community Features:** Street Lights  
**Cooling:** Central Air  
**Flooring:** Wood  
**Heating:** Central, Forced Air  
**Land Fee/Land Lease:** Fee  
**Levels:** Two

**Listing Terms:** Cash To New Loan  
**Lot Features:** 0-1 Unit/Acre, Sloped Down, Sprinkler System, Sprinklers Drip System  
**Lot Size Area:** 4428  
**Main Level Bedrooms:** 1  
**Parking Total:** 1  
**Pool Features:** None  
**Pool Private Y N:** false

**Property Attached Yes/No:** No  
**Roof:** Asphalt  
**Bathroom Features:** Shower Island, Quartz Counters  
**Kitchen Features:** Kitchen Island, Quartz Counters  
**Room Type:** Family Room, Kitchen, Laundry, Master Bathroom, Master Suite, Two Masters  
**Senior Community Yes/No:** No

**Sewer:** Public Sewer  
**Spa Features:** Private, Above Ground  
**Special Listing Conditions:** Standard  
**Utilities:** Electricity Connected, Natural Gas Connected, Sewer Connected  
**View:** Catalina, Coastline, Ocean, White Water  
**Water Source:** Public



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## Remarks

The ultimate Laguna Beach view! 180+ degrees from San Clemente Island to the Port of Los Angeles, and still an easy walk to the beach. This original 1920s Diamond Crestview home has been literally stripped to its bones and rebuilt to preserve its original exterior charm, while impressing with custom state-of-the-art finishes. The fully modern residence is poised to maximize ocean, Catalina Island, Main Beach, whitewater, sunset and city-light views from every level. Approx. 1,664 s.f., the interior features extremely rare ironwood floors that were imported from Bali specifically for this home. Further highlights include vaulted ceilings, a sleek contemporary staircase, high-tech lighting fixtures, and bathrooms that shine with today's most coveted finishes and appointments. The main floor showcases a great room with slide-away glass doors to the terrace, and a new chef-caliber kitchen with quartz countertops, white Shaker cabinetry, designer tile, a generously sized island, and top-tier stainless steel appliances including a built-in wine refrigerator. A state-of-the-art indoor/outdoor audio/video system accommodates a multitude of entertainment possibilities on all levels. Dual ensuite master bedrooms are featured, with one upstairs and one downstairs. The main master suite is located downstairs and includes a large sitting area with bay window and access to a spacious view deck.



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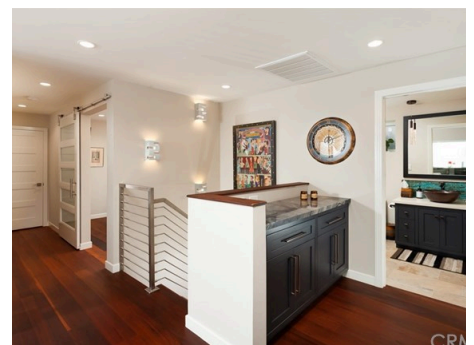
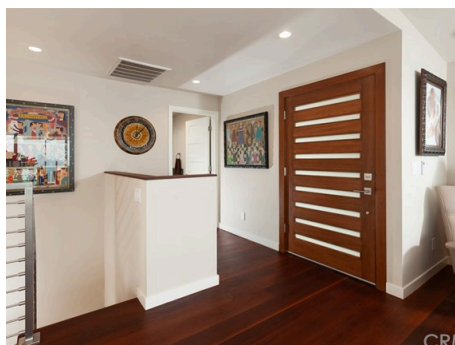
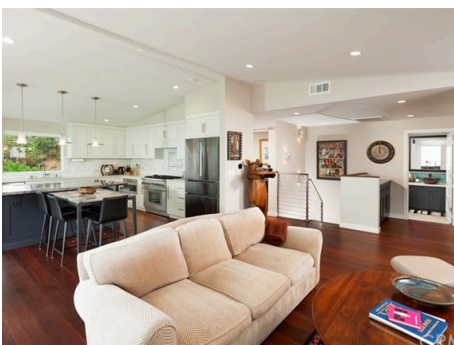
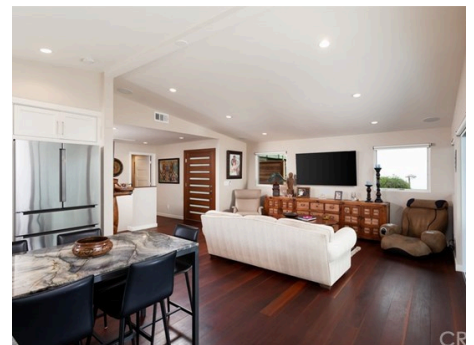
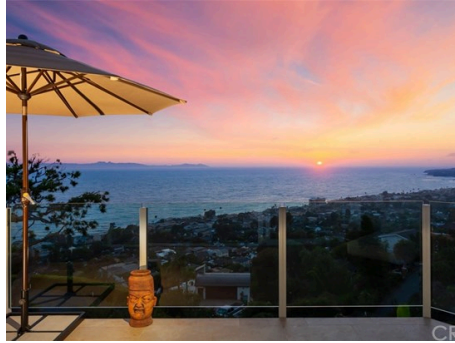
**MLS #OC20180204**

**\$2,875,000**

**3 Beds 3.00 Baths**  
**Year Built 1928**

**1,664 Sq. Ft.** (\$1,728 / sqft)  
**Days on market: 46**

**ACTIVE** 9/1/20



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# 255 Diamond Street Laguna Beach, CA 92651

**MLS #NP20188143**

**\$2,850,000**

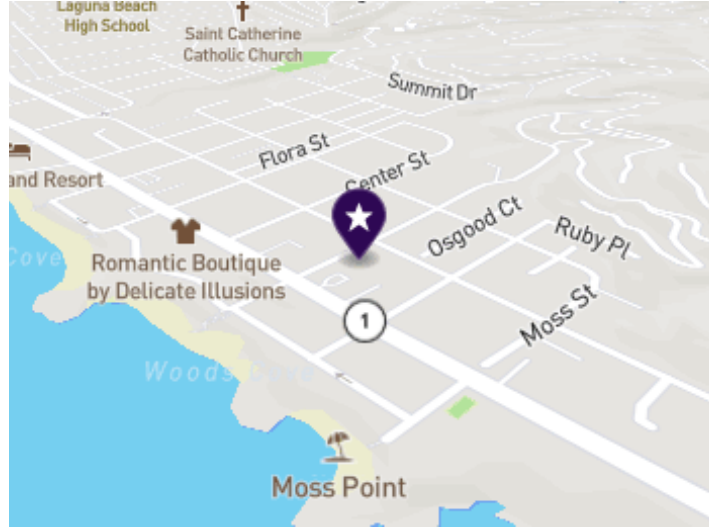
**ACTIVE** 9/9/20

**3 Beds 4.00 Baths**

**2,300 Sq. Ft.** (\$1,239 / sqft)

**Year Built 2020**

**Days on market: 19**



## Details

**Prop Type:** Single Family Residence  
**County:** Orange  
**Area:** LV - Laguna Village  
**Subdivision:** Woods Cove (WC)

**Style:** Modern  
**Full baths:** 3.0  
**Half baths:** 1.0  
**Lot Size:** 5,000.0  
**Garages:** 2

**List date:** 9/9/20  
**Updated:** Sep 29, 2020 6:37 AM  
**List Price:** \$2,850,000  
**Orig list price:** \$2,995,000

**School District:** Laguna Beach Unified

## Features

**Accessibility Features:** None  
**Association Y N:** No  
**Attached Garage Y N:** true  
**Community Features:** Fishing, Golf, Watersports  
**Construction Materials:** Stucco  
**Cooling:** Central Air  
**Direction Faces:** West  
**Flooring:** Wood  
**Heating:** Central

**Interior Features:** Balcony, Cathedral Ceiling(s), Open Floorplan  
**Land Fee/Land Lease:** Fee  
**Levels:** Two  
**Listing Terms:** Cash, Cash To Existing Loan  
**Lot Features:** Front Yard, Garden, Landscaped, Sprinklers In Front, Sprinklers In Rear, Walkstreet  
**Lot Size Area:** 5000  
**Main Level Bedrooms:** 2

**Parking Total:** 2  
**Pool Features:** None  
**Pool Private Y N:** false  
**Property Attached Yes/No:** No  
**Road Surface Type:** Paved  
**Bathroom Features:** Bathtub, Double Sinks In Master Bath, Stone Counters  
**Kitchen Features:** Kitchen Island

**Room Type:** Kitchen, Laundry, Living Room, Main Floor Bedroom, Master Suite  
**Senior Community Yes/No:** No  
**Sewer:** Public Sewer  
**Spa Features:** None  
**Special Listing Conditions:** Standard



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**Utilities:** Cable Connected,  
Electricity Connected,  
Natural Gas Connected,  
Phone Connected, Sewer  
Connected, Water Connected

**View:** City Lights,  
Mountain(s), Ocean

**Virtual Tour:** [View](#)

**Walk Score:** 77

**Water Source:** Public

**Waterfront Features:** Across  
the Road from Lake/Ocean

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## Remarks

Just steps from ultra desirable Woods Cove Beach, this stunning new construction three bedroom home enjoys fabulous Ocean views from both the first and second floors and is walking distance to all of the shops and restaurants of world-renowned Laguna Beach! Grand soaring ceilings and European white oak floors complement the Great room as you enter this luxurious home. Open the La Cantina tri-fold doors to the large front yard and entertaining garden for true indoor/outdoor living at its finest! A state of the art Ocean view gourmet kitchen with quartz countertops, Carrara marble backsplash and a Carrara marble island, custom self-closing white Shaker cabinets, Jenn Air appliances, a 6-burner gas stove, double ovens and a wine refrigerator will definitely impress your guests. Two of the spacious bedrooms are located on the ground floor and each bedroom is en-suite. One ground floor bedroom has beautiful Ocean views. The ground floor also has a powder room and a laundry room off the kitchen with a peek a boo Ocean view. The second floor contains the voluminous master suite with its 180 degree Ocean views, a grand Ocean view balcony, walk in closet and spa-like master bath with double sinks, a giant stand-alone soaking tub and walk-in shower. This beautiful home also includes an attached two-car garage and 2 additional off street parking spots! Enjoy the fantastic Ocean views, take a stroll to Woods Cove beach or enjoy all that Laguna Beach has to offer! This is the one!



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# 255 Diamond Street

Laguna Beach, CA 92651

MLS #NP20188143

**\$2,850,000**

**ACTIVE** 9/9/20

**3 Beds 4.00 Baths**  
**Year Built 2020**

**2,300 Sq. Ft.** (\$1,239 / sqft)  
**Days on market: 19**



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# 1004 Katella Street

Laguna Beach, CA 92651

MLS #IG20213821

**\$2,500,000**

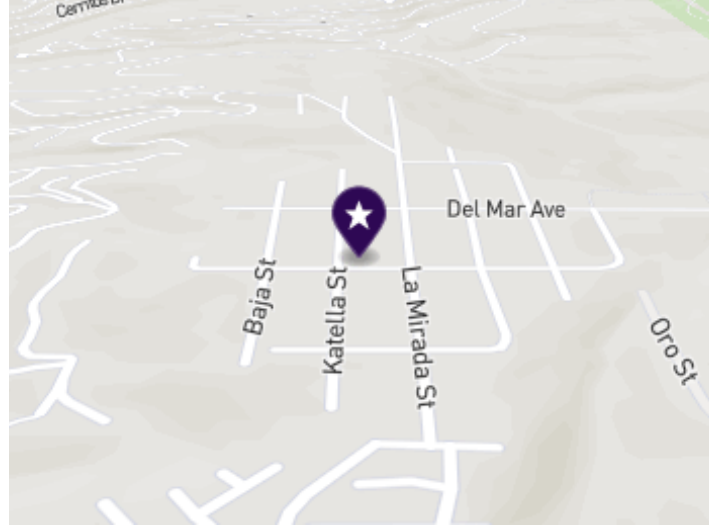
**ACTIVE** 10/12/20

**3 Beds 3.00 Baths**

**2,782 Sq. Ft.** (\$899 / sqft)

**Year Built 1961**

**Days on market: 1**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Subdivision:** Arch Beach Heights (ABH)

**Full baths:** 1.0

**3/4 Baths:** 1.0

**Half baths:** 1.0

**Lot Size:** 5,000.0

**Garages:** 2

**List date:** 10/12/20

**Updated:** Oct 17, 2020 3:22 AM

**List Price:** \$2,500,000

**Orig list price:** \$2,500,000

**School District:** Laguna Beach Unified

**High:** Laguna Beach

**Middle:** Thurston

**Elementary:** Top Of The World

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Community Features:** Hiking, Park

**Cooling:** Central Air

**Flooring:** Tile, Wood

**Heating:** Forced Air

**Interior Features:** Balcony, High Ceilings, Living Room Balcony, Open Floorplan, Recessed Lighting

**Land Fee/Land Lease:** Fee

**Levels:** Two

**Listing Terms:** Cash, Cash To New Loan, Conventional

**Lot Features:** Corner Lot, Landscaped, Sprinkler System, Sprinklers Timer

**Lot Size Area:** 5000

**Main Level Bedrooms:** 2

**Parking Total:** 2

**Patio And Porch Features:** Patio, Terrace, Wrap Around

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Bathroom Features:** Bathtub, Shower, Double sinks in bath(s), Double Sinks In Master Bath, Dual shower heads (or Multiple), Exhaust fan(s), Granite Counters, Quartz Counters, Separate tub and shower

**Kitchen Features:** Kitchen Open to Family Room, Quartz Counters, Remodeled Kitchen, Self-closing cabinet doors

**Room Type:** Family Room, Jack & Jill, Kitchen, Laundry, Living Room, Main Floor Bedroom, Master Bathroom, Master Bedroom, Master Suite

**Senior Community Yes/No:** No

**Sewer:** Public Sewer



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**Spa Features:** None**Special Listing Conditions:**  
Standard**Utilities:** Electricity  
Connected, Natural Gas  
Connected, Sewer  
Connected, Water Connected**View:** Ocean, Panoramic**Virtual Tour:** [View](#)**Water Source:** Public**Window Features:** Double  
Pane Windows, Screens,  
Skylight(s)

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## Remarks

One of a kind exceptional panoramic ocean view home! This hard to come by 5,000 square foot DOUBLE CORNER LOT provides unique views and ample privacy. Located in the sought after community of Arch Beach Heights, not only can your guests park alongside both sides of the corner lot, but there is optimal parking in the long private driveway and the large attached 2-car garage.

As you walk up the stairs you are met with a light and bright great room lined with glass french doors that perfectly frame views of the Pacific Ocean and Catalina Island. Enjoy the ocean breeze from your oversized kitchen that is completely open to the great room, which makes it the perfect setting for cooking and entertaining. The kitchen's counter to ceiling white quartz countertops, built-in Sub-Zero refrigerator, and pro style Viking range make this one of the most breathtaking spots in the house. Brazilian cherry hardwood flooring and vaulted ceilings upstairs add elegance to the home. This two-story home has four private balconies, three large bedrooms, and two and a half baths. Relax and gaze at the Pacific Ocean sunset view from your private master suite balcony or stroll down to the spacious backyard. Downstairs bedroom has private gated access. Walking distance from Moulton Meadows Park. Don't be fooled by the serenity of the community, just down the hill you will experience resort-like living with Laguna's world-famous beaches, galleries, restaurants, hiking trails, and shopping.

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# 1004 Katella Street Laguna Beach, CA 92651

**MLS #IG20213821**

**\$2,500,000**

**3 Beds 3.00 Baths**

**2,782 Sq. Ft. (\$899 / sqft)**

**ACTIVE** 10/12/20

**Year Built 1961**

**Days on market: 1**



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# 484 Nyes Place Laguna Beach, CA 92651

**MLS #LG20114320**

**\$2,285,000** ADJ ↑ \$2,298,000

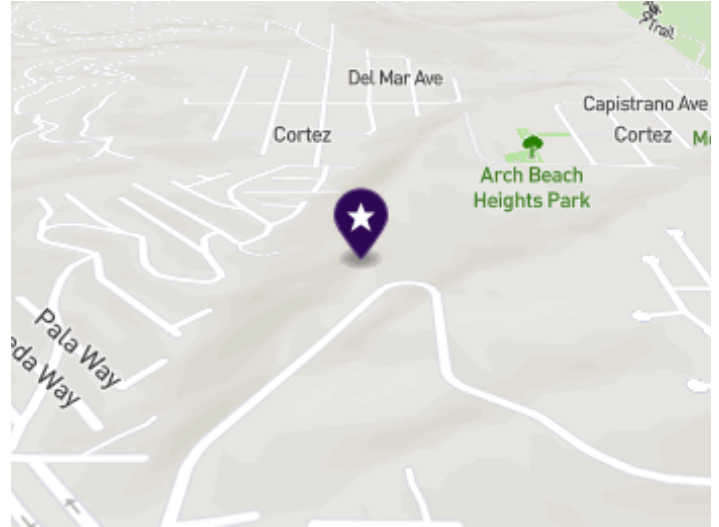
**CLOSED** 9/9/20

**3 Beds 4.00 Baths**

**Year Built 1994**

**2,820 Sq. Ft.** (\$815 / sqft)

**Days on market: 18**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Style:** Contemporary, Custom Built

**Full baths:** 3.0

**Half baths:** 1.0

**Lot Size:** 19,680.0

**Garages:** 2

**List date:** 6/12/20

**Sold date:** 9/9/20

**Off-market date:** 7/24/20

**Updated:** Sep 9, 2020 5:37 AM

**List Price:** \$2,348,400

**Orig list price:** \$2,348,400

**School District:** Laguna Beach Unified

**High:** Laguna Beach

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Community Features:**

Foothills, Park

**Cooling:** Central Air

**Exterior Features:** Satellite Dish

**Flooring:** Stone, Wood

**Heating:** Central, Humidity Control

**Interior Features:** Balcony, Cathedral Ceiling(s)

**Levels:** Two

**Listing Terms:** Cash To New Loan

**Lot Features:** Lot 10000-19999 Sqft, Patio Home

**Lot Size Area:** 19680

**Main Level Bedrooms:** 1

**Number Of Units In Community:** 100

**Parking Total:** 2

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Roof:** Composition

**Kitchen Features:** Kitchen Open to Family Room, Stone Counters

**Room Type:** Den, Entry, Jack & Jill, Living Room, Main Floor Master Bedroom

**Senior Community Yes/No:** No

**Sewer:** Public Sewer

**Special Listing Conditions:** Standard

**View:** Coastline, Hills, Ocean, Panoramic

**Virtual Tour:** [View](#)

**Water Source:** Public

**Waterfront Features:** Beach Access, Ocean Access

**Window Features:** Double Pane Windows



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## Remarks

Eclectic modern ocean view home. Large over sized secluded lot . Walking distance to Victoria Beach. This Architect custom home features a gated driveway with long drive to 2 car garage at rear of the house. Room for extra parking or Basketball area. Vaulted ceiling with walls of glass provide wonderful ocean views. Large Master suite on main level with Junior master on 2nd level. Multiple patio deck areas on all levels. 3 bedrooms upstairs all with ocean views. Custom fireplace in living room . Updated kitchen with large island and open concept Custom stone flooring through out house with wood flooring in upstairs bedrooms. Suspended main stairway adds flair to this custom designed home. Enjoy tranquil serene setting with gentle ocean breezes. Open floor plan with architectural design that works with both traditional or modern design tastes. Come visit and enjoy this great opportunity to make this your dream home.



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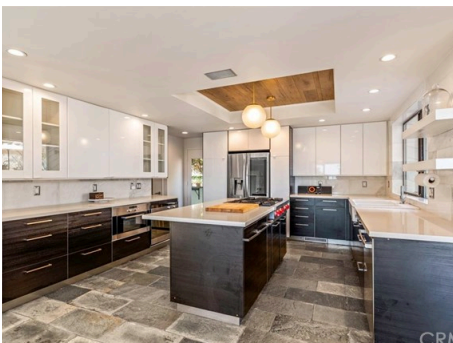
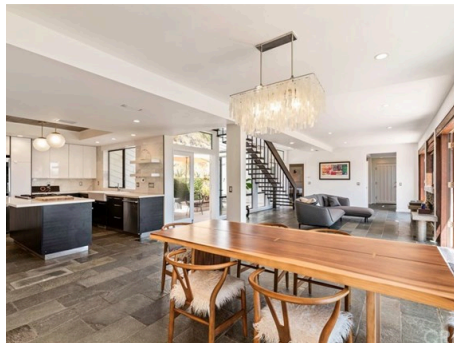
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**3 Beds 4.00 Baths**  
**Year Built 1994**

**2,820 Sq. Ft.** (\$815 / sqft)  
**Days on market: 18**

**CLOSED** 9/9/20



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# 730 Fontana Way Laguna Beach, CA 92651

MLS #LG20129943

**\$2,240,000** ADJ ↓ \$2,233,000

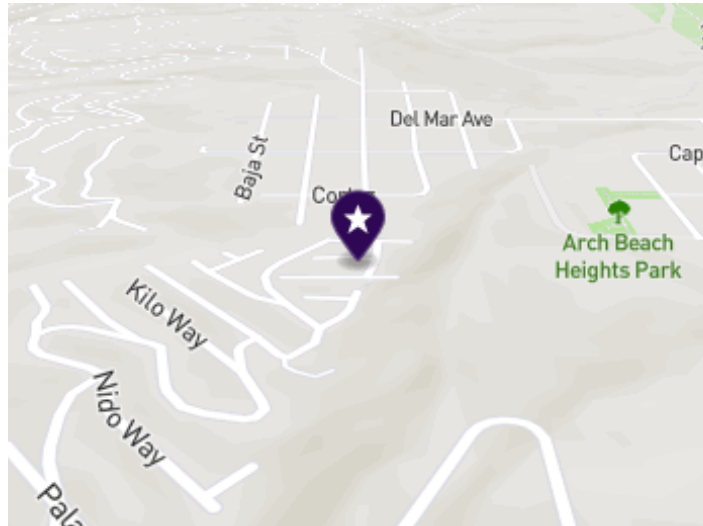
**CLOSED** 8/10/20

**3 Beds 3.00 Baths**

**2,343 Sq. Ft.** (\$953 / sqft)

**Year Built 1972**

**Days on market: 8**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Subdivision:** Alta Vista (AV)

**Style:** Contemporary

**Full baths:** 2.0

**Half baths:** 1.0

**Lot Size:** 2,970.0

**Garages:** 2

**List date:** 7/3/20

**Sold date:** 8/10/20

**Off-market date:** 7/11/20

**Updated:** Aug 10, 2020 10:10 AM

**List Price:** \$2,199,000

**Orig list price:** \$2,199,000

**School District:** Laguna Beach Unified

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Community Features:** Storm Drains, Street Lights

**Construction Materials:** Stucco

**Cooling:** Central Air

**Flooring:** Carpet, Tile, Wood

**Heating:** Central

**Interior Features:** Balcony, Bar, Crown Molding, High Ceilings, Living Room Balcony, Living Room Deck Attached, Open Floorplan, Pantry, Recessed Lighting, Stone Counters, Track Lighting, Two Story Ceilings, Wired for Data, Wired for Sound

**Land Fee/Land Lease:** Fee  
**Levels:** Three Or More

**Listing Terms:** Cash, Cash To New Loan

**Lot Features:** Back Yard, Corner Lot, Lawn, Sprinkler System, Sprinklers In Front, Sprinklers In Rear, Sprinklers On Side, Sprinklers Timer, Yard

**Lot Size Area:** 2970

**Main Level Bedrooms:** 1

**Parking Total:** 2

**Patio And Porch Features:** Covered, Deck, Patio, Slab

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Roof:** Composition

**Bathroom Features:** Bathtub, Double sinks in bath(s), Double Sinks In Master Bath, Remodeled, Separate tub and shower, Stone Counters, Upgraded, Walk-in shower

**Kitchen Features:** Built-in Trash/Recycling, Kitchen Island, Remodeled Kitchen, Stone Counters, Walk-In Pantry



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**Room Type:** Bonus Room, Entry, Kitchen, Laundry, Living Room, Main Floor Master Bedroom, Master Bathroom, Master Suite, Walk-In Closet, Walk-In Pantry

**Senior Community Yes/No:**  
No

**Sewer:** Public Sewer

**Spa Features:** None

**Special Listing Conditions:**  
Standard

**Utilities:** Cable Connected, Electricity Connected, Natural Gas Connected, Sewer Connected, Water Connected

**View:** Canyon, City Lights, Coastline, Hills, Ocean, Panoramic, Water, White Water

**Virtual Tour:** [View](#)

**Water Source:** Public

**Window Features:** Custom Covering, Double Pane Windows, Screens

**Remarks**

Welcome to Alta Vista, meaning High Above, this home is truly perched above it all with extraordinary ocean and coastline views. Situated on a private section of Fontana Way on a street to street corner lot. Beautiful contemporary residence with ocean views from nearly every room and outdoor area. Three bedroom plus versatile fourth room. Newer, well crafted remodel from the studs with the utmost quality. Stunning two story living room sits adjacent to the kitchen and showcases white-water, city light and coastline views from the disappearing floor to ceiling sliding doors. Gourmet kitchen with large marble island, soapstone countertops, top of the line stainless steel appliances, custom cabinetry and walk-in pantry. Dining area, island bar seating or dine alfresco on the ocean view deck. Main level master suite with walk-in closet and spa grade master bath that includes separate soaking tub, oversized shower, curved marble dual vanity. Secondary bedrooms are good sized with deep closet storage and adjacent designer bathroom with tiled shower, dual vanities. Additional features include: Fourth room with en suite bath, central heat and air conditioning, hardwood flooring, recessed lighting, surround sound, tankless water heater, separate laundry room. Outdoor features a private rear yard, large ocean view deck and updated landscaping. Centrally located to enjoy the Laguna Beach lifestyle, just minutes to beaches, restaurants, parks, resorts and more.



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# 730 Fontana Way Laguna Beach, CA 92651

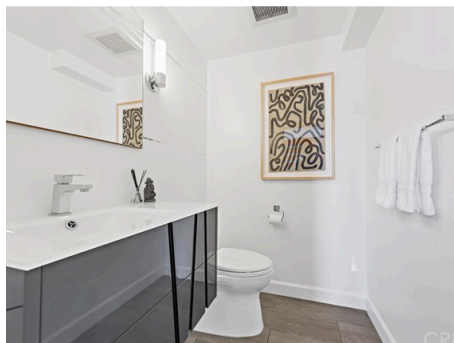
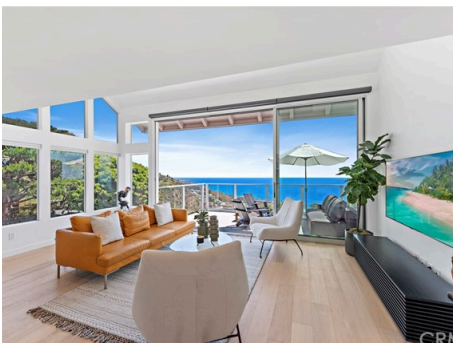
**MLS #LG20129943**

**\$2,240,000** ADJ ↓ \$2,233,000

**3 Beds 3.00 Baths**  
**Year Built 1972**

**2,343 Sq. Ft.** (\$953 / sqft)  
**Days on market: 8**

**CLOSED** 8/10/20



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# 986 Meadowlark Drive Laguna Beach, CA 92651

MLS #OC20205032

**\$2,099,000**

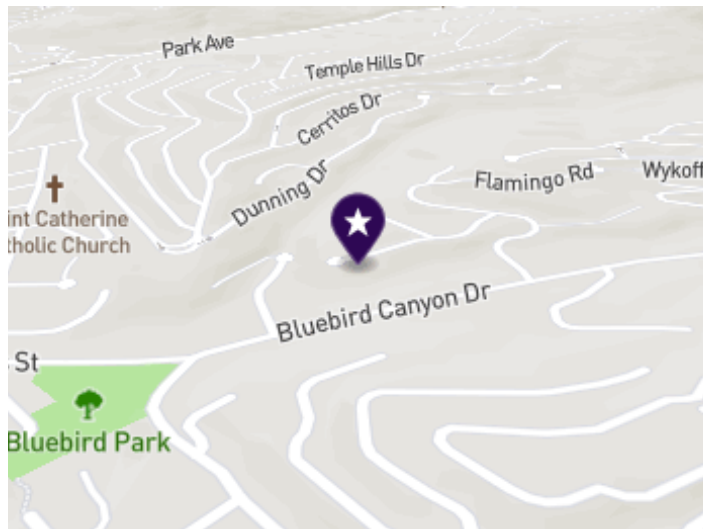
**ACTIVE** 9/30/20

**3 Beds 3.00 Baths**

**Year Built 1950**

**1,332 Sq. Ft.** (\$1,576 / sqft)

**Days on market: 22**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Subdivision:** The Village (VIL)

**Style:** Bungalow,Craftsman

**Full baths:** 3.0

**Lot Size:** 6,832.0

**Garages:** 1

**List date:** 9/30/20

**Updated:** Sep 30, 2020 5:54 AM

**List Price:** \$2,099,000

**Orig list price:** \$2,099,000

**School District:** Laguna Beach Unified

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Community Features:** Suburban

**Construction Materials:** Cement Siding, Stucco

**Cooling:** Zoned

**Direction Faces:** Southwest

**Flooring:** Wood

**Foundation Details:** Slab

**Heating:** Central

**Interior Features:** Beamed Ceilings, Built-in Features, Cathedral Ceiling(s), Ceiling Fan(s), Crown Molding, Open Floorplan, Pantry, Recessed Lighting, Stone Counters, Storage, Wainscoting

**Land Fee/Land Lease:** Fee

**Levels:** One

**Listing Terms:** Cash, Conventional, Fannie Mae, Freddie Mac

**Lot Features:** Back Yard, Cul-De-Sac, Landscaped, Rectangular Lot, Level, Park Nearby, Sprinkler System, Sprinklers Drip System, Sprinklers In Front, Sprinklers In Rear, Yard

**Lot Size Area:** 6832

**Main Level Bedrooms:** 3

**Parking Total:** 1

**Patio And Porch Features:** Cabana, Deck

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Road Surface Type:** Paved

**Roof:** Asphalt

**Bathroom Features:** Bathtub, Shower, Closet in bathroom, Double sinks in bath(s), Dual shower heads (or Multiple), Remodeled, Soaking Tub, Stone Counters, Upgraded, Walk-in shower



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**Kitchen Features:** Granite Counters, Kitchen Island, Kitchen Open to Family Room

**Room Type:** Attic, Family Room, Foyer, Kitchen, Living Room, Main Floor Bedroom, Main Floor Master Bedroom, Master Bathroom, Master Suite

**Senior Community Yes/No:**  
No

**Sewer:** Public Sewer

**Special Listing Conditions:**  
Standard

**Utilities:** Cable Connected, Electricity Available, Sewer Connected, Water Connected

**View:** Canyon, Hills, Ocean, Peek-A-Boo, Valley, Water

**Water Source:** Public

**Window Features:** Double Pane Windows, ENERGY STAR Qualified Windows, Screens

## Remarks

A Laguna Beach classic! This bungalow style home was taken down to the studs for a complete indoor and outdoor remodel. Located on a quiet street in Bluebird Canyon, this home has a charming open concept that opens up to expansive mountain and ocean views. Enter the home into a large great room adjacent to a custom kitchen designed with earthy tones mirroring its natural surroundings. Pass through the spacious open air dining area to step into the resort style backyard complete with a large deck and outdoor living room. Enjoy dinners on the deck with ocean views and warm coffees in the morning under your outdoor pergola. This newly renovated home features brand new appliances, marble and black leather granite countertops, an abundance of kitchen storage, a wood fireplace, wide plank Oak floors, and craftsman woodwork throughout the entire house. Only a 10 minute walk from the beach, and a 5 minute walk to Bluebird Park, this house is in a prime location for entertaining friends and family.

Notable renovations and features:

Remodeled by local firm Chelsea Lauren Interiors

Complete remodel down to studs

New roof

New Plumbing and electrical

New doors and windows

New hardwood flooring

New heating system through whole house

Open concept

Indoor outdoor living space

Quiet street/ cul de sac

Walking distance to hiking trails, the village, and the beach.



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# 986 Meadowlark Drive Laguna Beach, CA 92651

**MLS #OC20205032**

**\$2,099,000**

**3 Beds 3.00 Baths**  
**Year Built 1950**

**1,332 Sq. Ft.** (\$1,576 / sqft)  
**Days on market: 22**

**ACTIVE** 9/30/20



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# 971 Santa Ana Street

Laguna Beach, CA 92651

MLS #OC20120247

**\$1,975,000**

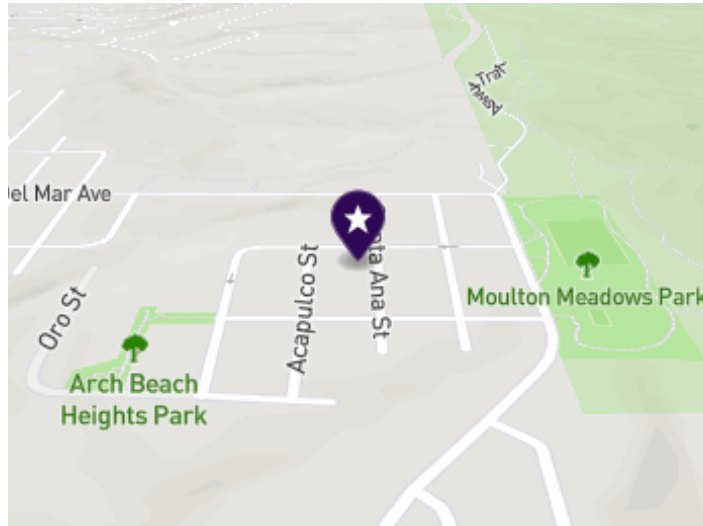
**CLOSED** 7/31/20

**3 Beds 3.00 Baths**

**Year Built 1972**

**2,082 Sq. Ft.** (\$949 / sqft)

**Days on market: 8**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Subdivision:** Arch Beach Heights (ABH)

**Style:** Contemporary

**Full baths:** 1.0

**3/4 Baths:** 2.0

**Lot Dim:** 25 X100

**Lot Size:** 2,500.0

**Garages:** 2

**List date:** 6/15/20

**Sold date:** 7/31/20

**Off-market date:** 7/1/20

**Updated:** Jul 31, 2020 4:54 AM

**List Price:** \$1,999,000

**Orig list price:** \$1,999,000

**School District:** Laguna Beach Unified

**High:** Laguna Beach

**Middle:** Thurston

**Elementary:** Top Of The World

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Basement:** Finished

**Community Features:** Biking, Dog Park, Hiking, Park, Suburban

**Cooling:** Central Air, Dual, Zoned, ENERGY STAR Qualified Equipment

**Exterior Features:** Lighting, Rain Gutters

**Flooring:** Wood

**Foundation Details:** Combination

**Heating:** Central, Zoned, Forced Air, ENERGY STAR Qualified Equipment, Fireplace(s)

**Interior Features:** 2 Staircases, Balcony, Home Automation System, Living Room Balcony, Recessed Lighting, Stone Counters, Storage, Sump Pump, Wired for Data, Wired for Sound

**Land Fee/Land Lease:** Fee

**Levels:** Three Or More

**Listing Terms:** Cash, Cash To New Loan

**Lot Features:** 0-1 Unit/Acre, Back Yard, Landscaped, Rectangular Lot, Park Nearby, Sprinkler System, Yard

**Lot Size Area:** 2500

**Main Level Bedrooms:** 1

**Parking Total:** 2

**Patio And Porch Features:** Concrete

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Road Surface Type:** Paved

**Roof:** Flat



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**Bathroom Features:** Bathtub, Shower, Double Sinks In Master Bath, Exhaust fan(s), Jetted Tub, Separate tub and shower, Stone Counters

**Kitchen Features:** Kitchen Island, Stone Counters

**Room Type:** Entry, Great Room, Kitchen, Laundry, Living Room, Main Floor Bedroom, Master Suite, Multi-Level Bedroom

**Senior Community Yes/No:** No

**Sewer:** Public Sewer, Sewer Paid

**Spa Features:** None

**Special Listing Conditions:** Standard

**Utilities:** Cable Available, Electricity Connected, Natural Gas Connected, Phone Available, Sewer Connected, Underground Utilities, Water Connected

**View:** Catalina, City Lights, Coastline, Hills, Ocean, Panoramic, Water, White Water

**Virtual Tour:** [View](#)

**Water Source:** Public

**Window Features:** Double Pane Windows

## Remarks

This home's design was maximized for space and low maintenance. Taken down to the studs in 2010 it was reconfigured and expanded using high durability materials for interior and exterior construction with no detail overlooked. Showcasing an open floorplan there is a great room with linear fireplace; the gourmet kitchen has custom cabinets, center island, Silestone countertops, Dacor 6 burner stovetop and double ovens, Kitchen Aid Refrigerator; 3 ensuite bedrooms including a large master suite and spa like bath with Premium Porcelanosa tile, Lacava fixtures, Toto toilet, a BainUltra massage tub and separate shower.

Both the living area and master bedroom have 12' Fleetwood pocket sliders that embrace indoor/outdoor living while enjoying expansive views from San Clemente Island to the South, full on to Catalina Island and North along the Coastline to Palos Verdes.

Other upgrades include; PEX plumbing, Cat 6 wiring, Smart Home Technology, Dual Zoned HVAC, Security System with 8 cameras, Zoned MR16 recessed lighting throughout, Surround sound, Harwood floors, Imported Italian interior doors and much more see supplements for a more complete list of amenities. Beautifully setting a new standard.



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# 971 Santa Ana Street

Laguna Beach, CA 92651

MLS #OC20120247

**\$1,975,000**

**CLOSED** 7/31/20

**3 Beds 3.00 Baths**

**Year Built 1972**

**2,082 Sq. Ft. (\$949 / sqft)**

**Days on market: 8**



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# 911 Santa Ana Street Laguna Beach, CA 92651

MLS #OC20096857

**\$1,720,000** ADJ ↓ \$1,706,000

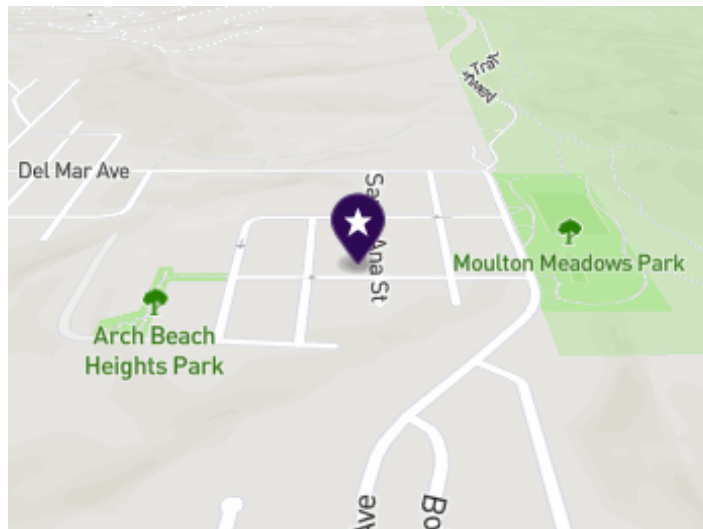
**CLOSED** 7/21/20

**3 Beds 3.00 Baths**

**Year Built 1987**

**1,800 Sq. Ft.** (\$948 / sqft)

**Days on market: 17**



## Details

**Prop Type:** Single Family Residence

**County:** Orange

**Area:** LV - Laguna Village

**Subdivision:** Arch Beach Heights (ABH)

**Style:** Modern

**Full baths:** 3.0

**Lot Size:** 2,500.0

**Garages:** 2

**List date:** 5/22/20

**Sold date:** 7/21/20

**Off-market date:** 7/21/20

**Updated:** Jul 22, 2020 4:13 AM

**List Price:** \$1,720,000

**Orig list price:** \$1,720,000

**School District:** Laguna Beach Unified

## Features

**Association Y N:** No

**Attached Garage Y N:** true

**Basement:** Unfinished

**Community Features:** Curbs, Foothills, Gutters, Mountainous, Preserve/Public Land

**Construction Materials:** Drywall Walls, Stucco, Wood Siding

**Cooling:** Central Air, ENERGY STAR Qualified Equipment

**Exterior Features:** Rain Gutters, Satellite Dish

**Flooring:** Tile, Wood

**Foundation Details:** Slab

**Heating:** Central, Forced Air, ENERGY STAR Qualified Equipment

**Interior Features:** Balcony, Cathedral Ceiling(s), Ceiling Fan(s), Copper Plumbing Full, Crown Molding, Granite Counters, Living Room Balcony, Pantry, Recessed Lighting, Storage

**Land Fee/Land Lease:** Fee

**Levels:** Three Or More

**Listing Terms:** Cash, Cash To New Loan

**Lot Features:** Back Yard, Landscaped, Sprinklers Drip System, Sprinklers In Front, Sprinklers In Rear

**Lot Size Area:** 2500

**Main Level Bedrooms:** 1

**Parking Total:** 4

**Patio And Porch Features:** Patio Open

**Pool Features:** None

**Pool Private Y N:** false

**Property Attached Yes/No:** No

**Road Surface Type:** Paved

**Roof:** Composition

**Bathroom Features:** Bathtub, Shower in Tub, Double Sinks In Master Bath, Exhaust fan(s), Granite Counters, Quartz Counters, Walk-in shower



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**Kitchen Features:** Kitchen Open to Family Room, Pots & Pan Drawers, Quartz Counters, Self-closing drawers, Walk-In Pantry

**Room Type:** Kitchen, Living Room, Master Bathroom, Master Bedroom

**Senior Community Yes/No:** No

**Sewer:** Public Sewer

**Spa Features:** None

**Special Listing Conditions:** Standard

**Utilities:** Cable Connected, Electricity Connected, Sewer Connected, Water Connected

**View:** Catalina, City Lights, Coastline, Mountain(s), Neighborhood, Ocean, Panoramic, Water, White Water

**Virtual Tour:** [View](#)

**Water Source:** Public

**Window Features:** Double Pane Windows

## Remarks

Enjoy incredible sit-down, panoramic views of the ocean, Catalina Island and the coastline to Palos Verdes from this hilltop paradise situated on one of the premium elevations in all of Arch Beach Heights. Extensively remodeled throughout, recent designer upgrades include: smooth texture ceilings and walls, quartz countertops in kitchen and bathrooms, new cabinets with self-closing drawers throughout, new faucets and fixtures, recessed lighting, refinished hardwood floors, new A/C, professional landscaping and new paint inside and out. Lots of windows provide an abundance of natural light in this open-concept floorplan which features 2 ensuite bedrooms, 4 decks, a direct-access 2 car garage, large storage area and a private backyard. Moulton Meadows park is right around the corner and its amenities include tennis courts, soccer field, playground and access to an extensive network of hiking, running and biking trails. Enjoy the California coastal lifestyle at its finest in this prime location just up the hill from the world renowned Montage Resort, some of Southern Californias finest beaches and the charm of downtown Laguna Beach Village and its many galleries, shops and restaurants. Please see our 3D tour of this home here: <https://www.zillow.com/view-3d-home/93d09fce-fb38-4763-b18b-ae2ac014b700?setAttribution=mls>



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# 911 Santa Ana Street Laguna Beach, CA 92651

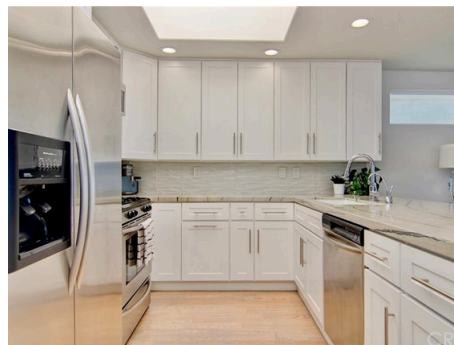
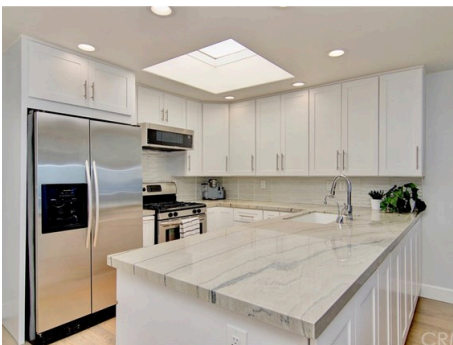
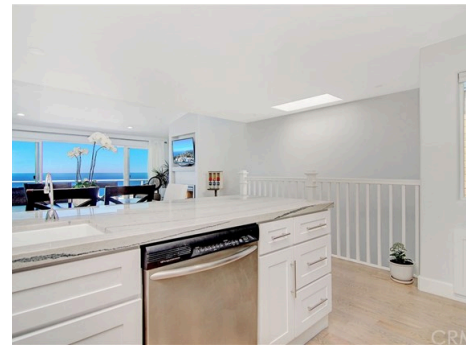
**MLS #OC20096857**

**\$1,720,000** ADJ ↓ \$1,706,000

**3 Beds 3.00 Baths**  
**Year Built 1987**

**1,800 Sq. Ft.** (\$948 / sqft)  
**Days on market: 17**

**CLOSED** 7/21/20



**Emma Mckenna**

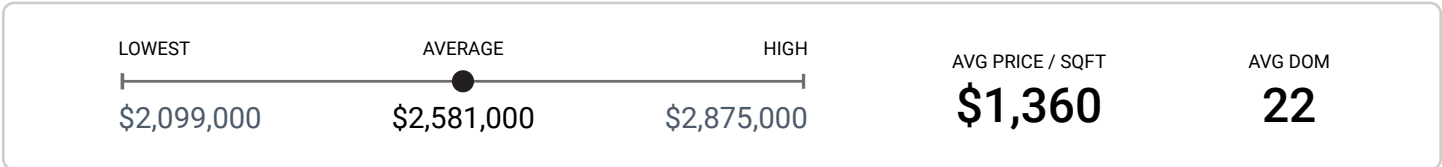
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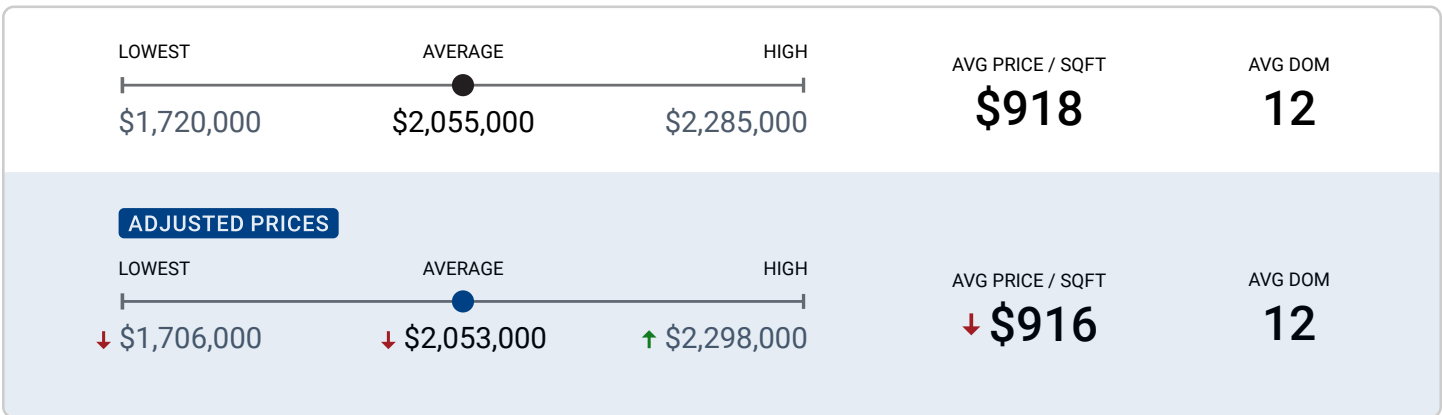
emma.mckenna@wr-realty.com | wrstudios.com | DRE # 01234567

# Comparable Property Statistics

## A 4 Active Listings



## S 4 Sold Listings



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# Sold Property Analysis

## Averages

99.4%

Homes sold for an average of 99.4% of their list price.

12 Days on market

It took an average of 12 days for a home to sell.

## Analysis

ADDRESS	LIST PRICE	SOLD PRICE	% OF LIST PRICE	DOM	\$ PER SQFT
484 Nyes Place	\$2,348,400	\$2,285,000	97.3%	18	\$815
730 Fontana Way	\$2,199,000	\$2,240,000	101.9%	8	\$953
971 Santa Ana Street	\$1,999,000	\$1,975,000	98.8%	8	\$949
911 Santa Ana Street	\$1,720,000	\$1,720,000	100.0%	17	\$948
<b>Averages</b>	<b>\$2,066,600</b>	<b>\$2,055,000</b>	<b>99.4%</b>	<b>12</b>	<b>\$918</b>



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# Online Valuation Analysis

## How accurate are Zestimates?

34.0% | \$976,174

Zestimates varied up to 34.0% or \$976,174 compared to actual MLS prices.

### A 4 Active

ADDRESS	PRICE	ZESTIMATE	DIFFERENCE
2192 Crestview Drive	\$2,875,000	\$1,898,826	-34.0%
255 Diamond Street	\$2,850,000	\$2,890,350	1.4%
1004 Katella Street	\$2,500,000	\$2,317,949	-7.3%
986 Meadowlark Drive	\$2,099,000	\$1,885,037	-10.2%

### S 4 Sold

ADDRESS	SOLD DATE	SOLD PRICE	ZESTIMATE	DIFFERENCE
484 Nyes Place	9/9/20	\$2,285,000	\$2,303,242	0.8%
730 Fontana Way	8/10/20	\$2,240,000	\$2,271,292	1.4%
971 Santa Ana Street	7/31/20	\$1,975,000	\$2,006,470	1.6%
911 Santa Ana Street	7/21/20	\$1,720,000	\$1,750,681	1.8%

Source: Zillow



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# Suggested List Price

Analysis of the comparable properties suggests a list price of:

**\$2,800,000**  
\$767 / sqft

## Comparable Averages per Status

**A** 4 Active  
**\$2,581,000** \$1,360 / sqft  
22 Days on Market

**S** 4 Sold  
**\$2,055,000** \$918 / sqft  
**ADJ↓** \$2,053,000 \$916 / sqft  
12 Days on Market

## Additional Notes

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.



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# Commission Distribution



The vast majority of real estate agents work on commission, meaning that they are paid once the transaction closes. To simplify how commissions are routed, sales commissions are paid out of the seller's proceeds, according to the terms of the listing agreement and/or the sales contract. Thus, the buyers' agent commission is paid by the sellers, as a portion of their listing commission.

All commissions paid to a real estate agent have to pass through their broker; only a broker can pay a commission and only a broker can sign a listing agreement or a buyer representation agreement.

When the home is listed in the Multiple Listing Service (MLS), the listing broker discloses the terms of the commission to other cooperating brokers, so they know what compensation is offered before they bring their buyers to the listing. When the buyer's broker presents an offer to the seller, it typically includes a provision to collect their share of the sales commission, as offered by the listing agent in the MLS.

At the closing, you will see the amount of commission being paid to each agent's brokerage on the closing disclosure form. There will be a portion for the listing brokerage and a portion for the selling brokerage. Each agent will then be paid by their broker for whatever amount of the commission they have earned based on their compensation agreement with their brokerage.

Because agents are independent contractors, they use their portion of the commission to cover all of their business costs, including marketing, health insurance, licensing costs, business insurance, continuing education, and more.



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# Why you need a real estate professional

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Given the proliferations of services that help home buyers and sellers complete their own transaction, you may have considered whether you should go it yourself instead of working with an agent. However, there is no substitute for an experienced professional, and taking on all the responsibility yourself could be costlier than an agent's commission in the long run.

According to the National Association of Realtors' 2019 Profile of Home Buyers and Sellers, only 8% of home sales were accomplished as for sale by owner (FSBO), and of those, 77% knew their buyer personally. FSBO home sales had a median price of \$200,000 in 2019, compared to the agent assisted home sale median price of \$280,000.

Beyond the price advantage of using an agent, homes listed by real estate professionals get more exposure and their sellers get more support. Here are some other considerations:

- They're trained and licensed professionals.
- They have experience in your neighborhood and your market.
- They have oversight from brokers and state licensing officials.
- Their job is to advise you the best way to reach your goals.
- They know how to present your home and deal with buyers.
- They know how and where to market properties effectively.
- They know how to overcome typical snags that occur in real estate transactions and closings.
- They understand state-required disclosures and look out for your best interests.
- They understand personal safety and security for your belongings during showings.
- They know the best resources to make transactions go more smoothly, from bankers to home-stagers to contractors.
- They have access to the most accurate and comprehensive data - the MLS, the only data repository that has the most up-to-date listing and sales information.
- They know how to negotiate.
- Their job is making real estate transactions successful.
- Their continuing education keeps them up-to-date on housing issues.

With a real estate professional in your corner, you'll have a partner by your side to advocate for you and advise you through the entire home sale process.



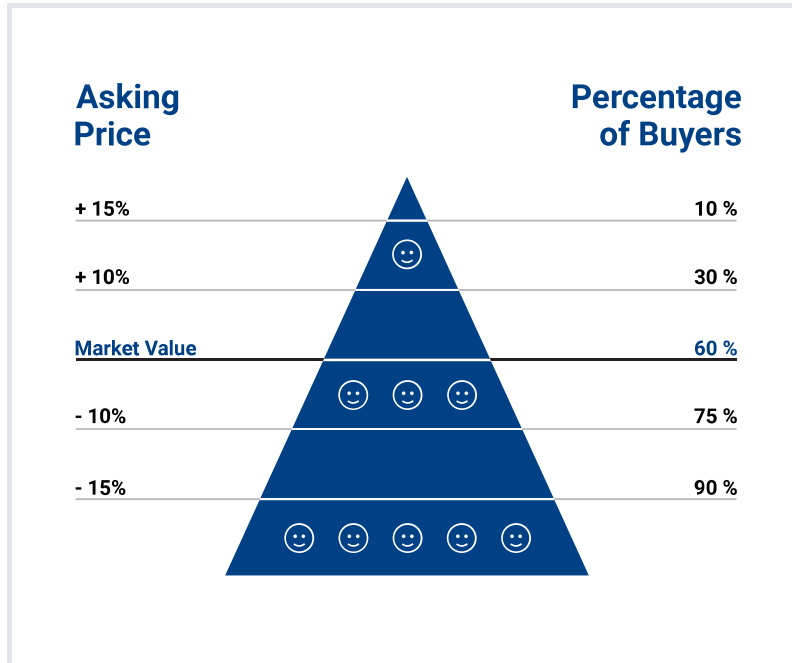
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# Intelligent Pricing and Timing



Pricing a home for sale is as much art as science, but there are a few truisms that never change.

- Fair market value attracts buyers, overpricing never does.
- The first two weeks of marketing are crucial.
- The market never lies, but it can change its mind.

Fair market value is what a willing buyer and a willing seller agree by contract is a fair price for the home. Values can be impacted by a wide range of reasons, but the two biggest are location and condition. Generally, fair market value can be estimated by considering the comparables - other similar homes that have sold or are currently for sale in the same area.

Sellers often view their homes as special, which tempts them to put a higher price on it, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range and look for the best value in that range.



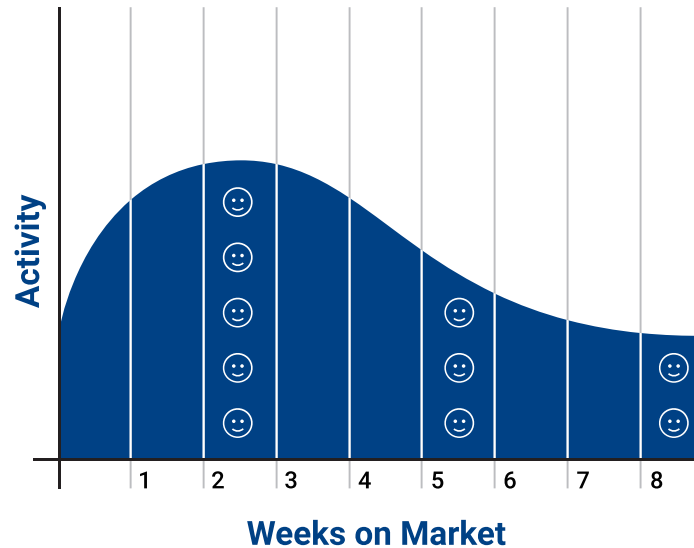
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# Intelligent Pricing and Timing



Your best chance of selling your home is in the first two weeks of marketing. Your home is fresh and exciting to buyers and to their agents.

With a sign in the yard, full description and photos in the local Multiple Listing Service, distribution across the Internet, open houses, broker's caravan, ads, and email blasts to your listing agent's buyers, your home will get the greatest flurry of attention and interest in the first two weeks.

If you don't get many showings or offers, you've probably overpriced your home, and it's not comparing well to the competition. Since you can't change the location, you'll have to either improve the home's condition or lower the price.

Consult with your agent and ask for feedback. Perhaps you can do a little more to spruce up your home's curb appeal, or perhaps stage the interior to better advantage.

The market can always change its mind and give your home another chance, but by then you've lost precious time and perhaps allowed a stigma to cloud your home's value.

Intelligent pricing isn't about getting the most for your home - it's about getting your home sold quickly at fair market value.



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# Showings and Open House Checklist

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Once your home goes on the market, real estate agents may call to show your home anytime, even if you've listed preferred showing times in the instructions. Keeping your home in showtime condition can be challenging, especially if you have children and pets. Here are some pointers for presenting your home in the best light

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## Showings & Open House Checklist

- Eliminate clutter: The less cluttered your home, the better it shows. If you have a lot of knick-knacks, collections, or family mementos, consider renting a portable storage unit, which can be stored until it's time to deliver it to your new home.
- Keep, donate, throw away: If you have time before you go on the market, sort unwanted belongings into one of these three baskets. You'll receive more in tax benefits for your donations than pennies on the dollar at a garage sale. It's faster, more efficient and you'll help more people.
- Remove temptations: Take valuable jewelry and collectibles to a safety deposit box, a safe, or store them in a secure location. Also secure your prescription medicine and private financial documents.
- Remove breakables: Figurines, china, crystal and other breakables should be packed and put away in the garage or storage.
- Be hospitable: You want your home to look like a home. Open the blinds, turn on the lights, and make visitors feel welcomed.
- Have a family plan of action: When a showing happens at an inconvenient time, get the family engaged. Everyone can pitch in to tidy up in a hurry: pick up glasses, plates, clothing, and anything else left lying about.
- Get in the habit: Wash dishes immediately after meals. Clean off countertops. Make beds in the morning. Keep pet toys and beds washed and smelling fresh.
- Clean out the garage and attic: Buyers want to see what kind of storage there is.

## The Essential Five-minute Clean-up for Showings

Everyone gets a basket and cleans up clutter. Check for hazards, like toys left on the floor. Make sure all toys, including bicycles, are put away.

- Put pets in daycare, sleep cages or take them with you: In the listing instructions, there should be a warning if there is a big dog on premises. Buyers with allergies also may appreciate knowing in advance if you have pets.
- Turn on lights: Open the drapes, turn on lights so buyers can really see.
- Give the buyer privacy: The buyer cannot come to your home without being accompanied by an agent. They will be more comfortable touring the home without your presence.



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# Moving Checklist

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**Moving to a new home can be an exciting but stressful journey. By finding the right movers and having a good, though flexible, moving plan, most of the common moving headaches can be easily avoided.**

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## Start planning

Finding the best mover for you at the right price involves a simple evaluation of your needs. Moving companies provide a wide range of services, from planning your move, storing your things, packing and unpacking, to decorating and organizing your belongings in your new home. You can choose which services you want and have them tailored to suit your budget.

## Compare movers

When you compare price and service estimates from several companies, you will find that estimates are based on the weight of your household items, the distance they will be moved, and the amount of packing and other services you will require. Be sure to show the estimator every item that will be moved. Estimates should be done in person and include a clear explanation of rates and charges that will apply, the mover's liability for your belongings, pick-up and delivery schedules, and claims protection.

If you are moving interstate, you should read and understand all of the information you will receive. In addition to brochures explaining their various services, moving companies should give you a copy of a consumer booklet titled "Your Rights and Responsibilities When You Move" and information regarding the mover's participation in a Dispute Settlement Program. Distribution of the consumer booklet and the requirement that movers must offer shippers neutral arbitration as a means of settling disputes that may arise concerning loss or damage on household goods shipments are requirements of the Federal Highway Administration (FHWA).

## Be prepared

Even in the most well-planned moves, something unexpected may happen. In those instances, insurance is crucial. Check with your homeowner's insurance provider about coverage for your belongings while moving. Your mover will provide either released value insurance (about \$0.60 per pound of goods lost or damaged, according to NAVL.com) or full replacement value, which you must sign for on your bill of lading. If you are not sure how to estimate the value of your belongings for insurance purposes, your insurance carrier can help. Items of special value such as heirlooms, paintings, or collectibles can be insured under separate riders. In the event of damage to an item, file a claim immediately. Be sure to save the packing materials to show to the adjuster, should there be any problems.

## Packing up and moving on

Once the time has come to start packing and organizing, here are some tips to make the process smooth:

- Start by packing the things you use most infrequently.



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- Pare down items that have accumulated over time by grouping them into 3 categories Keep, Donate, or Throw Away.
- Create an inventory sheet of valuables and a list of which boxes they were packed in.
- Label your boxes according to the rooms where they'll be moved - bedroom #2, 1st floor bath, etc. Consider using different colored stickers/tape for each room.
- Provide your movers with copies of the floorplan of your new home, so they can move more efficiently without having to stop and ask you where things go.
- Try to keep boxes under 50 lbs. whenever possible, put heavier items in smaller boxes to reduce bulkiness, and place lighter items in larger boxes.
- Dispose of items that can't be moved, like flammable liquids, cleaning fluids, etc. Prepare your mower by emptying the fuel and recycle your propane grill tanks.
- Snap a photo of the back of electronic devices so you know which wires to attach when setting them up in your new home.
- Pack an overnight bag with moving day essentials, including toiletries, clothes, medications, and charger cords.



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