



Researched and prepared by
Amy Eves Walder

Subject Property
1613 Juniper St
Norristown, PA 19401

Prepared exclusively for
Michael & Allison Lucas



Amy Eves Walder
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Comparative Market Analysis



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Wednesday, August 27, 2025

CMA Price Adjustments

This page outlines the subject property versus comparables properties.



<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1613 Juniper St		204 Francis Ave		237 Francis Ave	
MLS#	13-00-18004-001	PAMC2150622		PAMC2126466	
Status	Public Record Comparable	Active		Closed	
Prop Type	RES	Residential		Residential	
City	Norristown	Norristown		Norristown	
Sch District	Norristown Area	Norristown Area		Norristown Area	
Subdiv/Neigh	NORRISTOWN	COLESTON		COLESTON	
Ownership		Fee Simple		Fee Simple	
Style		Cape Cod		Colonial	
Structure Type		Detached		Detached	
Year Built	1942	1942		1948	
Taxes/Tax Yr	\$7,043.00	\$5,370 / 2024		\$7,154 / 2023	
Assessed Val	\$111,630	\$114,950		\$153,140	
List Date		08/11/2025		01/08/2025	
Closed Date	10/20/2017			02/28/2025	
DOM/CDOM	--/	17/17		12/12	
List Price		\$350,000		\$400,000	
Closed Price	\$225,000			\$410,000	
Concessions	\$0.00	\$0.00		\$0.00	
Abv Grd FinSF	1702	1,708		1,903	
Blw Grd FinSF		0		0	
\$/SqFt	\$132.00	\$204.92		\$215.45	
Acres	0.41	0.140		0.290	
Beds	3	3		3	
Baths	2 / 0	2		1 / 1	
Bsmnt Type	Full	Unfinished		Full, Sump Pump, Windows	
Garage Spcs	0	0		1	
Parking					
Fireplaces	1	0		1	
Cooling	Central A/C	Window Unit(s)		Central A/C	
Heating		Hot Water, Radiator		Hot Water	
Water		Public		Public	
Sewer		Public Sewer		Public Sewer	
Waterfront		No		No	
Pool		No Pool		No Pool	

Price
 Total Adjustments
 Adjusted Price

\$350,000
\$0
\$350,000

\$410,000
\$0
\$410,000





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<u>Subject Property</u>		<u>Details</u>	<u>Adjust</u>	<u>Details</u>	<u>Adjust</u>
1613 Juniper St		1504 Astor St		118 W Farnance St	
MLS#	13-00-18004-001	PAMC2120842		PAMC2119860	
Status	Public Record Comparable	Closed		Closed	
Prop Type	RES	Residential		Residential	
City	Norristown	Norristown		Norristown	
Sch District	Norristown Area	Norristown Area		Norristown Area	
Subdiv/Neigh	NORRISTOWN	NONE AVAILABLE		NORRISTOWN	
Ownership		Fee Simple		Fee Simple	
Style		Cape Cod		Colonial	
Structure Type		Detached		Detached	
Year Built	1942	1939		1910	
Taxes/Tax Yr	\$7,043.00	\$6,147 / 2023		\$5,975 / 2023	
Assessed Val	\$111,630	\$100,380		\$97,570	
List Date		10/21/2024		10/16/2024	
Closed Date	10/20/2017	12/20/2024		11/29/2024	
DOM/CDOM	--/	20/20		6/6	
List Price		\$349,900		\$350,000	
Closed Price	\$225,000	\$350,000		\$350,000	
Concessions	\$0.00	\$0.00		\$0.00	
Abv Grd FinSF	1702	1,351		1,692	
Blw Grd FinSF		0		182	
\$/SqFt	\$132.00	\$259.07		\$206.86	
Acres	0.41	0.190		0.110	
Beds	3	3		3	
Baths	2 / 0	2		1 / 1	
Bsmnt Type	Full	Full		Full, Partially Finished	
Garage Spcs	0	0		1	
Parking					
Fireplaces	1	0		0	
Cooling	Central A/C	Central A/C		Central A/C	
Heating		Central		Forced Air	
Water		Public		Public	
Sewer		Public Sewer		Public Sewer	
Waterfront		No		No	
Pool		No Pool		No Pool	

Price
Total Adjustments
Adjusted Price

\$350,000
\$0
\$350,000

\$350,000
\$0
\$350,000





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CMA Price Adjustments

This page outlines the subject property versus comparables properties.



Subject Property

1613 Juniper St

MLS# 13-00-18004-001
Status Public Record Comparable
Prop Type RES
City Norristown
Sch District Norristown Area
Subdiv/Neigh NORRISTOWN
Ownership
Style
Structure Type
Year Built 1942
Taxes/Tax Yr \$7,043.00
Assessed Val \$111,630
List Date
Closed Date 10/20/2017
DOM/CDOM --/
List Price
Closed Price \$225,000
Concessions \$0.00
Abv Grd FinSF 1702
Blw Grd FinSF
\$/SqFt \$132.00
Acres 0.41
Beds 3
Baths 2 / 0
Bsmnt Type Full
Garage Spcs 0

Details

828 Cedar Ln

PAMC2110436
Closed
Residential
Norristown
Norristown Area
OAKWOOD TERRACE
Fee Simple
Colonial, Traditional
Detached
1953
\$7,347 / 2024
\$119,220
07/12/2024
10/18/2024
24/24
\$369,900
\$369,000
\$0.00
1,445
0
\$255.36
0.300
3
1 / 1
Unfinished
0

Adjust

Parking
Fireplaces 1
Cooling Central A/C
Heating
Water
Sewer
Waterfront
Pool

Price

\$369,000

Total Adjustments

\$0

Adjusted Price

\$369,000





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Summary of Comparable Properties

This page summarizes the comparable properties contained in this market analysis.

Active Properties

Address	List Price	Closed Price	Concss	Beds	Full Baths	Half Baths	List Abv Grd	Fin SqFt	Pub Recd Bldg SqFt	\$/SqFt	List Date
1613 Juniper St				3	2	0		1,702	1,702	\$132.00	
204 Francis Ave	\$350,000			3	2			1,708		\$204.92	08/11/2025
Averages:	\$350,000			3	2			1,708		\$204.92	

Closed Properties

Address	List Price	Closed Price	Concss	Beds	Full Baths	Half Baths	List Abv Grd	Fin SqFt	Pub Recd Bldg SqFt	\$/SqFt	Closed Date
1613 Juniper St				3	2	0		1,702	1,702	\$132.00	
237 Francis Ave	\$400,000	\$410,000		3	1	1		1,903		\$215.45	02/28/2025
1504 Astor St	\$349,900	\$350,000		3	2			1,351		\$259.07	12/20/2024
118 W Fornance St	\$350,000	\$350,000		3	1	1		1,692		\$206.86	11/29/2024
828 Cedar Ln	\$369,900	\$369,000		3	1	1		1,445		\$255.36	10/18/2024
Averages:	\$367,450	\$369,750		3	1	1		1,598		\$234.19	

Median of Comparable Listings: **\$350,000**

Average of Comparable Listings: **\$365,800**

	Low	Median	Average	High	Count
Comparable Price	\$350,000	\$350,000	\$365,800	\$410,000	5
Adjusted Comparable Price	\$350,000	\$350,000	\$365,800	\$410,000	5
DOM	6	17	16	24	5





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Subject Property

1613 Juniper St
Norristown, PA 19401



Location

County: **Montgomery, PA**
MLS Area: **Norristown Boro**
School District: **Norristown Area**
Subdivision: **NORRISTOWN**

Lot

Acres: **0.41**
Lot SqFt: **17804**

Building

Property Type: **RES**
Bedrooms: **3**
Full/Half Baths: **2 / 0**

Heating: **// Oil**
Cooling Type: **Central A/C**
Garage Spaces: **0**
Fireplaces: **1**
Basement Type: **Full**

Year Built: **1942**
Above Grade Fin SQFT: **1,702**
Building SQFT: **1,702**
Total SQFT: **1,702**
Price per SQFT: **\$132.00**

Listing and Selling Information

MLS #: **13-00-18004-001**
Tax ID #: **13-00-18004-001**

Land Use Code: **1101**

Days on Market / Taxes

Tax Annual Amount: **\$7,043**
Tax Assessed Value: **\$111,630**





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Comparables Overview

This page summarizes key fields of the listings in this analysis.

The listings in this analysis can be summarized as follows:

Listing Price between \$349,900 and \$400,000

3 Bedrooms

1 to 2 Full Bathrooms

1 Half Bathroom

1,351 to 1,903 Square Feet

\$204.92 to \$258.99 per Square Foot

\$206.86 to \$259.07 per Sold Square Foot



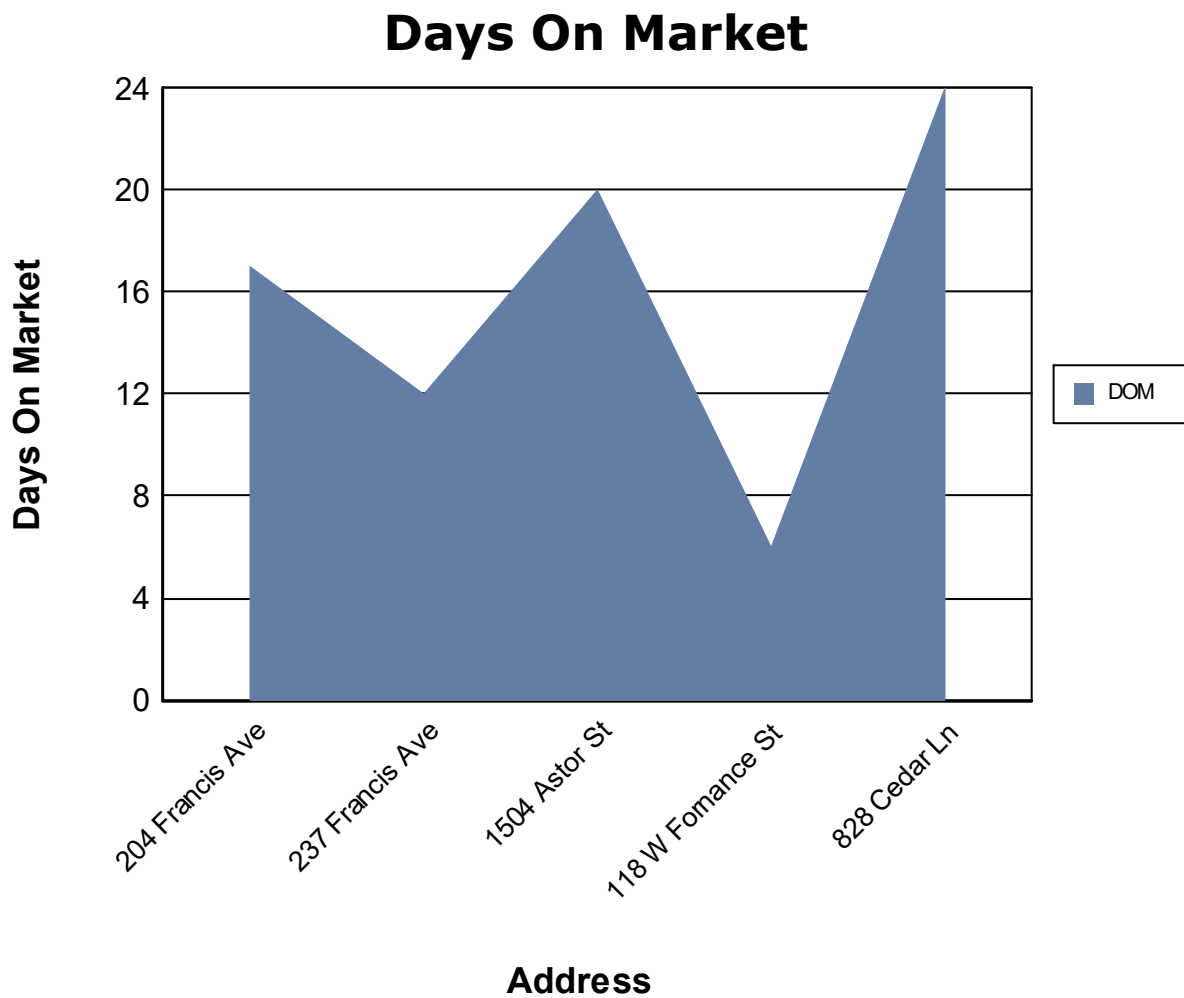


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Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.



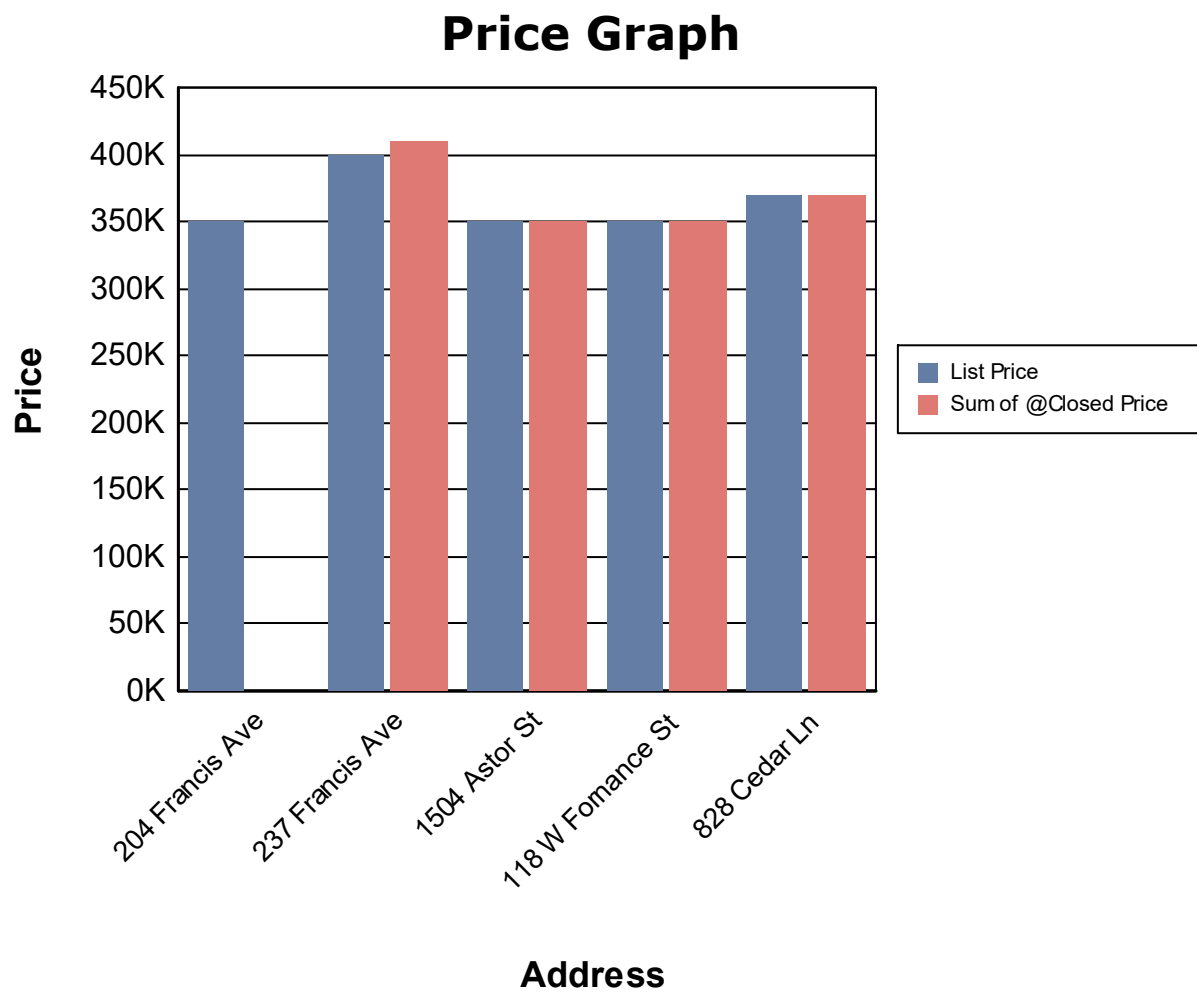


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List Price and Closed Price

This graph illustrates the list price, along with closed price in Closed listings.





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CMA Pro Report

These pages give a general overview of the selected properties.

204 Francis Ave, Norristown, PA **Active** **\$350,000**



MLS #ID: PAMC2150622
Prop Type: Residential
Structure Type: Detached
County: Montgomery, PA
Municipality:
MLS Area: East Norriton Twp
Subdiv/Ngh: COLESTON
School Dist: Norristown Area
Ownership: Fee Simple
Garage Spaces: 0
Parking:
Condition: Good

Beds: 3
Baths: 2
AbvGrdFinSF: 1,708 / Assessor
Lot Size: 0a / 6,000.00sf
Lot Dim: 40.00 x 0.00
Condo/HOA: \$0
New Constr: No
Year Built: 1942
Basement: Yes / Unfinished
Waterfront: No
Dock Type:

Sale Type: Standard

Remarks: Come see this charming Craftsman-style single family home located in Coleston, a quiet and friendly neighborhood filled with tree-lined streets and individually styled homes. The 1600 square foot home offers good flow between living and dining areas and the large eat in kitchen. There are 3 bedrooms and 2 baths, with one bedroom and bath conveniently located on the first floor. There is a small 4th room that can be used as a nursery or office. There is ample closet and storage space, a garage and a full basement. The large front porch and back deck provide great space for relaxing or entertaining. The property is conveniently located in Montgomery County close to excellent schools and with easy access to shopping in Plymouth Meeting and King of Prussia malls and to the major highways of 76, the Blue Route and the Pa. turnpike. This home is move-in ready and is waiting for your unique style to make it your own! Don't wait, make an appointment today!





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CMA Pro Report

These pages give a general overview of the selected properties.

237 Francis Ave, Norristown, PA **Closed** **\$400,000**



MLS #ID: PAMC2126466
Prop Type: Residential
Structure Type: Detached
County: Montgomery, PA
Municipality:
MLS Area: East Norriton Twp
Subdiv/Ngh: COLESTON
School Dist: Norristown Area
Ownership: Fee Simple
Garage Spaces: 1
Parking:
Condition: Very Good

Beds: 3 **Cls Price:** \$410,000
Baths: 1 / 1 **Cls Date:** 2/28/2025
Concess: \$0
AbvGrdFinSF: 1,903 / Assessor
Lot Size: 0a / 12,700.00sf
Lot Dim: 85.00 x 0.00
Condo/HOA: \$0
New Constr: No
Year Built: 1948
Basement: Yes / Full, Sump Pump, Window
Waterfront: No
Dock Type:

Sale Type: Standard

Remarks: If you're looking for a spacious single home with a large fenced yard and plenty of off street parking? Then welcome home!! This well built, all brick center hall colonial is waiting for you! Located on a quiet street in the popular community of "Coleston", but still close to major travel access, shopping and public transportation. Step up and imagine quiet evenings on your large covered front porch. Now enter the lovely foyer and the first thing you'll see are the beautiful, freshly refinished hard wood floors. In addition the whole house has been freshly painted, including basement and garage. On the 1st floor you'll find a large living room with real wood burning fire place, sconces and recessed lighting. A large dining room with built in cabinets. An updated powder room. And a modern kitchen with plenty of cabinetry, stainless steel appliances and granite counter tops. The kitchen has access to the back deck and yard. It also leads to the laundry/storage room and garage. Washer and dryer are included. The up stairs starts with a very nice window seat with storage and a linen closet. Then a full modern 3pc. ceramic tile bath and 3 very large bedrooms. 2 bedrooms have walk in closets. The 3rd has built in shelves and leads to a bonus room. The bonus room has a closet plus under eve storage. All rooms have beautiful hard wood floors and plenty of large windows to let in the natural light. Now head down to the full size basement. Plenty of space for what ever you want. Family room, play room, home office etc. There is also a separate utility room with tons of space for storage. Outside you have plenty of room as well. Large deck for entertaining. Large yard for whatever you need. Lots of space for gardening if you like? The home has Dual Zone HVAC, newer windows and doors. And a remote control garage door. Make an appointment today. Don't miss the chance to make this your new home!

1504 Astor St, Norristown, PA **Closed** **\$349,900**



MLS #ID: PAMC2120842
Prop Type: Residential
Structure Type: Detached
County: Montgomery, PA
Municipality:
MLS Area: Norristown Boro
Subdiv/Ngh: NONE AVAILABLE
School Dist: Norristown Area
Ownership: Fee Simple
Garage Spaces: 0
Parking:
Condition:

Beds: 3 **Cls Price:** \$350,000
Baths: 2 **Cls Date:** 12/20/2024
Concess: \$0
AbvGrdFinSF: 1,351 / Assessor
Lot Size: 0a / 8,276.40sf
Lot Dim: 65.00 x 0.00
Condo/HOA: \$0
New Constr: No
Year Built: 1939
Basement: Yes / Full
Waterfront: No
Dock Type:

Sale Type: Standard

Remarks: Welcome to your dream home! This beautifully updated 3-bedroom, 2-bath residence features a bright living space, a modern kitchen with sleek finishes, and a stylish bathroom. Enjoy the expansive yard, perfect for outdoor entertaining, along with a driveway for convenient parking and a patio for relaxing evenings. Don't miss out—schedule a showing today!





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CMA Pro Report

These pages give a general overview of the selected properties.

118 W Fornance St, Norristown, PA Closed \$350,000



MLS #ID: PAMC2119860
Prop Type: Residential
Structure Type: Detached
County: Montgomery, PA
Municipality:
MLS Area: Norristown Boro
Subdiv/Ngh: NORRISTOWN
School Dist: Norristown Area
Ownership: Fee Simple
Garage Spaces: 1
Parking:
Condition:

Beds: 3
Baths: 1 / 1
AbvGrdFinSF: 1,692 / Assessor
Lot Size: 0a / 4,824.00sf
Lot Dim: 40.00 x 0.00
Condo/HOA: \$0
New Constr: No
Year Built: 1910
Basement: Yes / Full, Partially Finished
Waterfront: No
Dock Type:

Sale Type: Standard

Remarks: Welcome home to this stunning Norristown renovation! Built circa 1910, this single family home has all of the charm of history's past and the modern finishes today's buyer craves. A charming front porch invites you into the foyer, where you will be pleasantly greeted by beautiful hardwood floors running throughout the open layout main level. This level boasts a formal living room with built-in speakers, an eat-in-kitchen with granite countertops, granite breakfast bar, and stainless steel appliances, a dining room, and a conveniently placed powder room. Upstairs are three spacious bedrooms (all equipped with ceiling fans), a laundry area, and a huge slate tile full bath featuring an enormous walk-in shower with built-in shelving and bench. This home was converted to gas forced air heat and central air conditioning and also features a tankless hot water heater system. Plenty of storage available with your full, walk-out basement, already plumbed for a full bath, and 3rd story walk-up attic. Outdoor space is abundant with your relaxing front porch and backyard. Bonus features include solar panels (2023 electric bills were only \$13/month!), updated windows, a 10 year old roof, a detached 1-car garage (with an outlet for an electric car charger) and a 2-car rear driveway. Conveniently located within minutes to shopping, highway entrances and all forms of public transportation.

828 Cedar Ln, Norristown, PA Closed \$369,900



MLS #ID: PAMC2110436
Prop Type: Residential
Structure Type: Detached
County: Montgomery, PA
Municipality:
MLS Area: Norristown Boro
Subdiv/Ngh: OAKWOOD TERRACE
School Dist: Norristown Area
Ownership: Fee Simple
Garage Spaces: 0
Parking:
Condition:

Beds: 3
Baths: 1 / 1
AbvGrdFinSF: 1,445 / Assessor
Lot Size: 0a / 12,996.00sf
Lot Dim: 120.00 x 0.00
Condo/HOA: \$0
New Constr: No
Year Built: 1953
Basement: Yes / Unfinished
Waterfront: No
Dock Type:

Sale Type: Standard

Remarks: FABULOUS single-family, solid brick Colonial! This home is tucked away on a quiet street, and offers 3 Bedrooms and 1.5 Bathrooms. The main level has a formal Living Room with lots of windows bringing in natural light, a formal Dining Room, and an updated Kitchen with stainless-steel appliances with a gas range. Out the back door, you'll find a covered back patio, which is perfect for morning coffee and evening tea, or set up your favorite grill and patio furniture, and combine your indoor/outdoor entertaining! BIG back yard! Upstairs, you'll find 3 Bedrooms, including the Primary, and the full hallway bath. Get ready for movie nights and game days in the finished basement! Plenty of room for your big screen tv, and game tables! Easy access to major routes, including the PA Turnpike, and routes 76 and 476. Near shopping and dining! Call for a private showing!





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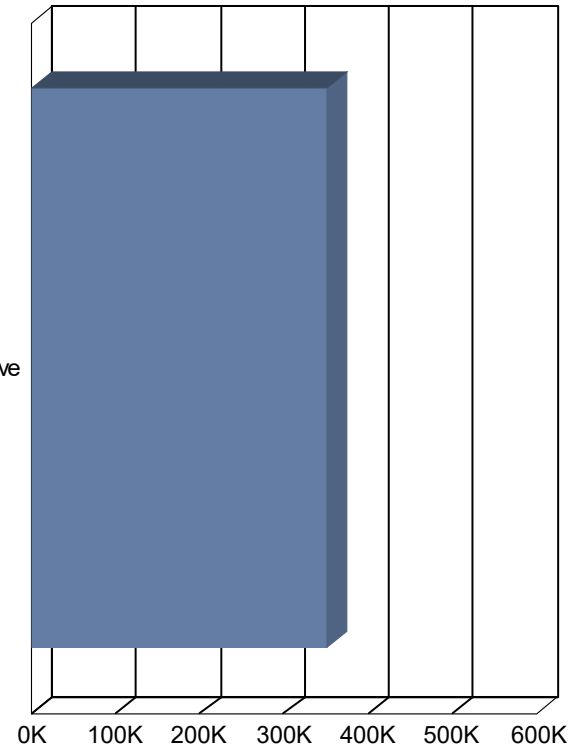
CMA Pro Report

These pages give a general overview of the selected properties.

Active Properties

Total # of Listings	1
Lowest Price	\$350,000
Highest Price	\$350,000
Average Price	\$350,000
Avg. Price/SqFt	\$204.92
Avg DOM	17

204 Francis Ave



Closed Properties

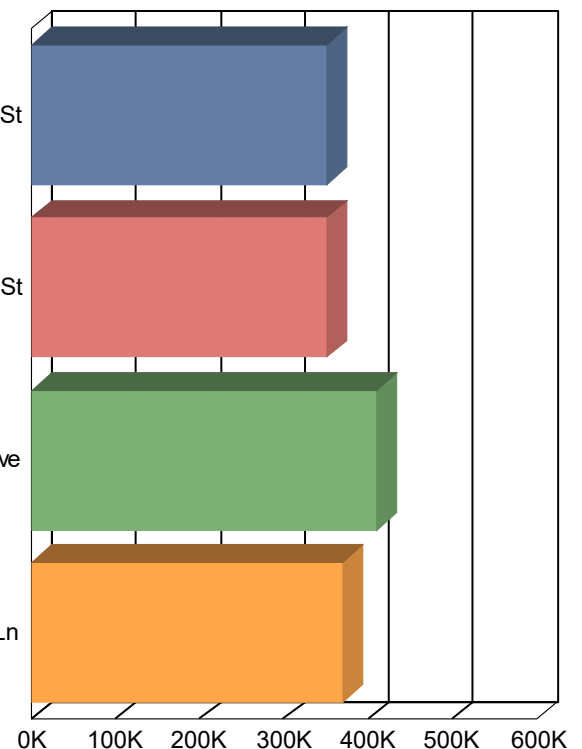
Total # of Listings	4
Lowest Price	\$350,000
Highest Price	\$410,000
Average Price	\$369,750
Avg. Price/SqFt	\$234.19
Avg DOM	16

118 W Fornance St

1504 Astor St

237 Francis Ave

828 Cedar Ln





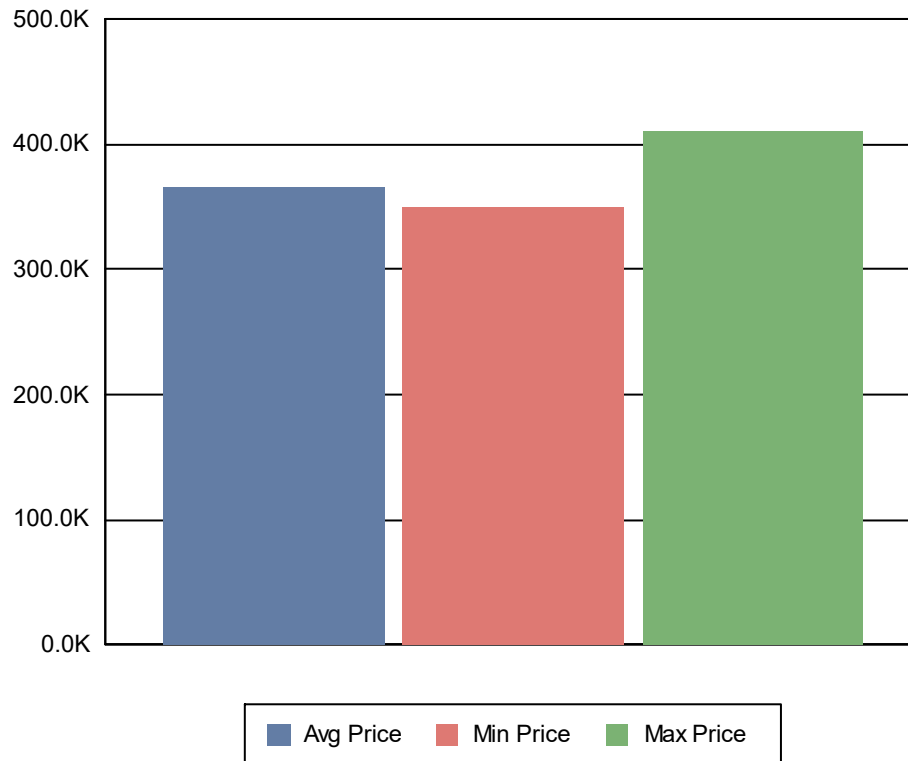
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CMA Pro Report

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Summary Graph/Analysis



Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg \$ Per SF
Active	\$350,000	\$350,000	\$350,000	\$204.92
Closed	\$350,000	\$410,000	\$369,750	\$234.19
Totals / Averages	\$350,000	\$410,000	\$365,800	\$228.33

Closed Property Analysis

Address	List Price	Closed Price	Concss	DOM	%CP/LP	CP/Sqft
237 Francis Ave	\$400,000	\$410,000	\$0.00	12	102.50%	\$215.45
1504 Astor St	\$349,900	\$350,000	\$0.00	20	100.03%	\$259.07
118 W Fornance St	\$350,000	\$350,000	\$0.00	6	100.00%	\$206.86
828 Cedar Ln	\$369,900	\$369,000	\$0.00	24	99.76%	\$255.36
Total Averages	\$367,450	\$369,750	\$0.00	15.50	100.57%	\$234.18





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CMA Pro Report

These pages give a general overview of the selected properties.

Property Summary

S	Street Address	Bds	Bth	Sqft	List Price	Closed Price	Conc	Closed Date	DOM
ACT	204 Francis Ave	3	2	1,708	\$350,000				17
CLS	237 Francis Ave	3	1 / 1	1,903	\$400,000	\$410,000		02/28/2025	12
CLS	1504 Astor St	3	2	1,351	\$349,900	\$350,000		12/20/2024	20
CLS	118 W Fornance St	3	1 / 1	1,692	\$350,000	\$350,000		11/29/2024	6
CLS	828 Cedar Ln	3	1 / 1	1,445	\$369,900	\$369,000		10/18/2024	24





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Brief Summary of Compared Listings

This report summarizes the comparable listings contained in this market analysis.

Status: Active

MLS#	Address	Bds	Bth	SqFt Tot	Acres	DOM	List Price	Closed	Conc	List Dt
PAMC2150622	204 Francis Ave	3	2	1,708	0.14	17	\$350,000			08/11/2025
Averages:		3	1/1	1,708	0.14	17	\$350,000			

Status: Closed

MLS#	Address	Bds	Bth	SqFt Tot	Acres	DOM	List Price	Closed	Conc	Closed Dt
PAMC2126466	237 Francis Ave	3	1 / 1	1,903	0.29	12	\$400,000	\$410,000		02/28/2025
PAMC2120842	1504 Astor St	3	2	1,351	0.19	20	\$349,900	\$350,000		12/20/2024
PAMC2119860	118 W Fornance St	3	1 / 1	1,692	0.11	6	\$350,000	\$350,000		11/29/2024
PAMC2110436	828 Cedar Ln	3	1 / 1	1,445	0.30	24	\$369,900	\$369,000		10/18/2024
Averages:	\$369,750	3	1/1	1,598	0.22	16	\$367,450	\$369,750		

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg CDOM
Active	1	\$350,000	\$204.92	\$350,000	\$350,000	\$350,000	17
Closed	4	\$369,750	\$234.19	\$359,500	\$350,000	\$410,000	16
Total	5	\$365,800	\$228.33	\$350,000	\$350,000	\$410,000	16





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Results Statistics

Prepared By: Amy Eves Walder

Listings as of **08/27/25 at 3:41 pm**

Residential Sale

Active Properties

MLS #	Address	City	Bds	Bths	Yr Blt	Acres	Abv Grd SF	\$/SqFt	List Price	DOM
PAMC2150622	204 Francis Ave	Norristown	3	2	1942	0.14	1,708	\$204.92	\$350,000	17

# LISTINGS:	1	Medians:	3	2.0	1942	0.14	1,708	\$204.92	\$350,000	17
		Minimums:	3	2.0	1942	0.14	1,708	\$204.92	\$350,000	17
		Maximums:	3	2.0	1942	0.14	1,708	\$204.92	\$350,000	17
		Averages:	3	2.0	1942	0.14	1,708	\$204.92	\$350,000	17

Closed Properties

MLS #	Address	City	Bds	Bths	Yr Blt	Acres	Abv Grd SF	CL\$/SqFt	List Price	CL Price	Concess	CL Date	CLP%LP	DOM
PAMC2119860	118 W Fornance St	Norristown	3	1 / 1	1910	0.11	1,692	\$206.86	\$350,000	\$350,000		11/29/2024	100.00	6
PAMC2120842	1504 Astor St	Norristown	3	2	1939	0.19	1,351	\$259.07	\$349,900	\$350,000		12/20/2024	100.03	20
PAMC2110436	828 Cedar Ln	Norristown	3	1 / 1	1953	0.30	1,445	\$255.36	\$369,900	\$369,000		10/18/2024	99.76	24
PAMC2126466	237 Francis Ave	Norristown	3	1 / 1	1948	0.29	1,903	\$215.45	\$400,000	\$410,000		02/28/2025	102.50	12

# LISTINGS:	4	Medians:	3	2.0	1944	0.24	1,569	\$235.41	\$359,950	\$359,500			100.01	16
		Minimums:	3	2.0	1910	0.11	1,351	\$206.86	\$349,900	\$350,000			99.76	6
		Maximums:	3	2.0	1953	0.30	1,903	\$259.07	\$400,000	\$410,000			102.50	24
		Averages:	3	2.0	1938	0.22	1,598	\$234.19	\$367,450	\$369,750			100.57	16

Quick Statistics (5 Listings Total)

	Min	Max	Average	Median
List Price	\$349,900	\$400,000	\$363,960	\$350,000
Closed Price	\$350,000	\$410,000	\$369,750	\$359,500
DOM	6	24	16	17

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Residential Stats - Analysis Detail Report

Active 1 LISTING

	List Price	/ Orig. Price	= % of	DOM	CDOM	Age
204 Francis Ave	\$350,000	\$350,000	100.00	17	17	83
Low	\$350,000	\$350,000	100.00	17	17	83
High	\$350,000	\$350,000	100.00	17	17	83
Median	\$350,000	\$350,000	100.00	17	17	83
Average	\$350,000	\$350,000	100.00	17	17	83

Closed 4 LISTINGS

Price when initially entered						Price at time of sale								
	Closed Price - Concession	=	Net Price	/	Orig. Price =	% Of	Closed Price - Concession	=	Net Price /	List Price =	% Of	DOM	CDOM	Age
237 Francis Ave	\$410,000		\$410,000		\$400,000.00	102.50	\$410,000		\$410,000	\$400,000	102.50	12	12	77
1504 Astor St	\$350,000		\$350,000		\$359,900.00	97.25	\$350,000		\$350,000	\$349,900	100.03	20	20	86
118 W Fornance St	\$350,000		\$350,000		\$350,000.00	100.00	\$350,000		\$350,000	\$350,000	100.00	6	6	115
828 Cedar Ln	\$369,000		\$369,000		\$369,900.00	99.76	\$369,000		\$369,000	\$369,900	99.76	24	24	72
Low	\$350,000	\$0	\$350,000		\$350,000	97.25	\$350,000		\$350,000	\$349,900	99.76	6	6	72
High	\$410,000	\$0	\$410,000		\$400,000	102.50	\$410,000		\$410,000	\$400,000	102.50	24	6	115
Median	\$359,500	\$0	\$359,500		\$364,900	99.88	\$359,500		\$359,500	\$359,950	100.01	16	16	82
Average	\$369,750	\$0	\$369,750		\$369,950	99.88	\$369,750		\$369,750	\$367,450	100.57	16	16	88

Report Totals Properties: 5

	List Price:	Orig. List Price:	% of:	Closed Price:	Concession:	Net Price:	DOM:	CDOM:	Age:
Low	\$349,900	\$350,000	97.25	\$350,000		\$350,000	6	6	72
High	\$400,000	\$400,000	102.50	\$410,000		\$410,000	24	24	115
Median	\$350,000	\$359,900	99.88	\$359,500		\$359,500	17	17	83
Average	\$363,960	\$365,960	99.88	\$369,750		\$369,750	16	16	87



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Wednesday, August 27, 2025

Pricing Recommendation

General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

Market Statistics...

Closed Price Statistics

Average Price: \$365,800
High Price: \$410,000
Median Price: \$350,000
Low Price: \$350,000

Closed Price Per Sq. Ft. Statistics

Average Price/Sq Ft: \$228
High Price/Sq Ft: \$259
Median Price/Sq Ft: \$215
Low Price/Sq Ft: \$205

Figures are based on closed price after adjustments, and rounded to the nearest \$100.

Summary...

After analyzing your property, comparable properties on the market now, recent sales and comparable properties that failed to sell, I conclude that in the current market, your property is most likely to sell for .

Notwithstanding any language to the contrary contained herein, this Competitive Market Analysis is NOT an appraisal of the market value for property and is not intended to be used for any legal purpose including approval of a mortgage loan, modification of a mortgage loan, divorce/property separation, estate settlement, bankruptcy proceedings or any other purpose where real estate value is needed. If an appraisal is desired, the services of a licensed or certified appraiser must be obtained.





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CMA 4-Up Public Records Report

Wednesday, August 27, 2025

This page outlines the subject property versus comparables properties.



Address	1613 Juniper St	204 Francis Ave	1504 Astor St	118 W Fornance St
County	Montgomery, PA	Montgomery, PA	Montgomery, PA	Montgomery, PA
Municipality	Norristown Boro	East Norriton Twp	Norristown Boro	Norristown Boro
Neighborhood	NORRISTOWN	COLESTON	NORRISTOWN	NORRISTOWN
Status	Public Record Comparable	Active	Closed	Closed
Closed Date	10/20/17		12/31/24	11/19/24
List Price		\$350,000	\$349,900	\$350,000
Closed Price	\$225,000		\$350,000	\$350,000
Concessions	\$0.00	\$0.00	\$0.00	\$0.00
Financing			Conventional	Conventional
Property Class	RES	Residential	Residential	Residential
Structure Type				
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type				
Style				
Levels/Stories		1.50	1.50	2.00
Year Built	1942	1942	1939	1910
Condition		Good		
Annual Tax	\$7,043	\$5,370	\$6,333	\$6,156
Tax Total Asmt	\$111,630	\$114,950	\$100,380	\$97,570
Lot Acres/SqFt	0.41a / 17804sf	0a / 6,000.00sf	0a / 8,255.00sf	0a / 4,824.00sf
Lot Dimension		40.00 x 0.00	65.00 x 0.00	40.00 x 0.00
Waterfront		No	No	No
Abv Grd Fin SF	1,702	1,708	1,351	1,692
Total Bldg SF	1702	1,708	1,351	1,690
Total Units	1	1	1	1
Bedrooms	3	3	3	3
Baths	2 / 0	2	2	1 / 1
Garage Spaces	0	0	0	0
Parking Feat				
Basement	Full	Full	Full	Full
Cooling	Central A/C			
Heat		Central	Central	Central
Pool		False	False	False
DOM		17	20	6
MLS#	13-00-18004-001	PAMC2150622	PAMC2120842	PAMC2119860





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Wednesday, August 27, 2025

CMA 4-Up Public Records Report

This page outlines the subject property versus comparables properties.



Address	1613 Juniper St	828 Cedar Ln	237 Francis Ave
County	Montgomery, PA	Montgomery, PA	Montgomery, PA
Municipality	Norristown Boro	Norristown Boro	East Norriton Twp
Neighborhood	NORRISTOWN	OAKWOOD TERRACE	COLESTON
Status	Public Record Comparable	Closed	Closed
Closed Date	10/20/17	10/10/24	2/13/25
List Price		\$369,900	\$400,000
Closed Price	\$225,000	\$369,000	\$410,000
Concessions	\$0.00	\$0.00	\$0.00
Financing		FHA	Conventional
Property Class	RES	Residential	Residential
Structure Type			
Ownership		Fee Simple	Fee Simple
Sale Type			
Style			
Levels/Stories		2.00	2.00
Year Built	1942	1953	1948
Condition			Very Good
Annual Tax	\$7,043	\$7,522	\$7,154
Tax Total Asmt	\$111,630	\$119,220	\$153,140
Lot Acres/SqFt	0.41a / 17804sf	0a / 12,996.00sf	0a / 12,700.00sf
Lot Dimension		120.00 x 0.00	85.00 x 0.00
Waterfront		No	No
Abv Grd Fin SF	1,702	1,445	1,903
Total Bldg SF	1702	1,445	1,903
Total Units	1	1	1
Bedrooms	3	3	3
Baths	2 / 0	1 / 1	1 / 1
Garage Spaces	0	0	0
Parking Feat			
Basement	Full	Full	Full
Cooling	Central A/C		Central Air
Heat		Central	Central
Pool		False	False
DOM		24	12
MLS#	13-00-18004-001	PAMC2110436	PAMC2126466





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Wednesday, August 27, 2025

CMA 4-Up Listings Report

This page outlines the subject property versus comparables properties.



Address	1613 Juniper St	204 Francis Ave	237 Francis Ave	1504 Astor St
County	Montgomery, PA	Montgomery, PA	Montgomery, PA	Montgomery, PA
Municipality	Norristown Boro	East Norriton Twp - Montgon	East Norriton Twp - Montgon	Norristown Boro - Montgome
Neighborhood	NORRISTOWN	COLESTON	COLESTON	NONE AVAILABLE
Status	Public Record Comparable	Active	Closed	Closed
Closed Date	10/20/17		02/28/2025	12/20/2024
List Price		\$350,000	\$400,000	\$349,900
Closed Price	\$225,000		\$410,000	\$350,000
Concessions	\$0.00	\$0.00	\$0.00	\$0.00
Financing			Conventional	Conventional
Property Class	RES	Residential	Residential	Residential
Structure Type		Detached	Detached	Detached
Ownership		Fee Simple	Fee Simple	Fee Simple
Sale Type		Standard	Standard	Standard
Style		Cape Cod	Colonial	Cape Cod
Levels/Stories		2	2	2
Year Built	1942	1942	1948	1939
Condition		Good	Very Good	
Annual Tax	\$7,043	\$5,370	\$7,154	\$6,147
Tax Total Asmt	\$111,630	\$114,950	\$153,140	\$100,380
Lot Acres/SqFt	0.41a / 17804sf	0a / 6,000.00sf	0a / 12,700.00sf	0a / 8,276.40sf
Lot Dimension		40.00 x 0.00	85.00 x 0.00	65.00 x 0.00
Waterfront		No	No	No
Abv Grd Fin SF	1702	1,708	1,903	1,351
Blw Grd Fin SF		0	0	0
Total Bldg SF	1702	1,708	1,903	1,351
Total Units	1	0	0	0
Bedrooms	3	3	3	3
Baths	2 / 0	2	1 / 1	2
Garage Spaces	0	0	1	0
Parking Feat				
Basement	Full	Unfinished	Full, Sump Pump, Windows	Full
Cooling	Central A/C	Window Unit(s)	Central A/C	Central A/C
Heat		Hot Water, Radiator	Hot Water	Central
Pool		No Pool	No Pool	No Pool
DOM		17	12	20
MLS#	13-00-18004-001	PAMC2150622	PAMC2126466	PAMC2120842





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Wednesday, August 27, 2025

CMA 4-Up Listings Report

This page outlines the subject property versus comparables properties.



Address	1613 Juniper St	118 W Fornance St	828 Cedar Ln
County	Montgomery, PA	Montgomery, PA	Montgomery, PA
Municipality	Norristown Boro	Norristown Boro - Montgome	Norristown Boro - Montgome
Neighborhood	NORRISTOWN	NORRISTOWN	OAKWOOD TERRACE
Status	Public Record Comparable	Closed	Closed
Closed Date	10/20/17	11/29/2024	10/18/2024
List Price		\$350,000	\$369,900
Closed Price	\$225,000	\$350,000	\$369,000
Concessions	\$0.00	\$0.00	\$0.00
Financing		Conventional	FHA
Property Class	RES	Residential	Residential
Structure Type		Detached	Detached
Ownership		Fee Simple	Fee Simple
Sale Type		Standard	Standard
Style		Colonial	Colonial, Traditional
Levels/Stories		3	2
Year Built	1942	1910	1953
Condition			
Annual Tax	\$7,043	\$5,975	\$7,347
Tax Total Asmt	\$111,630	\$97,570	\$119,220
Lot Acres/SqFt	0.41a / 17804sf	0a / 4,824.00sf	0a / 12,996.00sf
Lot Dimension		40.00 x 0.00	120.00 x 0.00
Waterfront		No	No
Abv Grd Fin SF	1702	1,692	1,445
Blw Grd Fin SF		182	0
Total Bldg SF	1702	2,510	1,445
Total Units	1	0	0
Bedrooms	3	3	3
Baths	2 / 0	1 / 1	1 / 1
Garage Spaces	0	1	0
Parking Feat			
Basement	Full	Full, Partially Finished	Unfinished
Cooling	Central A/C	Central A/C	Ceiling Fan(s), Central A/C
Heat		Forced Air	Forced Air
Pool		No Pool	No Pool
DOM		6	24
MLS#	13-00-18004-001	PAMC2119860	PAMC2110436



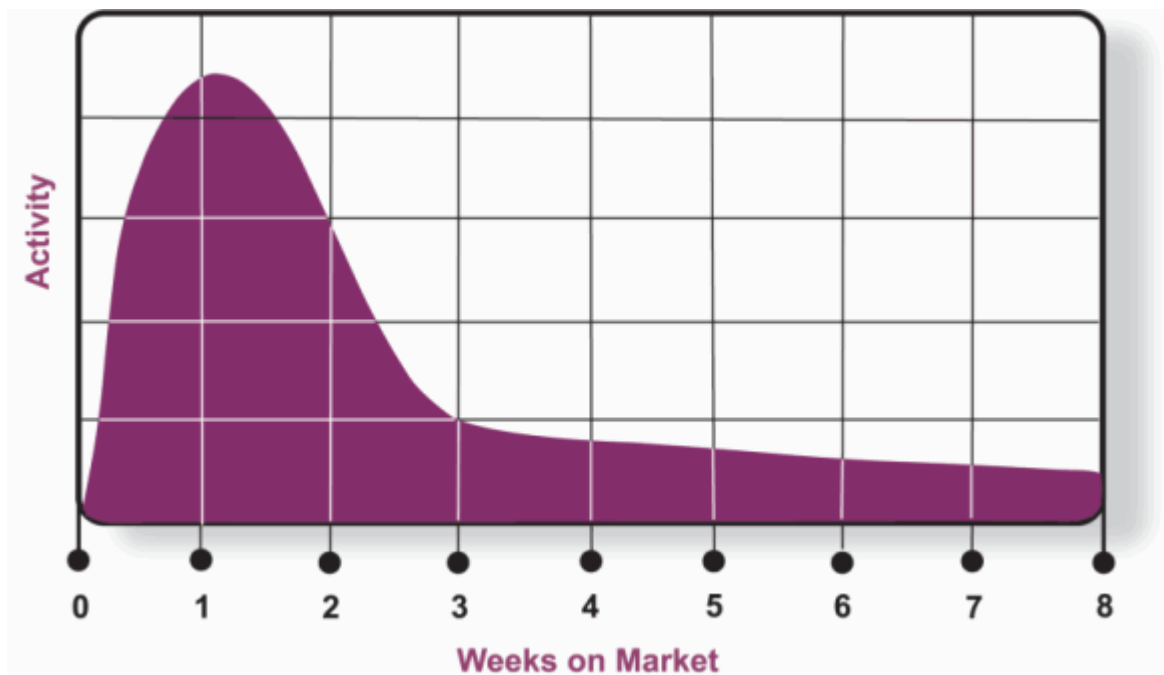


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Wednesday, August 27, 2025

Activity vs. Timing

This chart highlights the importance of pricing correctly at market value.



This chart illustrates the level of excitement and interest in a new listing over time. It also demonstrates the importance of pricing correctly. When a property is first listed, it generates a very high level of interest from prospective buyers, which reduces dramatically over time. It is important to be priced correctly from the beginning, during the peak of this curve.





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Wednesday, August 27, 2025

The Benefits of Using a Professional REALTOR®

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

Pricing

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

Marketing

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

Security

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

Negotiating

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

Monitoring, Renegotiating, Closing or Settling

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs





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Wednesday, August 27, 2025

The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.



This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.



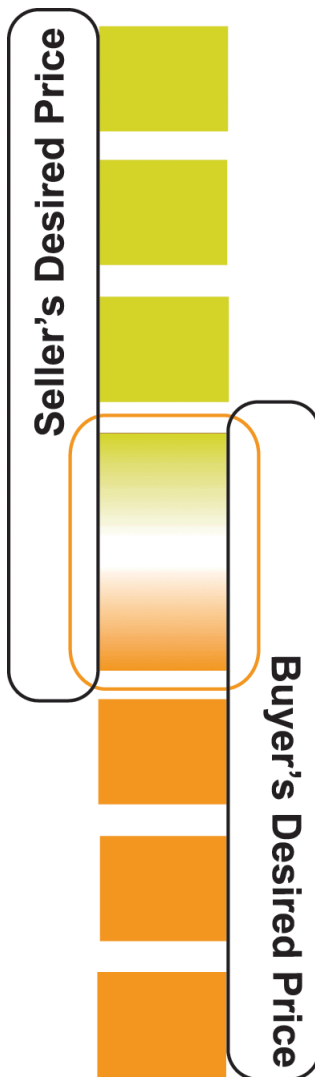


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Wednesday, August 27, 2025

Setting the Price

This chart highlights the importance of pricing correctly at market value.



When setting a price for your property, the listing level must strike a balance between the seller's need to achieve the best-possible return and the buyer's need to get good value. With many years of experience, a professional Real Estate Agent can help you set a price that will accomplish both objectives.

Establishing market value

The market value of your property is determined in exactly the same way as any other commodity – what a buyer is willing to pay for it in today's market. Despite the price you paid originally, or the value of any improvements you may have made, the value is determined by market forces.

Look at the competition

Buyers look at about a dozen properties on average before making an offer on a property. As a result, they have a good overview of the market and will compare your property against the competition. If it's not in line with similar properties that are available, buyers won't consider it good value for money.





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Wednesday, August 27, 2025

Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

Less is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.





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Wednesday, August 27, 2025

What it Takes to Show

This page describes what it takes to show your property.

Scheduling the Showing

Coordination is the key. Before a sales associate from our firm or a cooperating broker shows or previews your property, a representative from our firm will contact you to schedule an appointment. You will then be notified of the timing, and, if it's acceptable, the appointment will be confirmed. If you can't be reached, the showing will proceed on the understanding that you wouldn't want to miss any chances for interested buyers to view your property.

Timing

Ordinarily, you'll get plenty of notice about an appointment request. Some buyers, however, may ask to see your property as soon as possible. In such cases, a showing could take place within an hour or so. If a buyer requests a change to the timing of a scheduled showing, you'll be given as much notice as possible.

Special Instructions

Any special instructions you may have given to your listing agent, such as information on pets, parking or security, will be listed in your property file and thoroughly explained to the sales associate who requested the showing.

The Showing

If you're not on hand during a showing, the sales associate will use the property's lock box to enter. If you're available, sales associates will introduce themselves and give you a business card.

Privacy

The fewer people around during a showing, the better. It's also a good rule to let the buyer roam freely and discuss the property with the sales associate without interruption. A properly briefed sales associate will know the buyer's needs and will be able to point out the features that meet the requirements.

Contact Information

If you're not going to be available to approve an appointment request, it's important to notify your sales associate. By leaving a telephone number where you can be contacted, you can be notified immediately about an offer.

Previews

Occasionally, sales associates may schedule an appointment to view your property without a buyer. By familiarizing themselves with what's on the market, they will be an excellent position to alert a buyer to a property that fits the bill.

Unscheduled Appointments

Ask any people who show up to view your property without an appointment to telephone the listing agent to request a showing. Even if the person identifies himself or herself as a licensed sales associate, an appointment request must be made first through your listing agent.



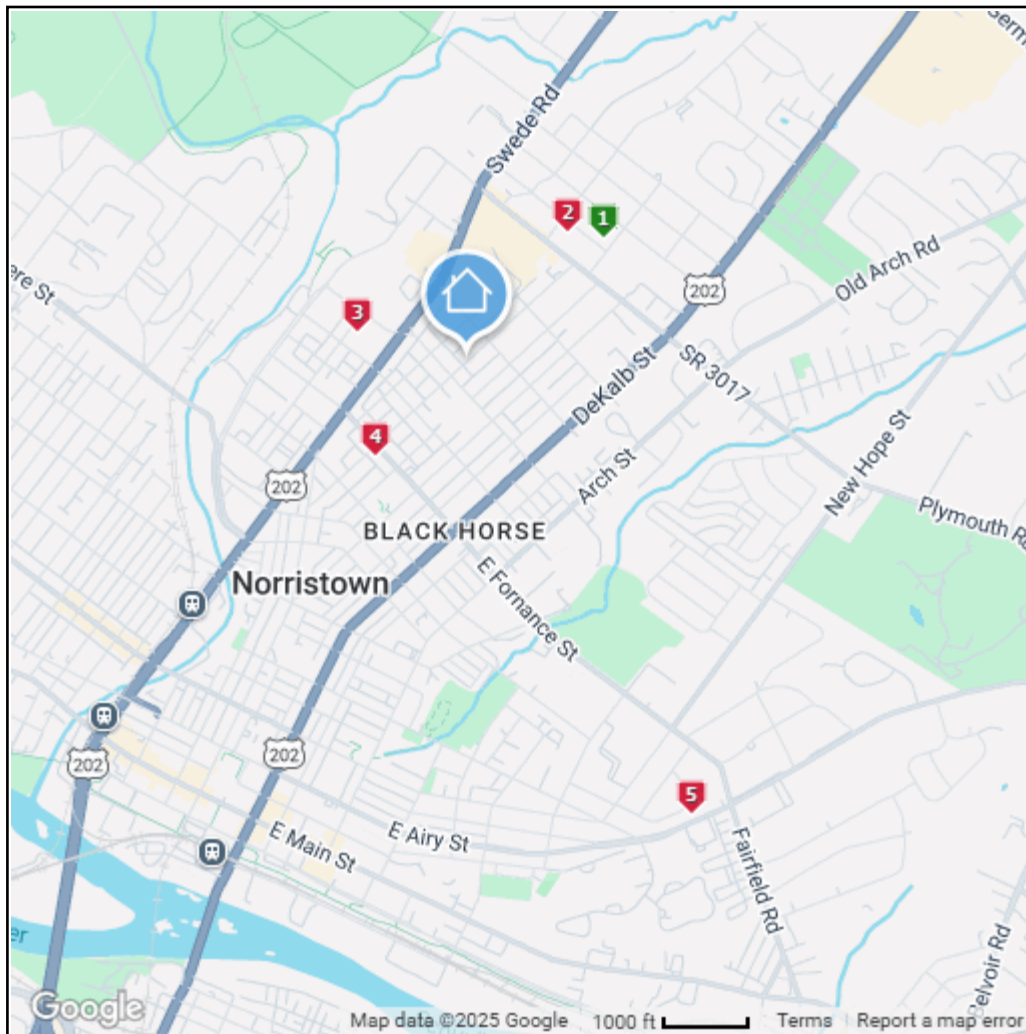


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Wednesday, August 27, 2025

CMA Map

This page displays the Map for the CMA Subject and your comparables.



1613 Juniper St

- 1 204 Francis Ave
- 2 237 Francis Ave
- 3 1504 Astor St
- 4 118 W Fomance St
- 5 828 Cedar Ln

