



COMPARABLES

While we appreciate third-party brokers and their involvement in providing MLS information, we have found that their listed property data often contains many inconsistencies and unreliable information. The brokers involved are responsible for inputting financial information, specifically rental income and expenses. Unfortunately, the majority of multifamily listings on the MLS originate from brokers of various backgrounds and experiences, most of whom specialize in residential sales and many who have never listed a commercial property before. While no malice is intended, a lot of the information, especially expense related, is either incorrect or completely omitted, which can drastically affect actual returns of the property. Further, the information on finances is never vetted or audited by the MLS nor by any third-party service.

The vast majority of MLS listings expense data such as property management, maintenance and snow/lawn care are drastically understated or neglected altogether. Here at Citypoint, we analyze past sales using the same metrics we use for the properties offered through our platform. We use standardized management expenses (5%), maintenance expense per unit (to a comparable asset class and condition) and per unit insurance estimate based on Citypoint's collection of historical data of hundreds of multifamily transactions and units managed.

The comparables below were assessed using Citypoint analysis and are deemed to be a more accurate comparison. For any questions, please contact us.

Citypoint Illinois, LLC
www.citypoint.com

COMPARABLE

4713 ELM ST. LISLE IL 60532



SOLD PRICE:

\$580K

PRICE PER UNIT:

\$193,333

DAYS ON MARKET:

95

CLOSED DATE:

10/10/2022

PROPERTY INFORMATION

Units	3
Year Built	UNK
Beds	7
Baths	4
Condition	C+
Listing Type	MLS
Occupancy	66%
Proximity To Subject	1.6 Miles

FINANCIAL DATA

Sold Price	\$580,000
Price/Unit	\$193,333
Gross Rents	\$42,000
GRM	13.8
Expenses*	\$25,642
NOI	\$16,358
CAP Rate	2.8%

NOTES & COMMENTS

Listing details omitted management, maintenance, snow/lawn, and many other expenses.

COMPARABLE

1031 GROVE ST. DOWNERS GROVE IL 60515



SOLD PRICE:

\$458K

PRICE PER UNIT:

\$229,000

DAYS ON MARKET:

4

CLOSED DATE:

04/08/2022

PROPERTY INFORMATION

Units	2
Year Built	1874
Beds	4
Baths	2
Condition	B
Listing Type	MLS
Occupancy	100%
Proximity To Subject	4.3 Miles

FINANCIAL DATA

Sold Price	\$458,000
Price/Unit	\$229,000
Gross Rents	\$38,400
GRM	11.9
Expenses*	UNK
NOI	UNK
CAP Rate	UNK

NOTES & COMMENTS

Went under contract twice before closing out. First time went CTG within 10 days of listing. Second time went CTG within 4 days of listing.

Condition rated C+ on exterior.
Condition rated A on interior.