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## COMPARABLES

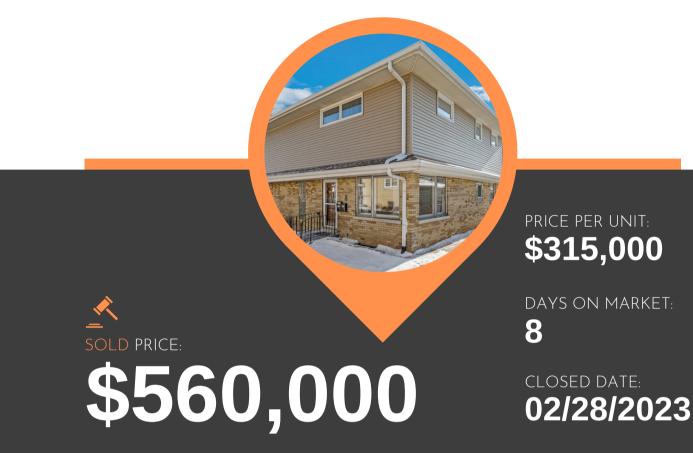
While we appreciate third-party brokers and their involvement in providing MLS information, we have found that their listed property data often contains many inconsistencies and unreliable information. The brokers involved are responsible for inputting financial information, specifically rental income 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.

### COMPARABLE

### 724 BARNSDALE RD, LA GRANGE PARK, IL 60526



#### PROPERTY INFORMATION

Units	2
Year Built	1957
Beds	8
Baths	3
Condition	В
Listing Type	MLS
Occupancy	100%
Proximity To Subject	0.2 Miles

#### FINANCIAL DATA

Sold Price	\$560,000
Price/Unit	\$280,000
Gross Rents	\$25,800
GRM	21.7
Expenses*	UNK
NOI	\$14,190
CAP Rate	UNK

#### NOTES & COMMENTS

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"Expenses are calculated with the tollowing assumptions: 5% management tee, Citypoint AVG Maintenance Expense, Citypoint AVG Insurance cost. The seller stated water, electric and gas expenses are further analyzed/verified to ensure proper utility cost assessments when looking at comparable sales and comparable CAP rates.

#### COMPARABLE

## 1545 HOMESTEAD RD, LA GRANGE PARK, IL 60526



# PRICE PER UNIT: **\$193,000**

DAYS ON MARKET: **95** 

CLOSED DATE: 09/01/2023

#### PROPERTY INFORMATION

Units	3
Year Built	1962
Beds	8
Baths	3
Condition	В
Listing Type	MLS
Occupancy	100%
Proximity To Subject	0.2 Miles

#### FINANCIAL DATA

Sold Price	\$579,000
Price/Unit	\$193,000
Gross Rents	\$40,800
GRM	14.19
Expenses*	UNK
NOI	\$22,440
CAP Rate	UNK

## NOTES & COMMENTS

Property went under contract in 30 Days and Closed 60 days after

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\*Expenses are calculated with the following assumptions: 5% management fee Citypoint AVG Maintenance Expense, Citypoint AVG Insurance cost. The seller stated water, electric and gas expenses are further analyzed/verified to ensure proper utility cost assessments when looking at comparable sales and comparable CAP rates

## **COMPARABLE** 205 E 31ST ST, LA GRANGE PARK, IL 60526



# PRICE PER UNIT: **\$210,000**

DAYS ON MARKET: **296** 

CLOSED DATE: 02/24/2023

#### PROPERTY INFORMATION

3
1970
8
5
В
MLS
100%
0.7 Miles

#### FINANCIAL DATA

Sold Price	\$630,000
Price/Unit	\$210,000
Gross Rents	\$49,000
GRM	12.85
Expenses*	UNK
NOI	\$26,950
CAP Rate	UNK

## NOTES & COMMENTS

Price started at \$695K then the price was reduced to \$669K then \$659K to eventually sell for \$630K.

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