



# COMPARABLES

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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](http://www.citypoint.com)

# COMPARABLE

7700 N EASTLAKE TER. CHICAGO IL 60626



SOLD PRICE:

**\$3.45M**

PRICE PER UNIT:

**\$181,578**

DAYS ON MARKET:

**43**

CLOSED DATE:

**05/10/2024**

## PROPERTY INFORMATION

Units	19
Year Built	1916
Beds	37
Baths	28
Condition	A
Listing Type	MLS
Occupancy	100%
Proximity To Subject	1 Mile

## FINANCIAL DATA

Sold Price	\$3,450,000
Price/Unit	\$181,578
Gross Rents	\$323,100
GRM	10.6
Expenses*	\$165,593
NOI	\$157,507
CAP Rate	4.5%

## NOTES & COMMENTS

Buyer received a \$50,000 credit at closing. MLS Excluded management expenses therefore a 5% management fee assumption was used within these expenses.

# COMPARABLE

6341 N WAYNE AVE. CHICAGO IL 60660



SOLD PRICE:

**\$2.58M**

PRICE PER UNIT:

**\$286,666**

DAYS ON MARKET:

**143**

CLOSED DATE:

**10/16/2023**

## PROPERTY INFORMATION

Units	7
Year Built	1917
Beds	21
Baths	14
Condition	A+
Listing Type	MLS
Occupancy	100%
Proximity To Subject	1.8 Miles

## FINANCIAL DATA

Sold Price	\$2,580,000
Price/Unit	\$286,666
Gross Rents	\$247,980
GRM	10.4
Expenses*	UNK
NOI	UNK
CAP Rate	UNK

## NOTES & COMMENTS

\*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

7724 N EASTLAKE TER. CHICAGO IL 60626



SOLD PRICE:

**\$1.675M**

PRICE PER UNIT:

**\$279,166**

DAYS ON MARKET:

**101**

CLOSED DATE:

**05/01/2023**

## PROPERTY INFORMATION

Units	6
Year Built	1920
Beds	12
Baths	6
Condition	A+
Listing Type	MLS
Occupancy	100%
Proximity To Subject	0.8 Miles

## FINANCIAL DATA

Sold Price	\$1,675,000
Price/Unit	\$279,166
Gross Rents	UNK
GRM	UNK
Expenses*	UNK
NOI	UNK
CAP Rate	UNK

## NOTES & COMMENTS

\*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.