

THE HOME THAT SET THE STANDARD FOR 24 NORTH

31534 N. 24th Drive — Pricing Evidence

Appendix

The concise buyer story is supported here with the comparison math and evidence basis.

\$549,000 offering price • Prepared for buyer and agent review

WHAT THIS APPENDIX PROVES

The subject's current price sits within the range established by relevant 24 North listings and recent sales. Original Shea prices and the executed \$174,420 option schedule show that these homes were not equivalent products when built. Historical cost demonstrates specification and differentiation; it does not dictate present value.

Current market and original-product comparisons

Comparison	Current relationship to \$549,000	Original relationship to \$433,990
31730 N. 24th Drive Same-plan Altair	\$525,000 current reference Subject: +\$24,000 / +4.6%	\$342,244 original Subject: +\$91,746 / +26.8%
31636 N. 24th Drive	\$499,000 recent sale Subject: +\$50,000 / +10.0%	\$306,504 reported original Subject: +\$127,486 / +41.6%
2379 W. Whisper Rock Trail	\$498,000 recent sale Subject: +\$51,000 / +10.2%	\$317,986 reported original Subject: +\$116,004 / +36.5%
2333 W. Gloria Lane	\$500,000 recent sale Subject: +\$49,000 / +9.8%	Original price not yet verified; no original comparison stated
2371 W. Whisper Rock Trail Same-size Altair	\$566,897 verified sale Subject: -\$17,897 / -3.2%	\$348,654 reported original Subject: +\$85,336 / +24.5%

How to read the pattern

The lower-priced current alternatives generally began as lower-priced Shea products. The subject's much higher original price was not arbitrary: it was Shea's first Altair showcase model and onsite sales environment, and its executed option schedule documents \$174,420 in builder selections.

The current percentage required to step up to the subject is materially smaller than the original percentage difference over representative alternatives. That compression gives today's buyer access to the more complete showcase outcome for a comparatively modest incremental investment.

FACT + COMPARISON + BUYER OUTCOME

At \$549,000, the subject is approximately 10% or less above relevant lower-priced listings and recent sales, while remaining below another same-size Altair sale. The buyer receives the documented showcase specification, completed outdoor living and substantial recent improvements—reducing the cost, delay and uncertainty of upgrading an ordinary resale.

Evidence basis and qualifications

- The executed Shea Customer Options Request documents \$174,420 in builder options installed in the subject.
- The subject's final original purchase price was \$433,990 after incentive.
- Current list and closing prices must be reverified immediately before publication or negotiation.
- Reported original prices should be confirmed against the best available public or transaction record before external use.
- A historical builder price is evidence of original specification—not a representation that every historical dollar adds equal present market value.
- Property condition, location, timing, concessions and other market factors may affect every comparison.

Prepared as a supporting evidence appendix. Final MLS data, public records, executed contracts and source documents control.