



# WHOLESALE DISCORD

## LIVE LEAD REPORT

967 Scrub Jay Drive in St. Augustine, Florida

### LEAD INFO

LEAD ID	2531913862
DATE	July 12, 2023
CLIENT	Joseph Caucci

### SELLER'S INFO

Seller's Name	Dane Grell
Seller's Email	noemail@gmail.com
Seller's Phone	4074010793
Type of Seller	ABSENTEE

### PROPERTY INFO

Type of Property	Residential
Designation	
Style of Property	
Occupancy	Yes - Tenant Occupied
Taxes	2,089.00
Sqft / Size	1,162
# of Units	
Bedrooms	2
Bathrooms	2
# of Cars in Garage	
# Cars in Driveway	
Basement	
Special Features:	none

*Call Recording*



# WHOLESALE DISCORD

## QUESTIONS / PROBING

**What is the current condition of the property?**

▶ Good - \$30/ft

**Is the property in a Flood Zone?**

▶ No

**Are there any repairs that need to be done?**

▶ none

**If you had to give it \$ DOLLAR FIGURE, How much to get your house to its full beauty?**

▶ \$225,000.00

**Have you made any improvements to the property?**

▶ Yes wood floors and tile

**How long have you owned the property?**

▶ 16 yrs

**Is there anyone living in the house?**

▶ Yes - Tenant for 7 yrs now

**Is the property currently listed with a realtor?**

▶ no

**Any other properties you'd consider selling?**

▶

**Do you know your payoff amount?**

▶ \$

**How much money you'd want to walk away with?**

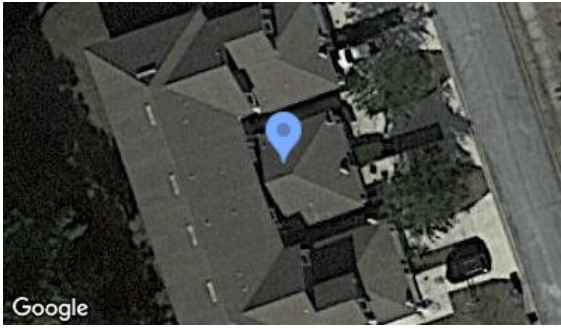
USD

# Comparative Market Analysis

967 Scrub Jay Dr, Saint Augustine, FL 32092

APN: 026448-0264

Saint Johns County Data as of: 07/12/2023



**Bedrooms:** 2      **Year Built:** 2006  
**Bathrooms:** 2.5      **Square Feet:** 1,222

**Status:** Off Market  
**Distressed:** No  
**Ownership:** Individual  
**Occupancy:** Non-Owner Occupied  
**Property Type:** Condo/Townhome  
**Owner Name:** GRELL DANE C, GRELL JOY A  
**Mailing Address:** 11805 HARTFORDSHIRE WAY  
ORLANDO, FL 32824

**Comparables**

<b>Properties:</b>	14
<b>Avg. Sale Price:</b>	\$245,321
<b>Days on Market:</b>	60

**Opportunity**

<b>Estimated Value:</b>	\$255,439
<b>Estimated Equity:</b>	\$151,696
<b>Mortgage Balance:</b>	\$103,743
<b>Monthly Rent:</b>	\$1,630
<b>Liens:</b>	\$0

## Property Description:

A PARCEL OF LAND LOCATED IN THE STATE OF FL, COUNTY OF SAINT JOHNS, WITH A SITUS ADDRESS OF 967 SCRUB JAY DR, SAINT AUGUSTINE, FL 32092-1759 H004 CURRENTLY OWNED BY GRELL DANE C & GRELL JOY A HAVING A TAX ASSESSOR NUMBER OF 026448-0264 AND BEING THE SAME PROPERTY MORE FULLY DESCRIBED AS N-TRACT: BLOCK: LOT: 26D AND DESCRIBED IN DOCUMENT NUMBER 2007048080 DATED 07/31/2006 AND RECORDED 07/13/2007.

## Last Market Sale

**Seller:** GRELL DANE C  
**Buyer:** GRELL DANE C  
**Rec. Date:** 07/13/2007  
**Sale Date:** 07/31/2006  
**Sale Price:** \$60,000

## Current Listing Status

**Status:** Fail  
**Date:** 01/2016  
**Price:** \$1,200

## Active Foreclosure Status

There is no foreclosure data available.

## Association Information

Type	Name	Fee Type	Fee Amount	Fee Frequency
Condo Owner Association	The Gables At Wingfield Townhomes Owners	Home Owner Assessments Fee	\$180	
Condo Owner Association	The Gables At Wingfield Townhomes Owners	Home Owner Assessments Fee	\$180	

## Property Details - Public Record

**Land Use:** Townhouse (Residential)      **Lot Size:** 1,742 SqFt.      **Stories:** 2      **Parking Spaces:** 1  
**Zoning:** PUD      **Living Area:** 1,222 SqFt.      **Pool:**      **Parking Type:** Attached Garage  
**Year Built:** 2006      **Bedrooms:** 2      **Fireplace:**      **Interior Wall:** Gypsum Board (Drywall),  
**Style:**      **Bathrooms:** 2.5      **Heating:** CENTRAL FURNACE      **Exterior Wall:** Stucco  
**Basement:**      **Total Rooms:**      **Cooling:** Central      **Price / Sq.Ft.** \$49

## Open Liens

**Owner 1:** GRELL DANE C      **Combined Loan To Value:** 40.61 %  
**Owner 2:** GRELL JOY A      **Estimated Equity:** \$151,696

Date	Position / Type	Amount	Lender	Borrower(s)	Loan Type	Term
05/04/2018	1st / Trust Deed/Mortgage	\$114,400	United Wholesale Mtg	Crell Dane C	Conventional	30 Years

## Involuntary Liens

Date	Type	Amount	Debtor	Petitioner	Document #
There is no involuntary lien data available.					

## Prior Loan History

Date	Position / Type	Amount	Lender	Borrower(s)	Loan Type	Term
05/12/2006	1st / Trust Deed/Mortgage	\$15,945	Dhi Mtg Co Ltd	Grell Dane C	Conventional	10 Years
05/12/2006	1st / Trust Deed/Mortgage	\$127,559	Dhi Mtg Co Ltd	Grell Dane C	Fixed Rate	30 Years

## Transfers & Conveyances

Date	Document Type	Transaction Type	From	To	Amount
There is no transfer data available.					

## Ownership History (Full Value Transfers)

Date	Document Type	Transaction Type	Seller	Buyer	Amount
04/28/2006	Corporation Deed	New Construction	D R Horton Inc Jacksonville	Grell Dane C	\$159,500
07/31/2006	Quit Claim Deed	Non-Arm's length	Grell Dane C	Grell Dane C, Grell Joy A	\$60,000

## Tax Status

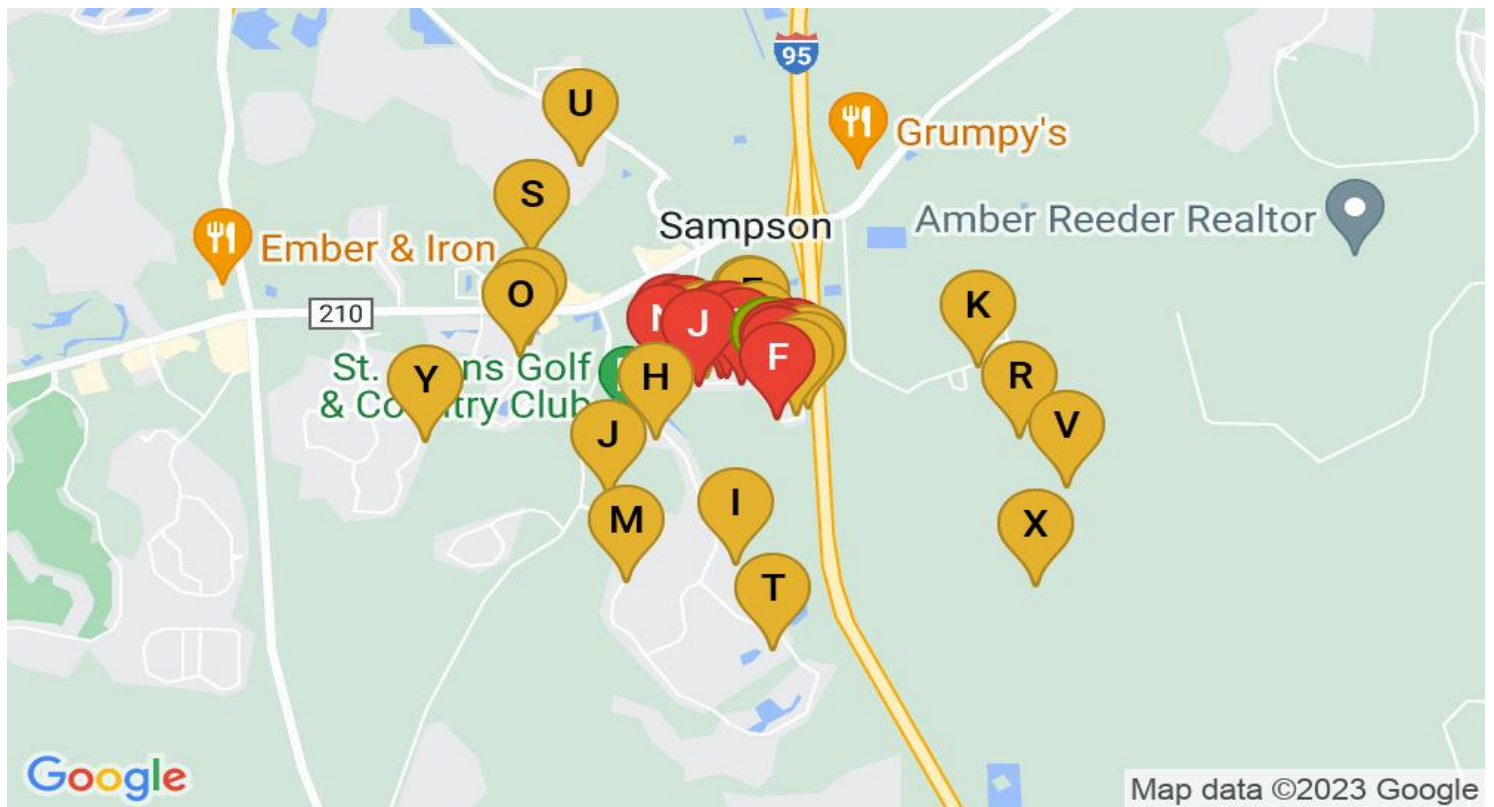
<b>Assessor Parcel #:</b>	026448-0264	<b>Land Value:</b>	\$44,800	<b>Total Taxable Value:</b>	\$170,692
<b>Tax Year:</b>	2022	<b>Improvement Value:</b>	\$125,892	<b>Property Tax:</b>	\$2,089

## Listing History

Date	Action	Price	PPSF	DOM	Agent	Brokerage	MLS/Listing#
01/2016	Fail - FAIL	\$1,200	\$1	37	BRENDA NEEDHAM	First Place Management Inc	810298
01/2013	Fail - FAIL	\$950	\$1	430	DEBORAH HERRERA		648094

## Comparables & Nearby Listings

Subject Property: 967 Scrub Jay Dr, Saint Augustine, FL 32092-1759



COMPARABLES													
#	MI	ST	Address	Sold	Sold For	Listed	Listed At	Sq.Ft.	\$/Sq.Ft.	Beds	Baths	Lot Size	Age
A	0.04		938 Scrub Jay Dr, Saint Augustine, FL 32092	5/23/23	\$243,000			1,222	\$199	2	2.5	2,178	17
B	0.05		914 Scrub Jay Dr, Saint Augustine, FL 32092	2/14/23	\$245,000			1,222	\$200	2	2.5	1,742	17
C	0.05		922 Scrub Jay Dr, Saint Augustine, FL 32092	4/04/23	\$250,000			1,346	\$186	2	3	1,742	17
D	0.09		490 Scrub Jay Dr, Saint Augustine, FL 32092	6/14/23	\$267,900			1,222	\$219	2	2.5	1,742	18
E	0.09		688 Scrub Jay Dr, Saint Augustine, FL 32092	9/28/22	\$273,000			1,346	\$203	2	2.5	1,742	17
F	0.1		863 Scrub Jay Dr, Saint Augustine, FL 32092	2/22/23	\$263,000			1,346	\$195	2	3	1,742	17

G	0.15	763 Scrub Jay Dr, Saint Augustine, FL 32092	4/24/23	\$226,100		1,222	\$185	2	3	2,178	17
H	0.16	437 Scrub Jay Dr, Saint Augustine, FL 32092	8/24/22	\$265,000		1,346	\$197	2	2	2,178	18
I	0.17	421 Scrub Jay Dr, Saint Augustine, FL 32092	9/22/22	\$243,000		1,222	\$199	2	2.5	2,178	18
J	0.24	342 Scrub Jay Dr, Saint Augustine, FL 32092	4/24/23	\$240,000		1,346	\$178	2	3	1,742	18
K	0.29	281 Scrub Jay Dr, Saint Augustine, FL 32092	5/05/23	\$250,000		1,222	\$205	2	2.5	2,178	18
L	0.3	273 Scrub Jay Dr, Saint Augustine, FL 32092	8/10/22	\$280,000		1,346	\$208	2	3	2,178	18
M	0.35	245 Scrub Jay Dr, Saint Augustine, FL 32092	8/30/22	\$262,500		1,346	\$195	2	2.5	2,613	18
N	0.36	227 Scrub Jay Dr, Saint Augustine, FL 32092	9/16/22	\$126,000		1,222	\$103	2	2.5	2,178	16

**L: Listed**      **F: Foreclosure**      **P: Pre-Foreclosure**      **A: Auction**

NEARBY LISTINGS													
#	MI	ST	Address	Sold	Sold For	Listed	Listed At	Sq.Ft.	\$/Sq.Ft.	Beds	Baths	Lot Size	Age
A	0.07	A	549 Scrub Jay Dr, Saint Augustine, FL 32092	1/19/21	\$134,400	7/07/23	\$2,100	1,497	\$1	3	3	3,049	17
B	0.13	P	794 Scrub Jay Dr, Saint Augustine, FL 32092	8/25/21	\$195,000	6/14/23	\$264,990	1,222	\$217	2	3	1,742	17
C	0.14	A	739 Scrub Jay Dr, Saint Augustine, FL 32092	1/31/18	\$138,000	6/29/23	\$1,795	1,222	\$1	2	3	2,178	17
D	0.15	A	763 Scrub Jay Dr, Saint Augustine, FL 32092	4/24/23	\$226,100	5/10/23	\$264,000	1,222	\$216	2	3	2,178	17
E	0.16	A	184 Prince Phillip Dr, Saint Augustine, FL 32092	6/29/20	\$350,000	5/19/23	\$599,000	3,523	\$170	6	4	8,276	20
F	0.17	P	180 Prince Phillip Dr, Saint Augustine, FL 32092	9/26/03	\$233,000	11/17/22	\$460,000	3,523	\$131	6	4	7,840	20
G	0.22	A	365 Scrub Jay Dr, Saint Augustine, FL 32092	4/12/19	\$153,000	6/22/23	\$1,695	1,346	\$1	2	3	2,178	18
H	0.42	A	505 Stonebridge Path Ct, Saint Augustine, FL	6/04/15	\$456,000	7/07/23	\$925,000	4,519	\$205	5	4	17,424	22
I	0.67	A	1524 Drury Ct, Saint Augustine, FL 32092	11/30/17	\$394,000	4/14/23	\$830,000	3,005	\$276	5	4	9,583	21
J	0.68	C	915 Brookhaven Dr, Saint Augustine, FL 32092	9/30/21	\$579,000	6/15/23	\$695,000	2,757	\$252	4	3	12,196	18
K	0.74	A	171 Linda Lake Ln, Saint Augustine, FL 32095	8/12/21	\$425,000	6/07/23	\$529,000	2,341	\$226	4	3	9,147	14
L	0.85	A	304 Kingsley Lake Dr #603, Saint Augustine, FL			6/08/23	\$750	2,400	\$0		2	1,742	18
M	0.87	A	61 Pinebury Ln, Saint Augustine, FL 32092	10/28/21	\$283,374	7/05/23	\$349,900	1,438	\$243	3	3	2,178	2
N	0.87	P	240 Pine Bluff Dr, Saint Augustine, FL 32092	1/12/22	\$400,000	6/08/23	\$2,800	2,058	\$1	3	3	2,614	
O	0.87	C	504 Prosperity Lake Dr, Saint Augustine, FL 32092	4/11/19	\$219,000	6/03/23	\$390,000	1,300	\$300	3	2	7,405	23
P	0.87	A	465 Pine Bluff Dr, Saint Augustine, FL 32092	11/27/20	\$213,705	5/28/23	\$2,100	1,438	\$1	3	3	2,178	3
Q	0.87	P	515 Pine Bluff Dr, Saint Augustine, FL 32092	10/30/20	\$277,887	5/26/23	\$375,000	1,591	\$236	3	3	3,485	3
R	0.89	P	236 Spring Creek Way, Saint Augustine, FL 32095	4/06/16	\$322,000	5/08/23	\$547,990	2,525	\$217	4	3	15,681	7
S	0.97	A	341 Carolina Jasmine Ln, Saint Johns, FL 32259	4/16/20	\$289,900	10/26/22	\$429,000	2,059	\$208	4	2	10,018	22
T	0.98	A	1808 Forest Glen Way, Saint Augustine, FL 32092	8/05/21	\$687,500	6/24/23	\$899,900	3,870	\$233	6	4	15,246	18
U	1.09	A	247 Flores Way, Saint Johns, FL 32259	3/31/05	\$434,600	6/01/23	\$619,000	2,943	\$210	4	3	12,196	18
V	1.1	P	391 Jennie Lake Ct, Saint Augustine, FL 32095	11/05/21	\$485,000	2/01/23	\$725,000	2,524	\$287	4	3	14,374	6
W	1.19	A	98 Ashley Lake Ct, Saint Augustine, FL 32095	10/22/21	\$383,600	7/03/23	\$515,000	2,112	\$244	4	3	8,276	2
X	1.19	A	98 Ashley Lake Ct, Saint Augustine, FL 32095	10/22/21	\$383,600	7/01/23	\$515,000	2,112	\$244	4	3	8,276	2
Y	1.2	P	1060 Beckingham Dr, Saint Augustine, FL 32092	4/28/22	\$470,800	5/31/23	\$2,595	2,189	\$1	4	3	6,969	19

**A: Active**      **P: Pending**      **C: Contingent**

# Statistics for Saint Augustine, FL

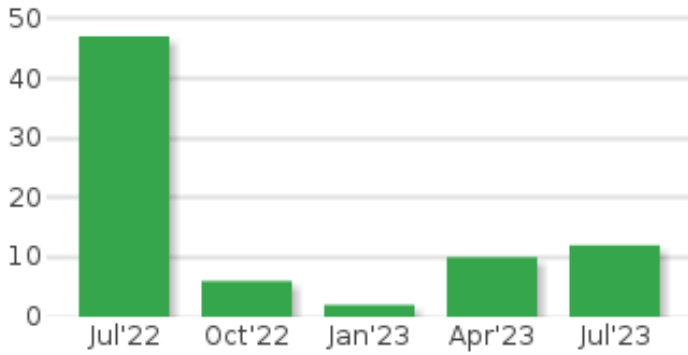


**1.95 %** Last 30 Days Price Change

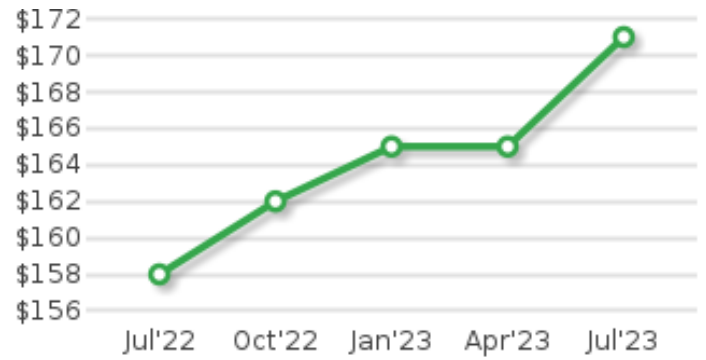


**1.68 %** Last 30 Days Rent Change

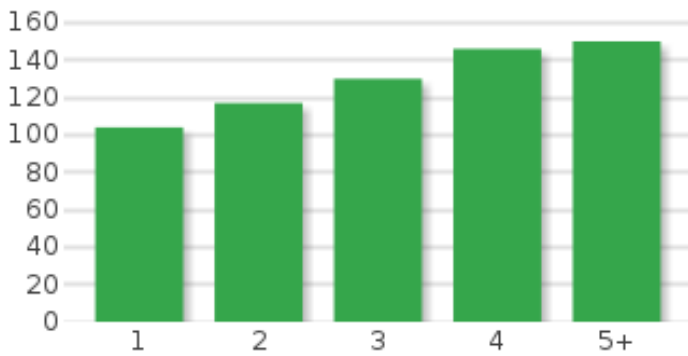
## New Pre-Foreclosures



## \$ / SqFt



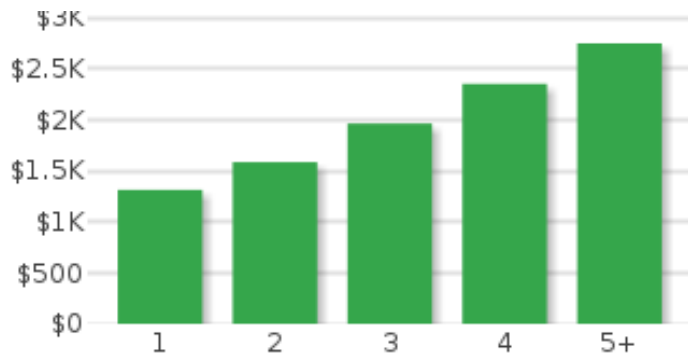
## Average Days on Market



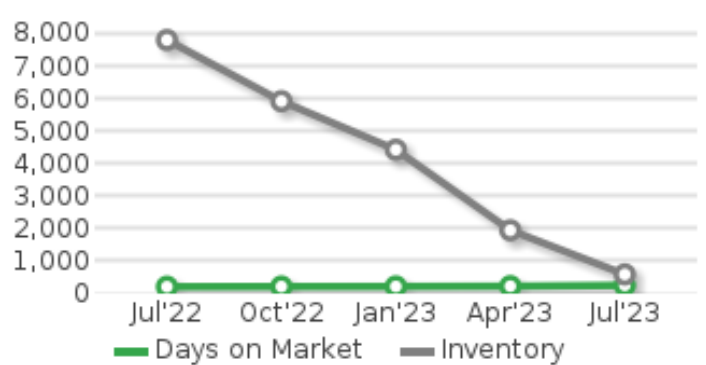
## List Price vs. Sale Price



## Average Monthly Rent




## Days on Market vs. Inventory




## Statistics for Saint Augustine, FL


### Market Trend

 **0 %**  
**404**  
New Listings


### Last 30 Days

 **0 %**  
**267**  
Closed Sales


### Market Trend

 **0 %**  
**3,733**  
New Listings


### Last 6 Months

 **0 %**  
**2,002**  
Closed Sales


### Listing Trend

 **0 %**  
**590**  
Homes for Sale


### Last 30 Days


 **3.02 %**  
**\$383,418**  
Average List Price


### Listing Trend


 **0 %**  
**4,421**  
Homes for Sale


### Last 6 Months

 **1.12 %**  
**\$369,497**  
Average List Price


 **2.96 %**  
**\$189**  
Average List \$ / SqFt

 **9.92 %**  
**256**  
Average DOM


 **1.5 %**  
**\$193**  
Average List \$ / SqFt

 **9.55 %**  
**220**  
Average DOM


### Sales Trend

 **0 %**  
**236**  
Homes Sold


### Last 30 Days


 **1.9 %**  
**\$380,861**  
Average Sale Price


### Sales Trend


 **0 %**  
**2,831**  
Homes Sold


### Last 6 Months

 **3.91 %**  
**\$357,574**  
Average Sale Price

 **0.07 %**  
**\$188**  
Average Sale \$ / SqFt

 **0.94 %**  
**142**  
Average DOM

 **9.23 %**  
**\$177**  
Average Sale \$ / SqFt

 **-0.27 %**  
**145**  
Average DOM

## PRICING & OFFER MAKING

### 967 Scrub Jay Drive in St. Augustine, Florida

Zillow Value	\$ 253,000.00
CMA Value (from us)	\$ 245,321
Renovations	\$ 29,050
Wholesaler Fee	\$ 7,360
<b>Suggested Offer</b>	<b>\$ 135,315</b>

**Pricing Disclosure:** When it comes to determining the potential offer price for a property, it is crucial to consider various factors such as market conditions, property condition, location, comparable sales, and seller motivation. As a result, determining an accurate offer price can be a complex process that requires thorough analysis and expertise.

At Wholesale Discord, we strive to provide you with valuable leads and support your business growth. However, we want to emphasize that we are not responsible for setting or guaranteeing the offer price for any property. Our role is to facilitate lead generation and provide you with the necessary information to make informed decisions.

**Offer Suggestions:** While we cannot provide a specific offer price, we can offer general suggestions and guidelines to assist you in formulating your offers. These suggestions are based on our industry knowledge and experience, but it is important to exercise your own due diligence and consult with appropriate professionals, such as appraisers or real estate agents, to validate and refine your offer price. Some offer suggestion considerations may include:

- Conducting your own comparative market analysis (CMA) to evaluate recent sales of similar properties in the area.
- Assessing the property's condition, potential repairs or renovations required, and estimating associated costs.
- Considering the seller's motivation, timeframe, and any unique circumstances that may impact their willingness to negotiate.

Please note that any decision to make an offer, accept an offer, or engage in any transaction with a motivated seller is solely your responsibility. Wholesale Discord assumes no liability for the outcomes or financial implications resulting from such transactions.

Thank you for your understanding and cooperation. Should you have any further questions or concerns, please don't hesitate to reach out to our team. We are here to support your success in the real estate industry.

JOIN OUR DISCORD 

CLIENT PORTAL 

ORDER LEADS 

ORDER VA CALLERS 