



HEATHER COLLECTION

PROPERTY-SPECIFIC MARKET ANALYSIS

A view worth understanding.

1061 Gallant Fox Trail

The Farm
Colorado Springs, Colorado

The home. The setting.
The value behind the number.



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SAMPLE CMA / OCTOBER 11, 2026 ASSESSMENT

Heather's own home · Not an active listing





A home with a different perspective.

Ranch living, a finished walkout and a substantial homesite in The Farm.



4,081

FINISHED SQ FT

0.405

APPROX. ACRES

3

CAR GARAGE

2019 Vantage Mustang

Main-level living and a finished lower level create distinct spaces for gathering and retreat. Covered outdoor living, a large site and visible mountain scenery add dimensions that a single square-footage number cannot explain.

The right starting point is the property itself—not the estimate attached to its address.

Measured finished area: 2,088 sq ft above grade + 1,993 finished below grade.
Area and site baseline retained from the supplied appraisal and October 11 sample.



One home. Different answers.

What typical home-value sites show—and the property-specific assessment beside them.

Zillow

Displayed Zestimate

\$1,085,600

Redfin

Displayed Redfin Estimate

\$1,150,554

Realtor.com

Headline estimated value

\$1,165,653

HEATHER COLLECTION

\$1.30M–\$1.45M

Preliminary market range · October 11, 2026

Working value \$1.375M | Initial ask strategy \$1.425M

A starting point is not the whole picture.

These figures describe different kinds of opinions. Online estimates are model outputs; the Heather Collection range is the planning opinion retained from the supplied CMA. The difference is a reason to examine the home—not proof of a future sale price.

Portal pages retrieved October 14, 2026, Mountain Time. Model refresh dates vary.
Figures can change; the assessment date differs. Source links and qualifications: page 13.



The view is part of the experience.

It deserves more than a checkbox in a property record.



Seen from the spaces you use every day.

The supplied photography shows mountain scenery from the covered deck and dining area. That relationship matters: a view experienced from everyday living space can influence how a buyer understands the home.

View photography is from the owner-authorized professional gallery. Visibility varies with weather and season; no permanent or unobstructed view protection is represented.



The layout belongs in the valuation.

Similar total square footage can create a very different daily experience.



CONNECTED MAIN LEVEL

Kitchen, dining and living areas read as a connected sequence.



A DISTINCT LOWER LEVEL

The finished walkout provides additional gathering and retreat space.



The setting extends beyond the walls.

A substantial lot matters through its usefulness, not acreage alone.



17,657 sq ft

APPROXIMATELY 0.405 ACRE

The lawn, landscaping, walkout access and covered outdoor areas shape how the property feels and functions. The analysis considers the experience a buyer can actually use.

Site baseline: 17,657 sq ft. No additional adjacent parcel is included in the analysis.
A larger lot does not establish a fixed dollar premium or protected privacy.



The judgment behind the range.

A CMA should connect property facts to a decision you can understand.

01 **Understand the actual home**

Review the living-area definitions, layout, condition, improvements, setting and the owner's objectives. Resolve material differences in the records.

02 **Interpret the market**

Study relevant closed-sale evidence and the alternatives competing for the buyer's attention. These answer different questions; both inform the analysis.

03 **Explain what is distinctive**

Consider the main-level living pattern, walkout, outdoor utility, view experience and finish quality. A feature earns consideration through buyer relevance, not a preset premium.

04 **Reconcile a supported position**

Develop a value range and discuss an asking strategy. Make the assumptions visible, including condition, presentation, competition and timing.

05 **Build and refresh the plan**

Connect the conclusion to preparation and the next move. Update the analysis as the property or market changes.

A proprietary process is valuable when the reasoning is clear—not when the conclusion is unexplained.



A range with a clear strategy.

Three figures. Three different purposes.

PRELIMINARY MARKET RANGE

\$1.30M–\$1.45M

A supported planning range—not a guaranteed result.

\$1,375,000

WORKING VALUE

\$1,425,000

INITIAL ASK STRATEGY

What supports the positioning

The ranch/walkout form, finished space, substantial site, actual view experience and quality of presentation warrant a property-specific review. Buyers must see and understand those distinctions for the premium case to be persuasive.

What could change it

Current condition, verified property facts, competing choices and buyer response can change the strategy. The initial ask is a marketing position; the working value is a planning reference. Neither substitutes for a completed sale.

Assessment and asking strategy retained from the October 11, 2026 sample.
This edition improves the presentation; it does not represent a newly completed valuation.



You do not have to be ready to sell.

The analysis can help you decide what is worth doing—and when to revisit the question.



Considering a sale now

Review how the home would compete in its current condition, what needs attention and whether the anticipated result supports your next move.

Thinking six months ahead

Organize documentation, maintenance and photography opportunities. Identify tasks with long lead times and refresh the market position as the selling window approaches.

Looking toward next year

Compare household scenarios and the cost of waiting, preparing or moving sooner. A current CMA can inform the plan; it cannot promise next year's price or the best month to sell.



The presentation should prove the story.

Use the actual home to show what makes the property worth considering.



THE ARRIVAL

Exterior, landscaping and approach.



THE MAIN LEVEL

Flow, light and finish detail.



THE OUTDOOR EXPERIENCE

Covered living and the actual view.



THE WALKOUT

The lower level's usable living space.

Professional photography supplied with the owner's permission. Images illustrate this home; they are not evidence of a sale, a permanent view corridor or a guaranteed price premium.



Prepare for the result you want.

Value is supported by the decisions surrounding the sale.



Confirm the property story

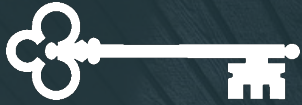
Reconcile the bedroom count, bathroom descriptions and finished-area definitions. Confirm improvements and current condition so the marketing accurately describes what a buyer will inspect.

Prioritize the preparation

Address meaningful functional concerns, gather improvement records and present the spaces with clarity. The aim is useful preparation—not renovation for its own sake.

Connect the sale to the next move

Review estimated proceeds, timing, possession and any planned purchase together. Evaluate price alongside terms, execution and the practical effect on the household.



YOUR NEXT MOVE

See how your home would compete today.

A thoughtful selling plan can begin
before you decide to list.

Tell Heather about your property, the timing
you are considering and what you hope to do next.



START YOUR SELLER CONVERSATION

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