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Vestimate® Report

A Comprehensive As-Is & As-Repaired Home Valuation

SUBJECT PROPERTY	PREPARED EXCLUSIVELY FOR	REPORT DATE
13940 Alderton Rd Silver Spring, MD 20906	**Senait Fersha**	**August 31, 2026**

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01 — EXECUTIVE SUMMARY

Where Your Home Stands Today

A plain-language read of the market, and the two paths forward for 13940 Alderton Rd.

Senait,

We pulled the full tax and MLS history on 13940 Alderton Rd and ran a comparative market analysis against 33 active, pending, and recently closed properties across Layhill, Layhill South, Middlebridge, Sherwood Forest, Poplar Run, and the surrounding Silver Spring submarket. This Vestimate report lays that data out plainly, then walks through two scenarios side by side: what the home is worth **as-is** today, and what it could net you **as-repaired** — after a short, targeted list of updates.

The short version: Silver Spring's market is active and well-priced homes are moving quickly — the properties in this data set that closed did so at an average of 99.9% of list price, in a median of just 20 days. 13940 Alderton Rd compares favorably in size to nearly everything in this data set, and even a considerably smaller home right on your own street closed this year for $725,000. The two prior listing attempts came close but didn't cross the finish line; this report is built to change that outcome.

33	$825,000	99.9%	20 days
COMPARABLE LISTINGS REVIEWED	MEDIAN CLOSED PRICE	AVG. CLOSE-TO-LIST RATIO	MEDIAN DOM (CLOSED)

What's inside this Vestimate: a property & market snapshot, the full comparable sales analysis, an **As-Is Valuation** based on current condition, an **As-Repaired Valuation** reflecting a targeted improvement scope, a side-by-side net-proceeds comparison, and agent-reviewed recommendations on what to fix, update, or stage.

Brian C. Coester • Real Estate Broker •
Coester Real Estate Services, LLC

02 — PROPERTY SNAPSHOT

13940 Alderton Rd, Silver Spring, MD 20906

Legal Subdivision: Layhill View | Montgomery County, MD | Tax ID 161302488544

BUILDING CHARACTERISTICS	
Style	Colonial, 2-Story w/ Basement
Year Built	1985
Bedrooms	5
Bathrooms	3 Full / 1 Half
Above-Grade Finished SF	2,414 sf
Below-Grade Finished SF	1,334 sf
Total Finished SF	3,748 sf
Lot Size	0.26 acres (11,311 sf)
Garage	2-Car Attached (399 sf)
Basement	Connecting Stairway, Fully Finished
Fireplace	Yes — 2-Story, Frame
Deck	434 sf
Heating / Cooling	Forced Air / Central A/C

TAX & ASSESSMENT	
Owner of Record	Fersha / Tesfaye
2026 Annual Tax (Est.)	$7,219
Taxable Land Assessment	$180,700
Taxable Building Assessment	$411,300
Taxable Total Assessment	$577,267
Zoning	R-200, Residential

MLS & SALE HISTORY			
MDMC2207704	Expired	02/11/26	$779,900
MDMC2174588	Expired	02/20/26	$750,000
MDMC204970	Closed	04/15/05	$615,000

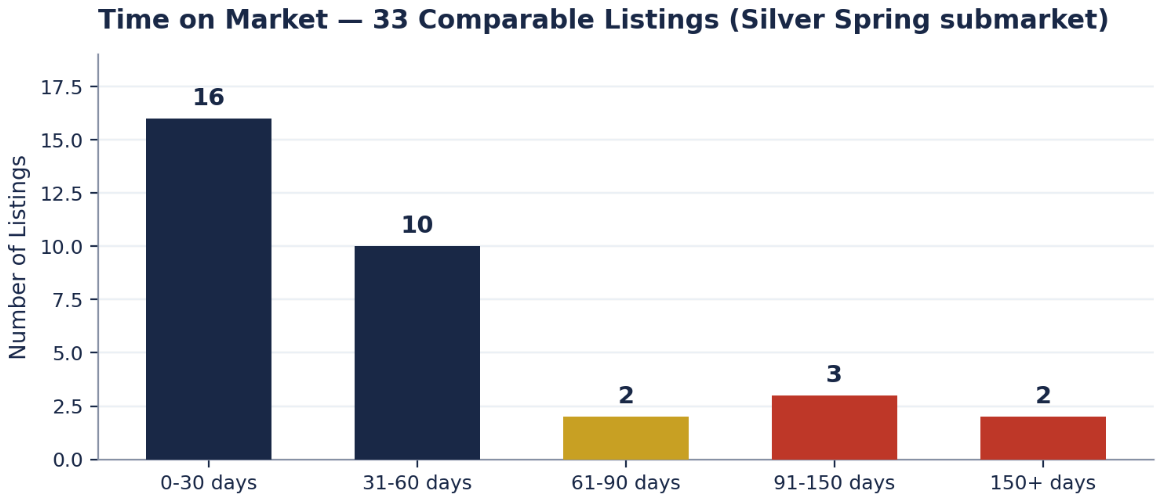
Reading the history: two listing attempts in the past year came within market range but didn't convert to a sale — most often a signal that pricing, presentation, or first-impression condition needs to be recalibrated against current comps, not that the home itself is a hard sell. Both the As-Is and As-Repaired paths in this report are built with that history in mind.

03 — MARKET OVERVIEW

Silver Spring Submarket, at a Glance

Based on 33 active, pending, and closed listings in Layhill, Layhill South, Middlebridge, Sherwood Forest & Poplar Run.

$679K–$1.10M LIST PRICE RANGE	**$710K–$990K** CLOSED PRICE RANGE	**$807,161** AVERAGE CLOSED PRICE	**$335 / sf** AVG. CLOSED $ / SQ FT



Time on market tells the story plainly: the median across all 33 listings was 32 days, and properties that closed averaged 47 days with a median of just 20. A handful of listings ran considerably longer — into the 200-plus day range — and that long tail is the outcome a relaunch of 13940 Alderton Rd should be built to avoid.

04 — COMPARABLE SALES ANALYSIS

18 Closed Comparable Sales

Sorted by closed price. Full comparable set (33 listings) available on request.

ADDRESS	LIST	CLOSED	$/SQFT	DOM
14216 Alderton Rd (same street)	$700,000	$725,000	$336.90	48
13744 Lockdale Rd	$850,000	$850,000	$412.62	3
13716 Lockdale Rd	$849,000	$850,000	$470.39	3
1105 Verbena Ct	$998,000	$990,000	$340.32	40
13422 Redspire Dr	$869,000	$850,000	$299.61	8
500 Finsbury Rd	$850,000	$835,000	$353.51	5
14620 Silverstone Dr	$798,000	$820,000	$320.31	3
9 Coachlamp Ct	$849,900	$849,900	$357.10	260

05 — SCENARIO ONE

As-Is Valuation

What your home is worth, and what you'd net, if you relisted in current condition.

AS-IS — Current Condition

RECOMMENDED LIST RANGE	PROJECTED CLOSE RANGE	VESTIMATE WORKING FIGURE
$799,000–829,000	$800,000–850,000	$813,000

This range reflects where 13940 Alderton Rd sits in today's comparable set — its size advantage, its neighborhood, and where truly similar homes have actually closed. At 3,748 total finished square feet on a 0.26-acre lot, the home is above the median size of active comparables and among the larger homes in the entire data set. Comparable closed sales in this market finished at an average of 99.9% of list price, so a well-positioned relaunch at $799,000–$829,000 should be capable of producing a contract close to list.

HOW WE GOT HERE

- Median closed price across 18 closed comparables: $825,000; average $807,161
- Average closed $/SqFt across comparable set: $335.47
- Subject implied $/SqFt at last list price ($779,900): $323.07 — in line with market
- 13940 Alderton Rd's 5BR/3.5BA layout and finished lower level exceed most comparables
- No condition-driven price adjustment applied — reflects the home exactly as it shows today

> **Note:** this is a comparative market estimate, not a licensed appraisal. It is intended to help you decide on a listing, offering, or sale price, consistent with standard CMA practice.

06 — SCENARIO TWO

As-Repaired Valuation

What your home could sell for after a short, targeted list of strategic improvements.

AS-REPAIRED — After Targeted Improvements

RECOMMENDED LIST RANGE	PROJECTED CLOSE RANGE	EST. IMPROVEMENT INVESTMENT
$845,000–865,000	$850,000–880,000	$36,000

This scenario assumes a focused, cosmetic-level improvement scope — not a gut renovation — sized to move 13940 Alderton Rd's presentation toward the top quartile of this comparable set (comparable updated homes in this data are trading at $355–$390/SqFt) while erasing the "twice-expired" signal that can quietly discourage buyers and agents on a new listing. Figures below are planning estimates; we recommend a walkthrough with a contractor to confirm firm bids before committing to any scope.

RECOMMENDED IMPROVEMENT SCOPE

ITEM	EST. COST
Fresh neutral paint — main living areas & trim	$5,500
Refinish hardwood floors + replace worn upstairs carpet	$7,500
Kitchen cosmetic refresh (cabinet paint, hardware, lighting, faucet)	$9,000
Primary & powder bath refresh (vanity, mirror, lighting, fixtures)	$6,000
Curb appeal (landscaping, exterior touch-up, pressure wash, fixtures)	$4,000
Professional staging (3 months) + deep clean	$4,000
Total Estimated Investment	**$36,000**

> **Why this scope, and not more:** the comparable data shows well-priced, well-presented homes in this submarket selling at or near list in under a month. The goal here is the smallest investment that removes buyer objections and resets the listing's story — not a full renovation that risks over-improving for the block.

07 — SIDE-BY-SIDE COMPARISON

Detailed Net Sheet

Every cost line-itemed, flowing to an estimated net proceeds figure for each scenario.

LINE ITEM	AS-IS	AS-REPAIRED
Projected Sale Price	$813,000	$859,000
Real Estate Commission (5.0%)	−$40,650	−$42,950
Transfer & Recordation Tax (est., seller share)	−$13,780	−$14,560
Title & Settlement Fees (est.)	−$1,200	−$1,200
Home Warranty (optional, seller-provided)	−$550	−$550
Improvement / Repair Investment	$0	−$36,000
Existing Mortgage Payoff	(enter balance)	(enter balance)
Estimated Net Proceeds (before loan payoff)	**$756,820**	**$763,740**

+$6,920
EST. NET ADVANTAGE, AS-REPAIRED

~7 weeks
EST. ADDED TIME FOR IMPROVEMENTS

$36,000
CAPITAL REQUIRED UP FRONT

> Commission, transfer/recordation tax, and settlement fees are shown at typical Montgomery County, MD rates and customary seller-side shares for planning purposes only — actual figures depend on your specific contract terms and should be confirmed with your title company. Insert your current mortgage payoff from your lender statement to arrive at your true cash-to-seller figure.

08 — AGENT-REVIEWED RECOMMENDATIONS

Here's How We'd Approach a Relaunch

The combination that gets past the two prior expired listings.

- Complete the As-Repaired improvement scope on page 7 before new photography is scheduled
- Professional photography and a written, comp-backed listing description from day one
- A list price set — and defended — by this data, not a guess
- Multi-channel marketing: Google Ads, SEO, targeted social, our internal buyer database, and full Bright MLS syndication
- A dedicated transaction coordinator managing the file end to end, so nothing slips during the first, most important weeks on market

WHAT TO FIX, UPDATE, OR STAGE

Do Before Listing

- Neutral paint refresh, main living areas
- Refinish hardwood / replace worn carpet
- Deep clean + full staging
- Curb appeal & landscaping reset

Optional, Higher-Impact

- Kitchen cosmetic refresh
- Primary & powder bath refresh
- Updated lighting fixtures throughout
- Pre-listing home inspection to clear surprises

09 — NEXT STEPS

Let's Decide the Path Together

Both scenarios lead to a strong outcome — the right one depends on your timeline and capital.

Choose As-Is If...

You want to list quickly, prefer not to front renovation capital, and are comfortable with a $799K–$829K list range.

Choose As-Repaired If...

You can invest ~$36,000 and 6–8 weeks up front for a stronger first impression, a cleaner listing story, and a modestly higher net outcome.

Whichever direction you choose, our team handles photography, pricing strategy, marketing, and transaction coordination end to end. Call or email any time to walk through this Vestimate together and decide next steps.

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DISCLOSURES

This Vestimate® Report is a comparative market analysis and planning tool. It is not a licensed real property appraisal and should not be relied upon as one. Improvement costs and resulting valuations in the As-Repaired scenario are planning estimates based on typical costs for comparable scope in this market; actual costs should be confirmed with licensed contractors before work begins. Closing-cost figures reflect typical Montgomery County, MD rates and customary seller-paid shares as of the report date and are not a substitute for a title company estimate. Comparable sales data is compiled by Bright MLS from public and private sources; while believed reliable, it is not guaranteed and should be independently verified. © 2026 Bright MLS, Inc. All rights reserved. This report was researched and prepared by Brian C. Coester, Coester Real Estate Services, LLC / REC.Homes.