

APPRAISAL OF REAL PROPERTY

LOCATED AT

29 Fleurance St
Laguna Niguel, CA 92677
Tract 13940, Lot 2 of Project 933-40 Located on AP 653-582-26 Together With An Und. 1/15 Int. in Lot 2

FOR

Shannon West

OPINION OF VALUE

975,000

AS OF

04/17/2026

BY

Mark R. Buhler
CMP Appraisal

(949) 388-4943
mark@cmpappraisal.com

APPRAISAL REPORT

File # 29Fleurance

IDENTIFICATION & MARKET AREA

Client Name: Shannon West Client Contact: _____

Client Address: _____

Current Owner of Record: Valerie M V M Revoc T West Occupancy: ☐ Owner ☒ Tenant ☐ Vacant

Subject Property Address: 29 Fleurance St City: Laguna Niguel State: CA Zip Code: 92677

Census Tract: 0423.31 Map Ref.: 11244 County: Orange

Legal Description: Tract 13940, Lot 2 of Project 933-40 Located on AP 653-582-26 Together With An Und. 1/15 Int. in Lot 2

Property Type: ☐ SFR ☐ PUD ☒ Condo ☐ Coop ☐ Multifamily ☐ Other _____

Interest Appraised: ☒ Fee Simple ☐ Leasehold ☐ Leased Fee ☐ Other (describe) _____

Market Value Trend: ☐ Increasing ☒ Stable ☐ Declining

Market Area Name: Marina Hills Encore

Typical Market Price Range: \$ 800,000 to \$ 1,150,000 Predominant: \$ 870,000

Typical Market Age Range: 25 yrs. to 55 yrs. Predominant: 32 yrs.

Market Conditions: See attached addenda

SALES COMPARISON APPROACH

FEATURE	SUBJECT	COMPARABLE SALE # 1			COMPARABLE SALE # 2			COMPARABLE SALE # 3		
Address	<u>29 Fleurance St</u> <u>Laguna Niguel, CA 92677</u>	<u>17 Fleurance St</u> <u>Laguna Niguel, CA 92677</u>			<u>71 Fleurance St</u> <u>Laguna Niguel, CA 92677</u>			<u>191 Fleurance St</u> <u>Laguna Niguel, CA 92677</u>		
Proximity to Subject		<u>0.00 miles</u>			<u>0.11 miles NE</u>			<u>0.04 miles NW</u>		
Sales Price	\$	\$ <u>1,099,000</u>			\$ <u>870,000</u>			\$ <u>1,079,000</u>		
Price/Gross Living Area	\$ sq.ft.	\$ <u>750.68</u> sq.ft.			\$ <u>770.59</u> sq.ft.			\$ <u>737.02</u> sq.ft.		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION + (-) \$ Adjust.			DESCRIPTION + (-) \$ Adjust.			DESCRIPTION + (-) \$ Adjust.		
Date of Sale		<u>12/12/2025</u>			<u>06/05/2023</u>			<u>08/07/2024</u>		
Location	<u>Residential</u>	<u>Residential</u>			<u>Residential</u>			<u>Residential</u>		
Site Size	<u>Condominium</u>	<u>Condominium</u>			<u>Condominium</u>			<u>Condominium</u>		
Site View	<u>City Hills View</u>	<u>Similar View</u>			<u>Inferior View</u>			<u>Similar View</u>		
Design (Style)	<u>Mediterranean</u>	<u>Mediterranean</u>			<u>Mediterranean</u>			<u>Mediterranean</u>		
Age (yrs.)	<u>32 Years</u>	<u>32 Years</u>			<u>32 Years</u>			<u>34 Years</u>		
Condition	<u>Good</u>	<u>Good</u>			<u>Good</u>			<u>Good</u>		
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths			Total Bdrms. Baths			Total Bdrms. Baths		
Room Count	<u>5</u> <u>2</u> <u>2.0</u>	<u>7</u> <u>3</u> <u>3.0</u>			<u>5</u> <u>2</u> <u>2.0</u>			<u>7</u> <u>3</u> <u>3.0</u>		
Gross Living Area	<u>1,129 sq.ft.</u>	<u>1,464 sq.ft.</u>			<u>1,129 sq.ft.</u>			<u>1,464 sq.ft.</u>		
Basement	<u>No Basement</u>	<u>No Basement</u>			<u>No Basement</u>			<u>No Basement</u>		
Heating/Cooling	<u>Forced Air Central</u>	<u>Forced Air Central</u>			<u>Forced Air Central</u>			<u>Forced Air Central</u>		
Garage/Carport	<u>2 Car Garage</u>	<u>2 Car Garage</u>			<u>2 Car Garage</u>			<u>2 Car Garage</u>		
Porch, Patio, Deck	<u>Porch, Balcony</u>	<u>Similar</u>			<u>Similar</u>			<u>Similar</u>		
		<u>11/15/2025</u>			<u>5/1/2023</u>			<u>7/9/2024</u>		
					<u>+62,000</u>			<u>+50,500</u>		
Net Adjustment (Total)		☐ + ☒ - \$ <u>-151,000</u>			☒ + ☐ - \$ <u>105,500</u>			☐ + ☒ - \$ <u>-100,500</u>		
Adjusted Sale Price of Comparables		\$ <u>948,000</u>			\$ <u>975,500</u>			\$ <u>978,500</u>		

Summary of Sales Comparison Approach: See attached addenda.

The appraiser has researched the sales and listing history of the subject property for the past three years:

☒ The subject has not transferred ownership or been listed for sale during this period.

☐ The subject was ☐ sold ☐ listed for \$ 855,000 on (date) 02/23/2023.

☐ sold ☐ listed for \$ _____ on (date) _____.

Comments: Subject has transferred in the 60 months prior to the effective date of this appraisal. See Attached Property History for subject property and comparable prior transfer history.My (Our) Opinion of Value (as defined) is \$ 975,000, as of 04/17/2026, which is the effective date of this report.

CERTIFICATIONS AND LIMITING CONDITIONS

APPRAISER'S CERTIFICATION:

I certify, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. Unless otherwise indicated, I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. Unless otherwise indicated, I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
9. I did not base, either partially or completely, my analysis and/or the opinion of value in the appraisal report on the race, color, religion, sex, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property, or of the present owners or occupants of the properties in the vicinity of the subject property.
10. Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
11. Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification (if there are exceptions, the name of each individual providing significant real property appraisal assistance is stated elsewhere in this report).

STATEMENT OF CONTINGENT AND LIMITING CONDITIONS:

- The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
- The appraiser may have provided a sketch in the appraisal report to show approximate dimensions of the improvements, and any such sketch is included only to assist the reader of the report in visualizing the property and understanding the appraiser's determination of its size. Unless otherwise indicated, a Land Survey was not performed. The appraiser has not examined FEMA flood maps (or other data sources). Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
- The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless prior specific arrangements have been made.
- If the cost approach is included in this appraisal, the appraiser has estimated the value of the land in the cost approach at its highest and best use, and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used. Unless otherwise specifically indicated, the cost approach value is not an insurance value, and should not be used as such. The cost approach is not included in this appraisal;
- The appraiser has noted in the appraisal report any adverse conditions (including, but not limited to, needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property, or that he or she became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property, or adverse environmental conditions (including, but not limited to, the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
- The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
- The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice, and any applicable federal, state or local laws.
- If this appraisal is indicated as subject to satisfactory completion, repairs, or alterations, the appraiser has based his or her appraisal report and valuation conclusion on the assumption that completion of the improvements will be performed in a workmanlike manner.
- An appraiser's client is the party (or parties) who engage an appraiser in a specific assignment. Any other party acquiring this report from the client does not become a party to the appraiser-client relationship. Any persons receiving this appraisal report because of disclosure requirements applicable to the appraiser's client do not become intended users of this report unless specifically identified by the client at the time of the assignment.
- The appraiser's written consent and approval must be obtained before this appraisal report can be conveyed by anyone to the public, through advertising, public relations, news, sales, or by means of any other media, or by its inclusion in a private or public database.
- An appraisal of real property is not a 'home inspection' and should not be construed as such. As part of the valuation process, the appraiser performs a non-invasive visual inventory that is not intended to reveal defects or detrimental conditions that are not readily apparent. The presence of such conditions or defects could adversely affect the appraiser's opinion of value. Clients with concerns about such potential negative factors are encouraged to engage the appropriate type of expert to investigate..

APPRAISER:

Name: Mark R. Buhler
Certified Residential Appraiser
 Company Name: CMP Appraisal
 Company Address: 32565 Golden Lantern St B368
Dana Point, CA 92629
 Date of Report/Signature: 06/01/2026
 License or Certification #: AR021550 ST: CA
 Expiration Date of Certification or License: 10/30/2027
 Inspection of Subject: ☒ Interior & Exterior ☐ Exterior Only ☐ None
 Date of Inspection (if applicable): 04/17/2026

SUPERVISORY or CO-APPRAISER (if applicable):

Name: _____
 Company Name: _____
 Company Address: _____
 Date of Report/Signature: _____
 License or Certification #: _____ ST: _____
 Expiration Date of Certification or License: _____
 Inspection of Subject: ☐ Interior & Exterior ☐ Exterior Only ☐ None
 Date of Inspection (if applicable): _____

ADDITIONAL COMPARABLE SALES

File # 29Fleurance

SALES COMPARISON APPROACH															
FEATURE		SUBJECT			COMPARABLE SALE # 4				COMPARABLE SALE # 5				COMPARABLE SALE # 6		
Address		29 Fleurance St Laguna Niguel, CA 92677			199 Fleurance St Laguna Niguel, CA 92677				37 Fleurance St Laguna Niguel, CA 92677						
Proximity to Subject					0.04 miles SW				0.07 miles NE						
Sales Price		\$			\$ 990,000				\$ 803,000				\$		
Price/Gross Living Area		\$ sq.ft.			\$ 676.23 sq.ft.				\$ 832.12 sq.ft.				\$ sq.ft.		
VALUE ADJUSTMENTS		DESCRIPTION			DESCRIPTION + (-) \$ Adjust.				DESCRIPTION + (-) \$ Adjust.				DESCRIPTION + (-) \$ Adjust.		
Date of Sale					10/04/2024				08/28/2025						
Location		Residential			Residential				Residential						
Site Size		Condominium			Condominium				Condominium						
Site View		City Hills View			Inferior View +49,500				Inferior View +40,000						
Design (Style)		Mediterranean			Mediterranean				Mediterranean						
Age (yrs.)		32 Years			32 Years				33 Years						
Condition		Good			Good				Good						
Above Grade		Total	Bdrms.	Baths	Total	Bdrms.	Baths	Total	Bdrms.	Baths		Total	Bdrms.	Baths	
Room Count		5	2	2.0	7	3	3.0		5	2	2.0				
Gross Living Area		1,129 sq.ft.			1,464 sq.ft. -151,000				965 sq.ft. +74,000				sq.ft.		
Basement		No Basement			No Basement				No Basement						
Heating/Cooling		Forced Air Central			Forced Air Central				Forced Air Central						
Garage/Carport		2 Car Garage			2 Car Garage				2 Car Garage						
Porch, Patio, Deck		Porch,Balcony			Similar				Similar						
					9/25/2024 +46,500				8/11/2025						
Net Adjustment (Total)					☐ + ☒ - \$ -55,000				☒ + ☐ - \$ 114,000				☐ + ☐ - \$		
Adjusted Sale Price of Comparables					\$ 935,000				\$ 917,000				\$		

Comments:

HIGHEST AND BEST USE:

The Highest and Best Use is that reasonable and probable use that supports the highest present value, as defined on the effective date of this appraisal report. Alternately, it is that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in highest value to the land. The subject site is subject to the zoning laws and ordinances of the incorporated city or unincorporated county where it is physically located. The subject site is zoned for residential use. The zoning code addresses land use regulations and there are Declarations, Covenants & Restrictions that require a condominium residence, which is its present use. Based on the characteristics of the subject site and surrounding sites, modifications of such land use regulations is not probable. The economic supply and demand of land use appears to be in balance. The site lends itself to condominium use both because of its size and topography, and compatibility with surrounding sites. It is concluded that the highest and best use of the subject site as if unimproved is a condominium of a single story design based on properties in the immediate area, in accordance with building setbacks and restrictions. The highest and best use with existing improvements is its current use, a condominium; and that the size and design of the existing structure is an appropriate utilization. I presume that the subject conforms to current deed restrictions and covenants and that the improvements could be rebuilt if they were destroyed.

The highest & best use analysis is summarized below:

HIGHEST AND BEST USE ANALYSIS

	Test Site as though vacant	Property as improved
Legal Permissibility	Condominium	Condominium
Physical Possibility	Condominium	Condominium
Financial Feasibility	Condominium	Condominium
Maximum Productivity	Condominium	Condominium

Exposure Time: Estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.

Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market.

PROPERTY HISTORY

File No. 29Fleurance

Borrower					
Property Address 29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA Zip Code 92677
Lender/Client					

SUBJECT 12 MONTH LISTING HISTORY

Per CRMLS, there are no known listings of the subject property in the prior 12 months.

SUBJECT 60-MONTH PRIOR TRANSFER HISTORY

29 Fleurance St
-Transferred on 02/23/2023 for \$855,000. It transferred from Havacko Rick A to West Valerie M Trust and was a Grant Deed (Document #41600).

COMPARABLE 60-MONTH PRIOR TRANSFER HISTORY

37 Fleurance St
-Transferred on 07/21/2022 for \$0. It transferred from Straling Louise to Comer Louise B 2022 Trust and was a Grant Deed (Document #254505).
-Transferred on 03/25/2022 for \$775,000. It transferred from Cerda Randy and Haley to Straling Louise and was a Grant Deed (Document #117325).

71 Fleurance St
-Transferred on 11/14/2022 for \$585,000. It transferred from Rhines Charles E Trust to Litterelle Blake and was a Grant Deed (Document #361422).
-Transferred on 11/14/2022 for \$0. It transferred from Rhines Charles E to Rhines C and L Fam Trust and was a Affidavit (Document #361421).
-Transferred on 11/14/2022 for \$0. It transferred from Rhines Linda A to Rhines C and L Fam Trust and was a Affidavit (Document #361420).

33 Fleurance St
-None

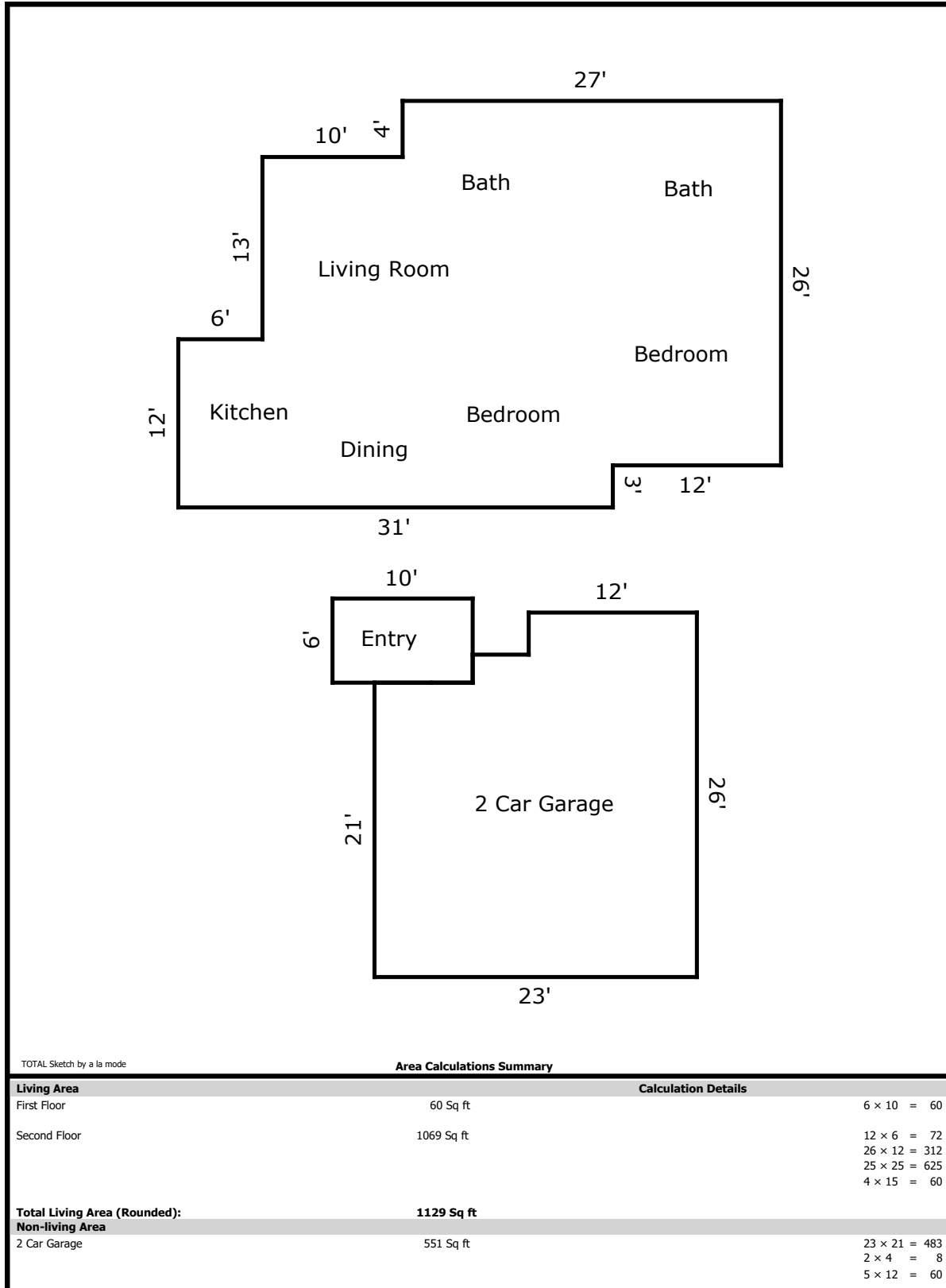
199 Fleurance St
-Transferred on 10/04/2024 for \$0. It transferred from Begum Yeonah C to Begum Trust and was a Grant Deed (Document #258962).

191 Fleurance St
-Transferred on 09/24/2019 for \$0. It transferred from Javanshiri Ali to Javanshiri Sicil and was a Grant Deed (Document #367108).
-Transferred on 09/16/2019 for \$0. It transferred from Ranick Ents to Javanshiri Sicil and was a Grant Deed (Document #352411).

17 Fleurance Street
-Transferred on 12/12/2025 for \$0. It transferred from Tadayon Seyed H to Hashemian Mojdeh and was a Interspousal Deed Transfer (Document #345325).
-Transferred on 12/18/2023 for \$0. It transferred from Oliphant Sarah L to Oliphant Sarah L Living Trust and was a Grant Deed (Document #310738).
-Transferred on 05/25/2023 for \$0. It transferred from Oliphant Sarah L and Patricia to Oliphant Sarah L and was a Grant Deed (Document #122220).
-Transferred on 11/30/2021 for \$0. It transferred from Oliphant Sarah L to Oliphant Sarah L and was a Grant Deed (Document #724268).

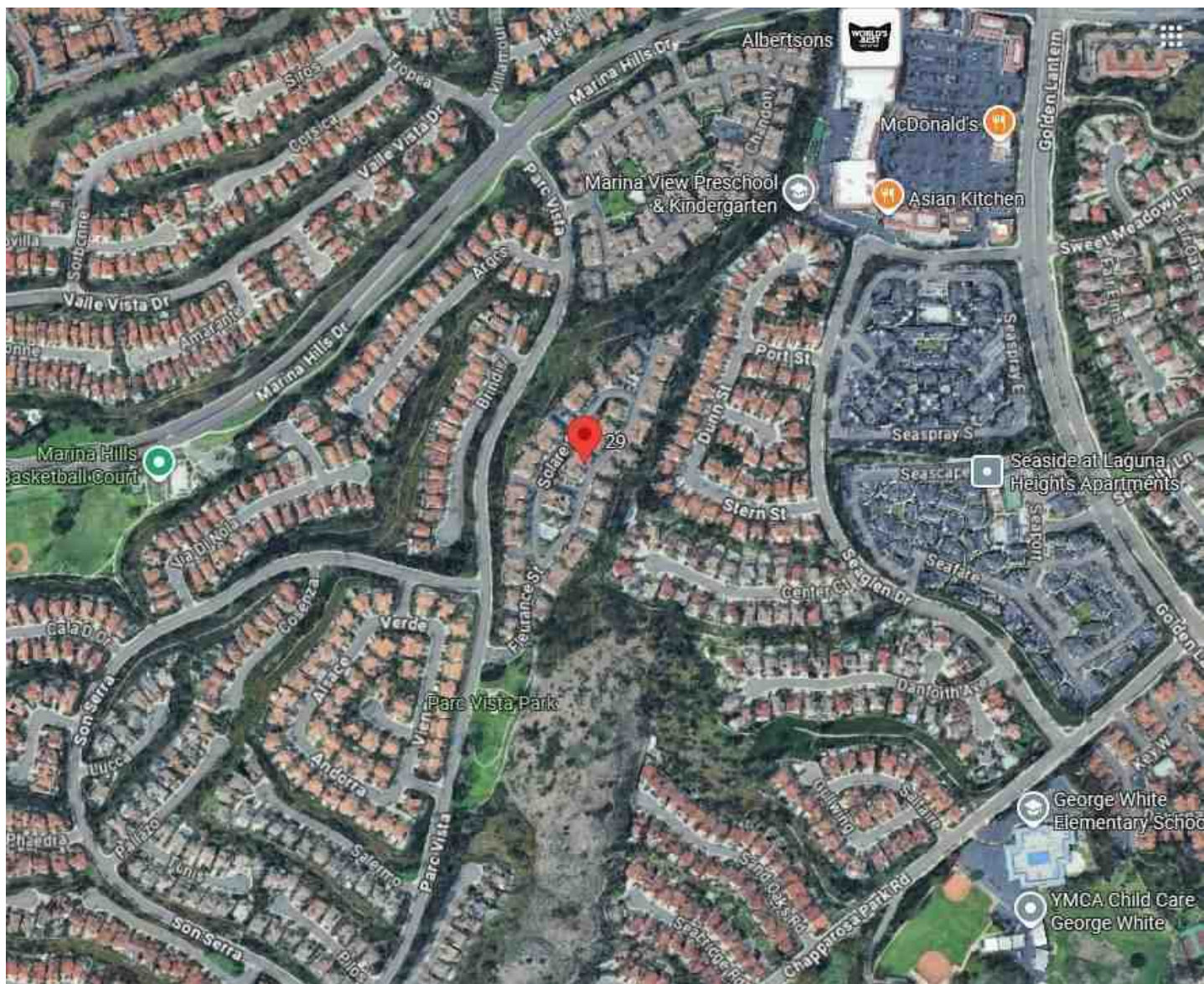
Building Sketch

Borrower				
Property Address	29 Fleurance St			
City	Laguna Niguel	County	Orange	State CA Zip Code 92677
Lender/Client				



Aerial Map

Borrower						
Property Address	29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA	Zip Code 92677
Lender/Client						



Supplemental Addendum

File No. 29Fleurance

Borrower				
Property Address 29 Fleurance St				
City	Laguna Niguel	County	Orange	State CA Zip Code 92677
Lender/Client				

The appraisal and conclusions herein are based on an interior and exterior observation of the subject property.

Purpose of Appraisal: The purpose of this appraisal is to estimate the market value of the real property that is the subject of this report based upon a quantitative sales comparison analysis for tax planning and tax reporting purposes.

Intended User: Shannon West
No other users are intended by the Appraiser. Appraiser shall consider the intended users when determining the level of detail to be provided in the Appraisal Report.

Intended Use: The Intended use of this appraisal is to aid the client in establishing a retrospective value as of 4/17/2026 for tax planning and tax reporting purposes.
No other use is intended by the Appraiser. The intended use as stated shall be used by the Appraiser in determining the appropriate Scope of Work for the assignment.

Scope of Work:

- The Scope of Work is the type and extent of research and analyses performed in an appraisal assignment that is required to produce credible assignment results, given the nature of the appraisal problem, the specific requirements of the intended user(s) and the intended use of the appraisal report.
- The Opinion of Value that is the conclusion of this report is credible only within the context of the Scope of Work, Effective Date, the Date of Report, the Intended User(s), the Intended Use, the stated Assumptions and Limiting Conditions, any Hypothetical Conditions and/or Extraordinary Assumptions, and the Type of Value, as defined herein.
- In the appraisal problem at hand, the scope of work encompasses the necessary research and analysis to produce a credible result, in accordance with the intended use, and conforms with the Uniform Standards of Professional Appraisal Practice (USPAP).
- Property descriptions are based on interior/exterior, exterior-only observations of the subject or no inspection utilizing data compiled from public records, local Multiple Listing Services, commercial data sources, e.g., First American Real Estate Services, etc.
- In developing the Sales Comparison Analysis, market data was collected from the above cited sources, corroborated and analyzed.
- The appraiser performed a search of the local market area for the most similar closed comparable sales, pending/contingent sales and active listings. The sales were confirmed and verified from public records, various data services, MLS and when necessary with an agent, the owner or the title company. The most relevant comparable sales were selected, analyzed and compared to the subject property to arrive at an indication of value. In the preparation of this report, I have relied on data from county records, MLS, title companies, etc. I believe this report to be complete and accurate, however, should any error or omission be subsequently discovered, I reserve the right to correct it.
- In developing this appraisal, the appraiser has incorporated only the Sales Comparison approach. The appraiser has excluded the Cost and Income approaches, given the agreed upon Scope of Work, as they are either irrelevant or unnecessary.
- Furthermore, the appraiser has determined that this appraisal process is not so limited that the results of the assignment are no longer credible, and the client agrees that the limited service is appropriate given the intended use.
- The confirmation of comparable sale data, i.e. closed sale documentation and property characteristics, is via public data sources only. The appraiser may not always view the sales in the field. The data is collected, verified and analyzed, in accordance with the scope of work identified and the intended use of the appraisal.
- The appraiser acknowledges that an estimate of a reasonable time for the exposure in the open market is a condition in the definition of market value.
- The subject's marketing time is assumed to be typical for the subject's market area unless otherwise stated. I identified the real property being appraised and collected property-specific data available through public records, property owners, various data services and or MLS database.

The appraiser is NOT a "home inspector" and can only report conditions based on the visual observation noted above. The appraiser DOES NOT warrant any part/whole of the subject property environmental conditions or other conditions that would require a licensed professional such as' identifying the existence of Lead Based paint, Mold, Soil Slippage, Hazardous Waste, Radon Gas etc. I did not test the subject's mechanical systems; the appraiser is not an expert with regard to mechanical issues or electrical, plumbing, roof, foundation systems, or State, City, Count, Building Code compliance etc. Measurements and room counts used in this report came from appraisers observation, county records, MLS, and/or builders floor plans. These numbers may differ slightly due to differences in measuring techniques. The difference, if any, is considered minimal and the numbers used in the report are considered accurate and acceptable for the purpose of this appraisal report. Zoning data was obtained from public records, office files, and or city/county planning offices. The collected data was then used to develop a profile of the subject property and analyze the highest and best use of the subject property.

My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the applicable Internal Revenue Service Valuation Guidelines.

DEFINITION OF MARKET VALUE *:
The IRS definition of fair market value which was applied by the appraiser is defined as: "The fair market value is the price at which the property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of relevant facts. The fair market value of a particular item of property includable in the decedent's gross estate is not to be determined by a forced sale price. Nor is the fair market value of an item of property to be determined by the sale price of the item in a market other than that in which such item is most commonly sold to the public, taking into account the location of the item wherever appropriate. Regulation §20.2031-1

The report complies with applicable IRS Guidelines as discussed in IRM 4-48.6
I am not prohibited from practicing before the IRS
I am not an excluded party under IRS publication 561, revised 2/19/2022

APPRAISER INFORMATION*:
Appraiser Name: Mark R Buhler
Address: 32565 Golden Lantern St B368 Dana Point, CA 92629
Company Name: CMP Appraisal TIN 33-0831884

Licensed by the State of California as a Certified Residential Appraiser October 7, 1993
I have appraised 1-4 unit properties for lending, legal and private uses since 1993
Approved by the State of California as a continuing education provider in 2017
I have provided continuing education to appraisers since 2017

Borrower					
Property Address 29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA Zip Code 92677
Lender/Client					

Market Conditions

The subject's market area is defined as condominium and townhouse properties within the 92677 postal code of Laguna Niguel. The analysis is based on 68 closed sales from April 17, 2025 through April 17, 2026, the effective date of the appraisal. Quarterly periods are reported from the second quarter of 2025 through the first quarter of 2026, with the April 2026 closings incorporated into the first quarter 2026 reporting period.

The second quarter of 2025 produced 18 closed sales at a median price of \$892,500, a median of \$695 per square foot, a median living area of 1,363 square feet, and a median of 22 days on market. The third quarter of 2025 produced 19 closed sales at a median price of \$870,000, a median of \$688 per square foot, a median living area of 1,303 square feet, and a median of 18 days on market. The fourth quarter of 2025 produced 16 closed sales at a median price of \$942,000, a median of \$686 per square foot, a median living area of 1,421 square feet, and a median of 22 days on market. The first quarter of 2026 produced 15 closed sales at a median price of \$900,000, a median of \$695 per square foot, a median living area of 1,256 square feet, and a median of 23 days on market.

The nominal price variation across the analysis period reflects differences in the size composition of properties that sold in each period rather than directional value movement. The fourth quarter of 2025 recorded the highest nominal median at \$942,000, corresponding to that period's highest median living area at 1,421 square feet. The third quarter recorded the lowest nominal median at \$870,000, corresponding to its smallest median living area at 1,303 square feet. When examined on a price per square foot basis, all four quarters remain within a narrow range of \$686 to \$695 per square foot.

The primary indicator of market direction is the sale-price-to-list-price ratio, which remained consistent across all reporting periods. The ratio measured 99.6% in the second quarter of 2025, 99.0% in the third quarter, 98.4% in the fourth quarter, and 98.8% in the first quarter of 2026, with an overall period median of 98.9%. The consistency of this ratio across twelve months indicates that the relationship between seller pricing and final sale prices has not shifted directionally. A comparison of the most recent six months (October 17, 2025 through April 17, 2026) to the prior six months (April 17, 2025 through October 17, 2025) shows a median price of \$905,000 in the recent period versus \$883,000 in the prior period. The recent period's median living area of 1,359 square feet modestly exceeds the prior period's median of 1,340 square feet, accounting for a portion of the nominal difference. On a per-square-foot basis the change is 0.7%, consistent with the stable price environment indicated by the sale-price-to-list-price data.

The overall twelve-month median days on market is 22 days, and 63.2% of sales closed within 30 days of the listing date. The appraiser's opinion is that the market is stable as of April 17, 2026.

Typical marketing time for properties of this type in this market is estimated at 0 to 30 days. Exposure time, which precedes the effective date of the appraisal, is similarly estimated at 0 to 30 days.

Neighborhood Description

The subject is located in Laguna Niguel, in the Marina Hills master-planned development. The immediate area is characterized by residential development consisting of a mix of single family residences, condominiums and planned unit developments, with the subject's Encore community comprising 123 units of two-story Mediterranean-style construction built in 1994. Land uses in the surrounding area are predominantly residential, with a suburban character supported by sidewalks, street lighting, storm drains, and an established trail network accommodating biking, hiking, and equestrian use. The development incorporates natural ravine and park areas accessible to residents. Coastal destinations including Laguna Beach, Salt Creek Beach, and Dana Point Harbor are within a short drive of the subject location. Regional freeway access is described as convenient, with multiple freeways serving the area for commuting purposes. Higher education institutions including the University of California, Irvine and Saddleback College are accessible from the surrounding area. The subject is served by the Capistrano Unified School District; assigned public schools include George White Elementary, Niguel Hills Middle School, and Dana Hills High School, with several private school options also identified in proximity. Community amenities within the Marina Hills development include multiple swimming pools, spas, tennis and pickleball courts, a lap pool, a clubhouse with meeting rooms, outdoor cooking areas, and playground and park facilities. The overall character of the area reflects an established residential community with access to both on-site recreational amenities and nearby coastal and regional destinations.

Additional Features

The subject property is a two-bedroom, two-bathroom attached condominium located in the Encore community within the Marina Hills master-planned development in Laguna Niguel. The unit is situated on the upper floor of a two-story building and is configured as a corner end unit with no shared walls on two sides, positioned at the terminus of a small cul-de-sac. The property was constructed in 1994 by Taylor Woodrow and contains 1,129 square feet of gross living area. Overall condition is updated and remodeled, consistent with the MLS condition designation and confirmed by photographs. The exterior is of Mediterranean architectural style with stucco cladding, a Spanish tile roof, and slab foundation. Two balconies provide outdoor access from the living and dining areas, with hill and canyon views visible from both.

The interior reflects an open floor plan connecting the living room and dining area on the main living level, with high ceilings throughout. Flooring consists of luxury vinyl plank in the living areas and carpet in the bedrooms. A two-way gas fireplace with gas starter is shared between the living room and dining room. A secondary balcony is accessible from the dining area via sliding glass door. The primary bedroom includes dual closets and a dedicated en-suite bathroom. The second bedroom features a view window and is adaptable for use as a home office. The kitchen features tile countertops, and stainless steel appliances including a gas range, gas cooktop, oven, dishwasher, and microwave. A window above the kitchen sink provides hill and canyon views. The primary bathroom includes a dual-sink vanity, walk-in shower with tile surround, soaking tub, and a privacy toilet door. The secondary bathroom includes a single-sink vanity and a shower-in-tub combination. PEX plumbing was installed in 2021. The two-car attached garage is accessed directly from the unit interior via an interior staircase. A private driveway accommodates two additional vehicles. Laundry connections (gas and 220-volt electric) are located within the garage. Carbon monoxide and smoke detectors were present.

The subject is encumbered by two homeowners associations: the Encore association and the Marina Hills Community Association. The Encore association provides access to a community pool, spa, outdoor cooking area, tennis courts, pickleball courts, and a clubhouse with meeting rooms. The Marina Hills association provides access to additional amenities including a lap pool, a second pool and spa, a playground, park areas, and biking, hiking, and equestrian trails throughout the master-planned community.

Borrower						
Property Address	29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA	Zip Code 92677
Lender/Client						

Summary of Sales Comparison Approach

ADJUSTMENT COMMENTARY

All five comparable sales are located within the Marina Hills Encore project in Laguna Niguel, sharing the subject's Mediterranean design, good condition, two-car garage configuration, and community amenity package; no adjustments were required for those features.

The subject property has a city and hills view. Comparables 2, 4, and 5 were each determined to have an inferior view relative to the subject and received upward adjustments of \$43,500, \$49,500, and \$40,000 respectively, based on paired sales evidence within the Encore community. Comparables 1, 3, and 6 reflect a view condition similar to the subject and required no view adjustment.

Differences in gross living area between the subject and each comparable were adjusted at \$450 per square foot. This rate is supported by a regression analysis of 326 closed condominium sales in Laguna Niguel utilizing community-level fixed effects, a method that controls for location differences between complexes and isolates the marginal contribution of living area to value. That analysis produced a GLA coefficient of \$499 per square foot, with a market-supported range of approximately \$400 to \$600 per square foot. The selected rate of \$450 per square foot falls within the lower portion of this range and is considered appropriate given the characteristics of the subject property and the Encore community. The subject contains 1,129 square feet. Comparables 1, 3, and 4 each contain 1,464 square feet, resulting in a downward adjustment of \$151,000 applied to each. Comparable 5 contains 965 square feet, resulting in an upward adjustment of \$74,000. Comparable 6 contains 1,277 square feet, resulting in a downward adjustment of \$66,500. No adjustment was made. Comparables 2 and 3's room count and bedroom and bathroom configuration are identical to the subject and required no adjustment. Comparables 1, 3, and 4 each contain three bedrooms and three bathrooms compared to the subject's two bedrooms and two bathrooms. Market evidence from paired sales within the Laguna Niguel condo market indicates the net value premium attributable to bedroom count difference, after controlling for gross living area, is not material. Accordingly, no separate bedroom or bathroom adjustment was applied to those sales, as the GLA adjustment is considered to reflect the value difference in total.

Adjustments were derived using a combination of matched paired sales analysis, depreciated cost estimation, sensitivity analysis, and a rating and ranking method applied to the comparable data set.

COMPARABLE WEIGHTING

All five comparable sales are located on Fleurance Street within the Marina Hills Encore project; the street name is established here, and each comparable is identified by street number only on subsequent reference.

71 Fleurance is assigned the greatest weight. It is the only comparable reflecting gross living area and room count identical to the subject, at 1,129 square feet in a two-bedroom, two-bathroom configuration, and required only two adjustments, for view and date of sale; the plan-level equivalence and limited adjustment profile provide the most direct value indicator in the set.

17 Fleurance is assigned second weight; it is the most recently closed sale in the comparable set, with a sale date of December 2025 approximately four months prior to the effective date, and required only a single gross living area adjustment; despite reflecting the larger three-bedroom, three-bathroom floor plan, its minimal adjustment requirement and temporal proximity to the effective date make it a reliable current market reference.

37 Fleurance is assigned third weight; it shares the subject's two-bedroom, two-bathroom room configuration and closed in August 2025, but its gross living area of 965 square feet and inferior view both required adjustment, producing a higher net adjustment magnitude than 71 Fleurance and reducing its relative weight.

191 Fleurance is assigned fourth weight; it reflects the same project and good condition as the subject but required downward gross living area and upward date of sale adjustments, introducing greater adjustment reliance than the three higher-weighted comparables.

199 Fleurance is assigned the least weight in the analysis; three adjustments were required, for inferior view, the larger gross living area, and elapsed time between sale date and effective date, representing the highest number of adjustment categories and the highest overall net adjustment magnitude in the set, correspondingly reducing its reliability as a value indicator relative to the other four comparables.

RECONCILIATION

The sales comparison approach produced adjusted values ranging from \$917,000 at 37 Fleurance to \$978,500 at 191 Fleurance. Greatest weight is assigned to the sale at 71 Fleurance, the only comparable reflecting gross living area and room count identical to the subject at 1,129 square feet in a two-bedroom, two-bathroom configuration; its limited adjustment profile and direct plan-level equivalence provide the most reliable value indicator in the set, with an adjusted value of \$975,500. The remaining four comparables provide bracketing support across the adjusted range and are consistent with the conclusion indicated by 71 Fleurance. All five comparables are located within the Marina Hills Encore project, confirming project-level comparability and reducing the influence of locational variation on the final conclusion. The opinion of market value for the subject property as of April 17, 2026 is \$975,000.

Sales Comparison Conclusion

The six comparables, after adjustment, indicate a value range of \$893,500 to \$978,500. The three primary comparables produce adjusted values of \$948,000, \$975,500, and \$978,500. Comparables 1, 2, and 3 are given the greatest weight as the most proximate in time, location, and physical characteristics to the subject. The adjusted values of the primary comparables cluster tightly between \$948,000 and \$978,500, providing a well-bracketed and internally consistent indication of value.

Subject Photo Page

Borrower					
Property Address 29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA Zip Code 92677
Lender/Client					



Subject Property

29 Fleurance St	
Sales Price	
Gross Living Area	1,129
Total Rooms	5
Total Bedrooms	2
Total Bathrooms	2.0
Location	Residential
View	City Hills View
Site	Condominium
Quality	Good
Age	32 Years



Subject Street



View

Photograph Addendum

Borrower					
Property Address 29 Fleurance St					
City	Laguna Niguel	County	Orange	State	CA Zip Code 92677
Lender/Client					



Dining Room



View



View



Living Room



Kitchen



Bedroom

Subject Property Public Record Data

29 Fleurance St, Laguna Niguel, CA 92677-9036, Orange County
APN: 933-403-90 CLIP: 4657486354

	MLS Beds	MLS Full Baths	Half Baths	Sale Price	Sale Date
	2	2	N/A	\$855,000	02/14/2023
	MLS Sq Ft	Lot Sq Ft	MLS Yr Built	Type	
	1,129	35,536	1994	CONDO	

OWNER INFORMATION			
Owner Name	West Valerie M V M Revoc Tr	Tax Billing Zip	96708
Mail Owner Name	Valerie M V M Revoc Tr West	Tax Billing Zip+4	5986
Tax Billing Address	470 N Holokai Pl	Owner Occupied	No
Tax Billing City & State	Haiku, HI		

COMMUNITY INSIGHTS			
Median Home Value	\$1,669,093	School District	CAPISTRANO UNIFIED
Median Home Value Rating	10 / 10	Family Friendly Score	68 / 100
Total Crime Risk Score (for the neighborhood, relative to the nation)	62 / 100	Walkable Score	62 / 100
Total Incidents (1 yr)	59	Q1 Home Price Forecast	\$1,670,966
Standardized Test Rank	87 / 100	Last 2 Yr Home Appreciation	11%

LOCATION INFORMATION			
Zip Code	92677	Comm College District Code	S Orange Co
Carrier Route	C046	Census Tract	423.31
Tract Number	13940	Within 250 Feet of Multiple Flood Zones	No
School District	Capistrano		

TAX INFORMATION			
APN	933-403-90	Tax Area	29063
Alternate APN	653-582-26	Lot	2
% Improved	17%	Water Tax Dist	Orange Co
Legal Description	TRACT 13940, LOT 2 OF PROJECT 933-40 LOCATED ON AP 653-582-26 TOGETHER WITH AN UND. 1/15 INT. IN LOT 2.		

ASSESSMENT & TAX			
Assessment Year	2025	2024	2023
Assessed Value - Total	\$889,542	\$872,100	\$519,827
Assessed Value - Land	\$736,695	\$722,250	\$374,866
Assessed Value - Improved	\$152,847	\$149,850	\$144,961
YOY Assessed Change (\$)	\$17,442	\$352,273	
YOY Assessed Change (%)	2%	67.77%	

Tax Year	Total Tax	Change (\$)	Change (%)
2023	\$5,265		
2024	\$8,837	\$3,572	67.84%
2025	\$8,987	\$150	1.69%

Special Assessment	Tax Amount
Mwd Water Stdby Chg	\$10.08
Mosq/Fire Ant Assmt	\$5.44
Vector Control Chg	\$0.67
Total Of Special Assessments	\$16.19

CHARACTERISTICS			
County Land Use	Condominium	Full Baths	2
Universal Land Use	Condominium	Water	Public
Lot Acres	0.8158	Sewer	Type Unknown
Lot Area	35,536	Garage Type	Garage
Building Sq Ft	1,129	Garage Sq Ft	546
Gross Area	1,129	Parking Type	Type Unknown
Stories	MLS: 2	Parking Spaces	MLS: 2
Bedrooms	2	Year Built	1994

17 Fleurance MLS

17 Fleurance Street, Laguna Niguel 92677

STATUS: Closed

LIST/CLOSE: \$1,099,000/\$1,099,000

Golden Lantern to Marina Hills Dr, left on Parc Vista, left on Fleurance st



BED / BATH: 3/3,0,0,0
SQFT(src): 1,516 (A)
PRICE PER SQFT: \$724.93
LOT(src):
LEVELS: Two
GARAGE: 2/Attached
YEAR BUILT(src): 1994 (ASR)
PROP SUB TYPE: CONDO/A
DAM / CDAM: 0/0
SLC: Standard
PARCEL #: 93340399
LISTING ID: OC25253437

DESCRIPTION

Elegant turnkey home blessed with a prime corner lot location backing to the canyon with stunning panoramic sunrise, mountains, and peaceful canyon views! Superbly located in the desirable Encore at Marina Hills, this exquisite home has been beautifully designed with gorgeous features throughout providing a graceful living experience. Step inside and soak in the light filled interior, luxurious marble tile floors throughout, recessed lighting, and a well-designed floor plan which includes a highly prized main level full bath PLUS a bonus room perfect for an executive home office or 3rd bedroom. The living area is an ideal gathering space around the handsome stacked stone fireplace, with sliding doors providing tranquil views and direct access to the back patio, a perfect indoor-outdoor living space. The timelessly elegant kitchen has been remodeled with natural stone counter tops, high end wood cabinetry, custom glass tile backsplash, upgraded stainless steel appliances, an abundance of storage space, a sunny breakfast nook, and direct access to the patio creating a great flow for entertaining. The full bathroom on the main level has been recently updated with new Quartz topped vanity, new fixtures and faucet, new mirror, and new custom lighting. Upstairs there are 2 bedroom suites, each with ensuite bathrooms, including a spacious bedroom suite with vaulted ceilings, a private view balcony for enjoying the amazing views with an evening glass of wine with a loved one, a walk-in closet, and a spacious bathroom with dual vanities, updated glass tile countertops and shower surround, framed vanity mirrors, and custom lighting. You will fall in love with the private and serene back patio with motorized retractable awnings, outdoor lighting, brick pavers, raised planters, Rainbird timer sprinklers and a built-in gas line for BBQ, an ideal haven for taking advantage of cool ocean breezes and enjoying the stunning views! Additional fine features and improvements include upgraded energy efficient windows, newer water heater, updated door hardware, installed stair rail banisters, ceiling fans, Nest thermostat, Ring Doorbell, new garage door opener, and Reverse Osmosis water system. Encore amenities include a sparkling pool & spa, lounging & picnic areas. Community re-piped with Pex plumbing in 2018. Close to Marina Hills Park pool, clubhouse, tennis courts, playgrounds, sports fields, & courts, shopping, dining, hiking & biking trails, minutes from local beaches.

EXCLUSIONS: Washer & Dryer		INCLUSIONS: Refrigerator	
AREA: LNSLT - Salt Creek SUBDIVISION: Encore (MHE)/Encore (MHE) COUNTY: Orange SENIOR COMMUNITY?: No CERTIFIED 433A?:	LIST \$ ORIGINAL: \$1,099,000 BASEMENT SQFT: COMMON WALLS: 2+ Common Walls, End Unit PARKING: Direct Garage Access, Driveway, Garage HORSE: PROBATE AUTHORITY:	SELLER WILL CONSIDER CONCESSIONS IN OFFER: ROOM TYPE: Bonus Room, Kitchen, Laundry, Living Room, Main Floor Bedroom, Primary Bathroom, Primary Bedroom, Primary Suite, Office, Two Primaries, Walk-In Closet EATING AREA: Area, Breakfast Nook, In Living Room	COOLING: Central Air HEATING: Forced Air VIEW: Canyon, City Lights, Hills, Mountain(s), Panoramic, Park/Greenbelt, Trees/Woods WATERFRONT: Ocean Side of Freeway LAUNDRY: Individual Room, Inside

PROP SUB TYPE:
Condominium (Attached)

STRUCTURE TYPE: House

COMMON INTEREST: Condominium

INTERIOR

INTERIOR: Ceiling Fan(s), Quartz Counters, Recessed Lighting MAIN LEVEL BEDROOMS: 1 MAIN LEVEL BATHROOMS: 1	ACCESSIBILITY: APPLIANCES: Dishwasher, Disposal, Gas Cooktop, Microwave, Refrigerator KITCHEN FEATURES: Remodeled Kitchen, Stone Counters BATHROOM FEATURES: Bathtub, Shower, Shower in Tub, Double Sinks in Primary Bath, Main Floor Full Bath, Privacy toilet door, Remodeled, Tile Counters, Upgraded, Walk-in shower	FLOORING: Tile ENTRY LOC/ENTRY LVL: 1/1 FIREPLACE: Living Room
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EXTERIOR

EXTERIOR: Awning(s) FENCING: Stucco Wall, Wrought Iron DIRECTION FACES:	SECURITY: SEWER: Public Sewer	LOT: Close to Clubhouse, Greenbelt, Park Nearby, Sprinklers Timer POOL: Association, Community	PATIO/PORCH: Brick, Patio SPA: Association, Community
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BUILDING

BUILDER NAME: Taylor Woodrow MAKE: BUILD MODEL: E Maison Cinq TAX MODEL:	ARCH STYLE: DOOR: Mirror Closet Door(s), Sliding Doors WINDOW: Blinds	ROOF: Spanish Tile FOUNDATION DTLS: PROP COND: Turnkey, Updated/Remodeled	CONSTR MTLs: Stucco OTHER STRUCT: NEW CONSTRUCTION YN: No
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GARAGE AND PARKING

ATTACHED GARAGE?: Attached UNCOVERED SPACES: 2	PARKING TOTAL: 4 # REMOTES:	GARAGE SPACES: 2 RV PARK DIM:	CARPORT SPACES:
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GREEN

17 Fleurance MLS

GREEN ENERGY GEN:
WALK SCORE:

GREEN ENERGY EFF:

GREEN SJSTAIN:

GREEN WTR CONSERV:

POWER PRODUCTION

POWER PRODUCTION: NoGREEN VERIFICATION: No

COMMUNITY

HOA FEE: \$445/Monthly
HOA FEE 2: \$225/Monthly
HOA FEE 3:
COMMUNITY: Biking , Curbs, Hiking , Park, Sidewalks

HOA NAME: Encore at Marina Hills
HOA NAME 2: Marina Hills
Planned Community
HOA NAME 3:
HOA AMENITIES: Pickleball, Pool, Spa/ Hot Tub, Barbecue, Picnic Area, Playground, Tennis Court(s), Bocce Ball Court, Sport Court, Biking Trails, Hiking Trails, Clubhouse, Banquet Facilities, Maintenance Grounds, Water, Maintenance Front Yard

HOA PHONE: 949-346-9999
HOA PHONE 2: 714-508-9070
HOA PHONE 3:

OF UNITS: 1
UNITS IN COMMUNITY: 123
STORIES TOTAL: 2

HOA MANAGEMENT NAME: ProActive PM
HOA MANAGEMENT NAME 2: Optinum Professional PM
HOA MANAGEMENT NAME 3:

LAND

LAND LEASE?: No
PARCEL #: 93340399
ADDITIONAL APN(s): No

LAND LEASE AMOUNT:
LAND LEASE AMT FREQ:
LAND LEASE PURCH?:
LAND LEASE RENEW:
LAND LEASE EXP DATE:

UTILITIES:
ELECTRIC:
WATER SOURCE: Public
LOT SIZE DIM:
ASSESSMENTS: Special Assessments

TAX LOT: 2
TAX BLOCK:
TAX TRACT #: 13940
ZONING:
TAX OTHER ASSESSMENT: \$0
TAX OTHER ASSESS SOURCE: Unknown

SCHOOL

HIGH SCHOOL DISTRICT: Capistrano Unified
HIGH SCH DIST SOURCE:

ELEMENTARY: George White
ELEM SOURCE:
ELEMENTARY OTHER:

MIDDLE/JR HIGH: Niguel Hills
MIDDLE/JR SOURCE:
MIDDLE/JR HIGH OTHER:

HIGH SCHOOL:
HIGH SOURCE:
HIGH SCHOOL OTHER:

LISTING

DATES

BAC:
BAC RMRKS:
DUAL/VARI COMP?: No
LEASE CONSIDERED?: No
CURRENT FINANCING:
POSSESSION: Close Of Escrow
SIGN ON PROPERTY?: Yes
CONTINGENCY LIST: Standard Contract Contingencies
CONTINGENCY:
PRIVATE REMARKS: See supplements for HOA Docs including Rules & Regs, CC&RS, Maintenance Matrix, Floor Plan, and Tax Details. Send offers to: Jordan@JordanBennettOnline.com. Offers must include (1) EMD Minimum 3%, (2) PreApproval, (3) Proof of Funds.

TERMS: Cash, Cash to New Loan
LIST AGRMT: Exclusive Right To Sell
LIST SERVICE: Full Service
AD NUMBER:
DISCLOSURES: CC And R's, Homeowners Association
INTERNET, AVM?/COMM?: Yes/Yes
INTERNET?/ADDRESS?: Yes/Yes
NEIGHBORHOOD MARKET REPORT YN?: Yes

LIST CONTRACT DATE: 10/23/25
START SHOWING DATE:
ON MARKET DATE: 11/06/25
PRICE CHG TIMESTAMP:
STATUS CHG TIMESTAMP: 12/12/25
MOD TIMESTAMP: 12/12/25
EXPIRED DATE: 04/23/26
PURCH CONTRACT DATE: 11/15/25
CLOSE DATE: 12/12/25

SHOWING INFORMATION

SHOW CONTACT TYPE: See Remarks
SHOW CONTACT NAME: Showing Time App
SHOW CONTACT PH:
SHOW INSTRUCTIONS: Showing Appointments are required to be scheduled using Showing Time app with 1 hour notice.
DIRECTIONS: Golden Lantern to Marina Hills Dr, left on Parc Vista, left on Fleurance st

LOCK BOX LOCATION: Front Door
LOCK BOX TYPE: Supra

OCCUPANT TYPE: Owner
OWNER'S NAME:

AGENT / OFFICE

CONTACT PRIORITY

LA: (SBENNJOR) Jordan Bennett
CoLA:
LO: (D031) Regency Real Estate Brokers
LO PHONE: 949-707-4400
CoLO:
CoLO PHONE:

LA State License: 01850869
CoLA State License:
LO State License: 01200533
LO FAX: 949-707-5415
CoLO State License:
CoLO FAX:
Offers Email: jordan@jordanbennettonline.com

1.LA CELL: 949-282-9381

COMPARABLE INFORMATION

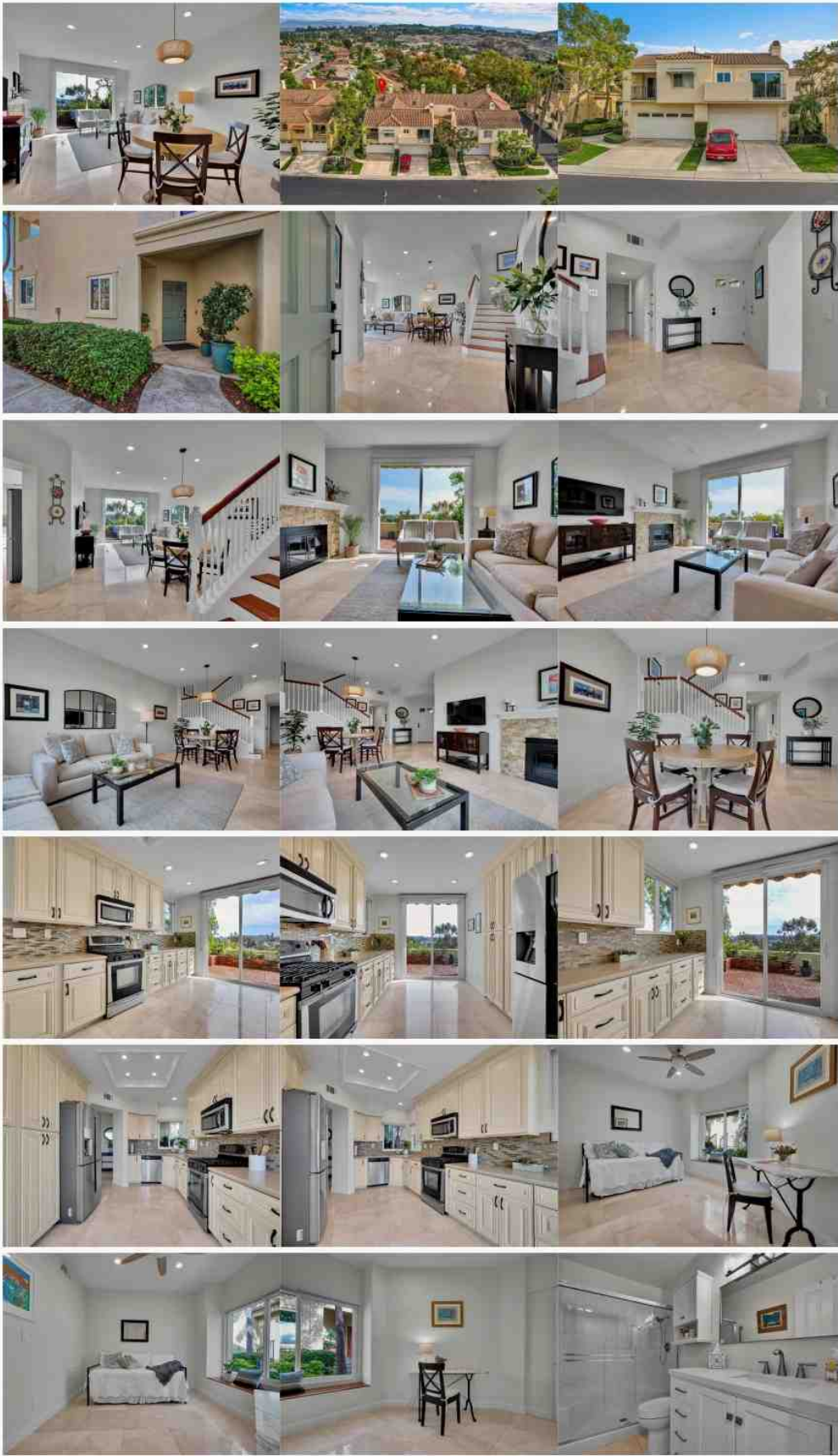
CLOSE PRICE: \$1,099,000
LIST PRICE: \$1,099,000
LIST \$ ORIGINAL: \$1,099,000
PURCH CONTRACT DATE: 11/15/25
COE DATE: 12/12/25
DAM/CDAM: 9/9
BUYER FINANCING: Conventional

BA: (LGKNUDWIL) WILLIAM KNUDSON
BO: First Team Real Estate
BA State License: 02193736
BO State License: 01008773

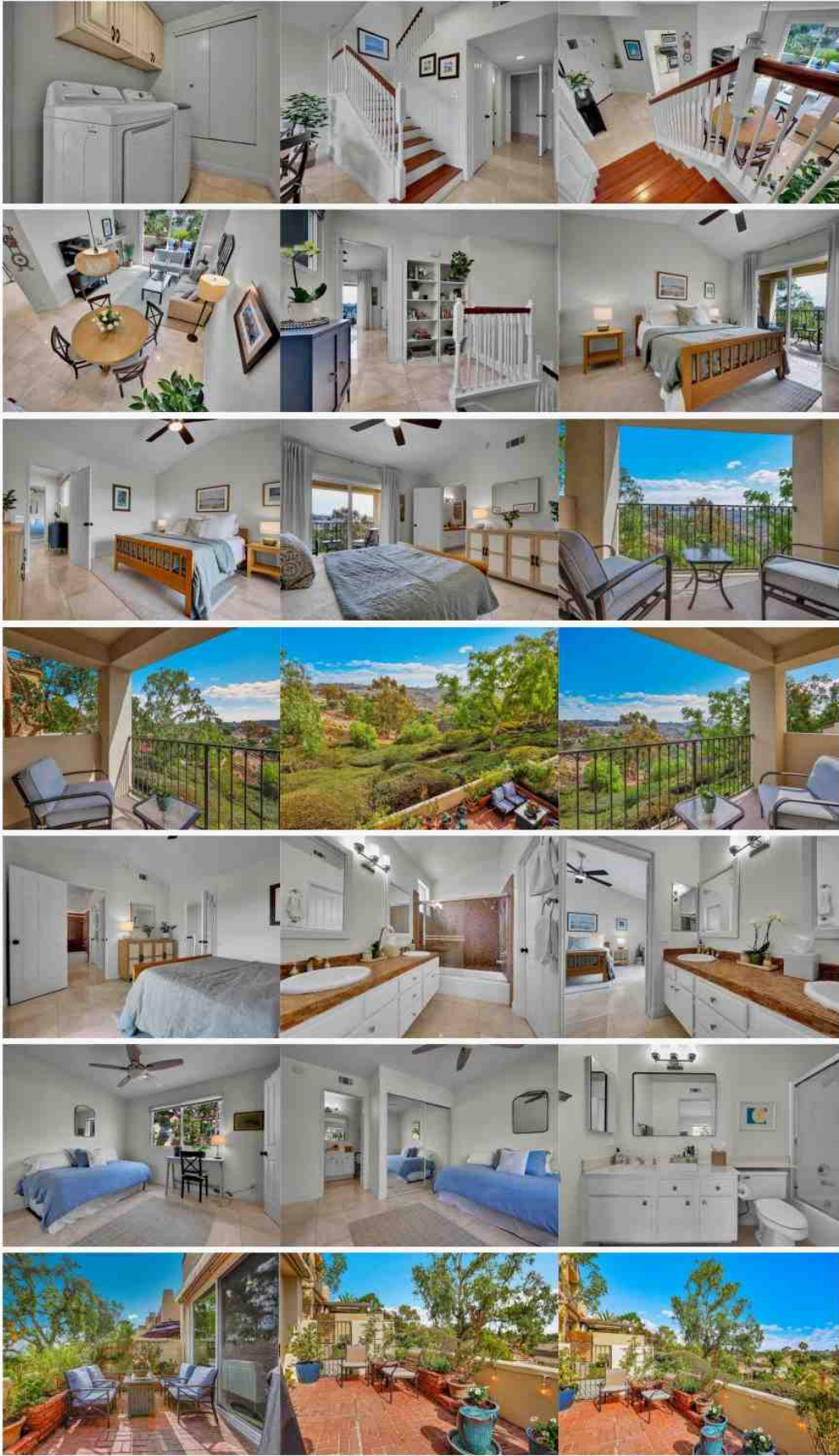
CoBA: ()
CoBO:
CoBA State License:
CoBO State License:

CONCESS FINANCING COSTS \$: \$0
CONCESS PROP IMPROV COSTS \$: \$0
CONCESS BUYER BROKER FEE \$: \$27,475
CONCESS CLOSING COSTS \$: \$5,090
CONCESS OTHER COSTS \$: \$0
CONCESS AMOUNT (TOTAL) \$: \$32,565
CONCESSION CMTS: credit towards closing costs

17 Fleurance MLS



17 Fleurance MLS



17 Fleurance MLS



AGENT FULL: Residential LISTING ID: OC25253437

Printed by Mark Buhler, State Lic: AR021550 on 06/20/2026 5:18:47 PM

71 Fleurance MLS

71 Fleurance St, Laguna Niguel 92677

STATUS: Closed

LIST/CLOSE: \$889,000/\$870,000

Golden Lantern, right on Marina Hills Drive, left on Parc Vista, left on Fleurance,



BED / BATH: 2/2,0,0
SQFT(src): 1,129 (A)
PRICE PER SQFT: \$770.59
LOT(src):
LEVELS: Two
GARAGE: 2/Attached
YEAR BUILT(src): 1994 (ASR)
PROP SUB TYPE: CONDO/A
DAM / CDAM: 11/11
SLC: Standard
PARCEL #: 93340312
LISTING ID: LG23065038

DESCRIPTION

Welcome to 71 Fleurance Street, a beautifully remodeled condo located in the highly sought-after Encore community within Marina Hills. This upper, end-unit condo boasts 2 bedrooms and 2 bathrooms, offering ample space for comfortable living. Inside this smart home, plenty of natural light pours through the windows and fills the home with warmth and a welcoming atmosphere. The open floor plan creates an inviting space that's perfect for entertaining guests or relaxing with loved ones. The newly updated kitchen is sure to impress with its modern design, sleek countertops, and stainless steel appliances. The kitchen also features plenty of cabinet space, making it easy to store all of your cooking essentials. Both bedrooms are generously sized and feature large windows that allow for natural light to pour in, creating a serene and peaceful ambiance. The master bedroom has an ensuite bathroom with a large, stylish shower and dual vanity. This condo also features an attached 2 car garage with endless storage, offering convenient and secure parking for you and your guests. The community amenities include a pool, spa, clubhouse, tennis/pickleball courts and a nearby park and playground, providing endless entertainment options. Located in the heart of Laguna Niguel, this property is just minutes away from shopping, dining, and entertainment. With easy access to major highways and transportation, this home offers a convenient and luxurious lifestyle here in south Orange County.

EXCLUSIONS:

INCLUSIONS:

AREA: LNSLT - Salt Creek
SUBDIVISION: Encore
(MHE)/Encore (MHE)
COUNTY: Orange
SENIOR COMMUNITY?: No
CERTIFIED 433A?:

LIST \$ ORIGINAL: \$889,000
BASEMENT SQFT:
COMMON WALLS: 1 Common
Wall, End Unit
PARKING: Direct Garage
Access, Garage
HORSE:
PROBATE AUTHORITY:

SELLER WILL CONSIDER
CONCESSIONS IN OFFER:
ROOM TYPE: All Bedrooms
Up, Family Room, Primary
Bathroom, Primary
Bedroom
EATING AREA: In Family Room

COOLING: Central Air
HEATING: Central
VIEW: City Lights, Hills, Neighborhood
WATERFRONT:
LAUNDRY: In Garage

PROP SUB TYPE:
Condominium (Attached)

STRUCTURE TYPE: Multi Family

COMMON INTEREST: Condominium

INTERIOR

INTERIOR: Cathedral Ceiling(s), High
Ceilings, Living Room Deck Attached,
Open Floorplan, Quartz Counters,
Recessed Lighting
MAIN LEVEL BEDROOMS: 0
MAIN LEVEL BATHROOMS: 0

ACCESSIBILITY:
APPLIANCES: Dishwasher, Freezer,
Disposal, Gas Range, Gas Water
Heater, Refrigerator
KITCHEN FEATURES: Kitchen Open to Family
Room, Quartz Counters, Remodeled Kitchen,
Self-closing drawers
BATHROOM FEATURES: Shower, Double Sinks
in Primary Bath, Quartz Counters, Remodeled

FLOORING: Laminate
ENTRY LOC/ENTRY LVL: 1/1
FIREPLACE: Family Room, Gas

EXTERIOR

EXTERIOR:
FENCING:
DIRECTION FACES:

SECURITY:
SEWER: Public Sewer

LOT: Cul-De-Sac
POOL: Association,
Community, Lap

PATIO/PORCH:
SPA: Association, Community

BUILDING

BUILDER NAME:
MAKE:
BUILD MODEL:
TAX MODEL:

ARCH STYLE: Contemporary
DOOR:
WINDOW:

ROOF:
FOUNDATION DTLs:
PROP COND: Turnkey

CONSTR MTLs:
OTHER STRUCT:
NEW CONSTRUCTION YN: No

GARAGE AND PARKING

ATTACHED GARAGE?: Attached
UNCOVERED SPACES:

PARKING TOTAL: 2
REMOTES:

GARAGE SPACES: 2
RV PARK DIM:

CARPORT SPACES:

GREEN

GREEN ENERGY GEN:
WALK SCORE:

GREEN ENERGY EFF:

GREEN SUSTAIN:

GREEN WTR CONSERV:

POWER PRODUCTION

POWER PRODUCTION: No

GREEN VERIFICATION: No

COMMUNITY

HOA FEE: \$375/Monthly
HOA FEE 2: \$185/Monthly
HOA FEE 3:
COMMUNITY: Hiking , Sidewalks,
Suburban

HOA NAME: Encore
HOA NAME 2: Marina Hills
Community Assoc
HOA NAME 3:
HOA AMENITIES: Pickleball,
Pool, Spa/Hot Tub, Barbecue,
Outdoor Cooking Area,
Playground, Tennis Court(s),

HOA PHONE: (661)295-4900
HOA PHONE 2: (949) 490-5840
HOA PHONE 3:

OF UNITS: 123
UNITS IN COMMUNITY: 123
STORIES TOTAL: 2

71 Fleurance MLS

Bocce Ball Court, Biking Trails,
Hiking Trails, Clubhouse

HOA MANAGEMENT NAME: PMP Management
HOA MANAGEMENT NAME 2:
HOA MANAGEMENT NAME 3:

LAND			
LAND LEASE?: No	LAND LEASE AMOUNT:	UTILITIES: Cable Connected,	TAX LOT: 7
PARCEL #: 93340312	LAND LEASE AMT FREQ:	Electricity Connected, Natural	TAX BLOCK:
ADDITIONAL APN(s): No	LAND LEASE PURCH?:	Gas Connected, Phone	TAX TRACT #: 13940
	LAND LEASE RENEW:	Available, Sewer Connected,	ZONING:
	LAND LEASE EXP DATE:	Water Connected	TAX OTHER ASSESSMENT: \$16
		ELECTRIC:	TAX OTHER ASSESS SOURCE: Estimated
		WATER SOURCE: Public	
		LOT SIZE DIM:	
		ASSESSMENTS: Unknown	

SCHOOL			
HIGH SCHOOL DISTRICT: Capistrano Unified	ELEMENTARY: George White	MIDDLE/JR HIGH: Niguel Hills	HIGH SCHOOL: Dana Hills
HIGH SCH DIST SOURCE:	ELEM SOURCE:	MIDDLE/JR SOURCE:	HIGH SOURCE:
	ELEMENTARY OTHER:	MIDDLE/JR HIGH OTHER:	HIGH SCHOOL OTHER:

LISTING		DATES
BAC: 2.5%	TERMS: Cash, Cash to New Loan, Conventional	LIST CONTRACT DATE: 04/18/23
BAC RMRKS: Commission paid to active MLS members only	LIST AGRMT: Exclusive Right To Sell	START SHOWING DATE: 04/20/23
DUAL/VARI COMP?: No	LIST SERVICE: Full Service	ON MARKET DATE: 04/20/23
LEASE CONSIDERED?: No	AD NUMBER:	PRICE CHG TIMESTAMP:
CURRENT FINANCING:	DISCLOSURES: CC And R's, Death On Property < 3 yrs, Homeowners Association, Principal Is RE Licensed	STATUS CHG TIMESTAMP: 06/06/23
POSSESSION: Close Of Escrow	INTERNET, AVM?/COMM?: Yes/Yes	MOD TIMESTAMP: 06/06/23
SIGN ON PROPERTY?: Yes	INTERNET?/ADDRESS?: Yes/Yes	EXPIRED DATE: 09/30/23
CONTINGENCY LIST: Standard Contract	NEIGHBORHOOD MARKET REPORT YN?: Yes	PURCH CONTRACT DATE: 05/01/23
Contingencies		CLOSE DATE: 06/05/23
CONTINGENCY:		
PRIVATE REMARKS:		

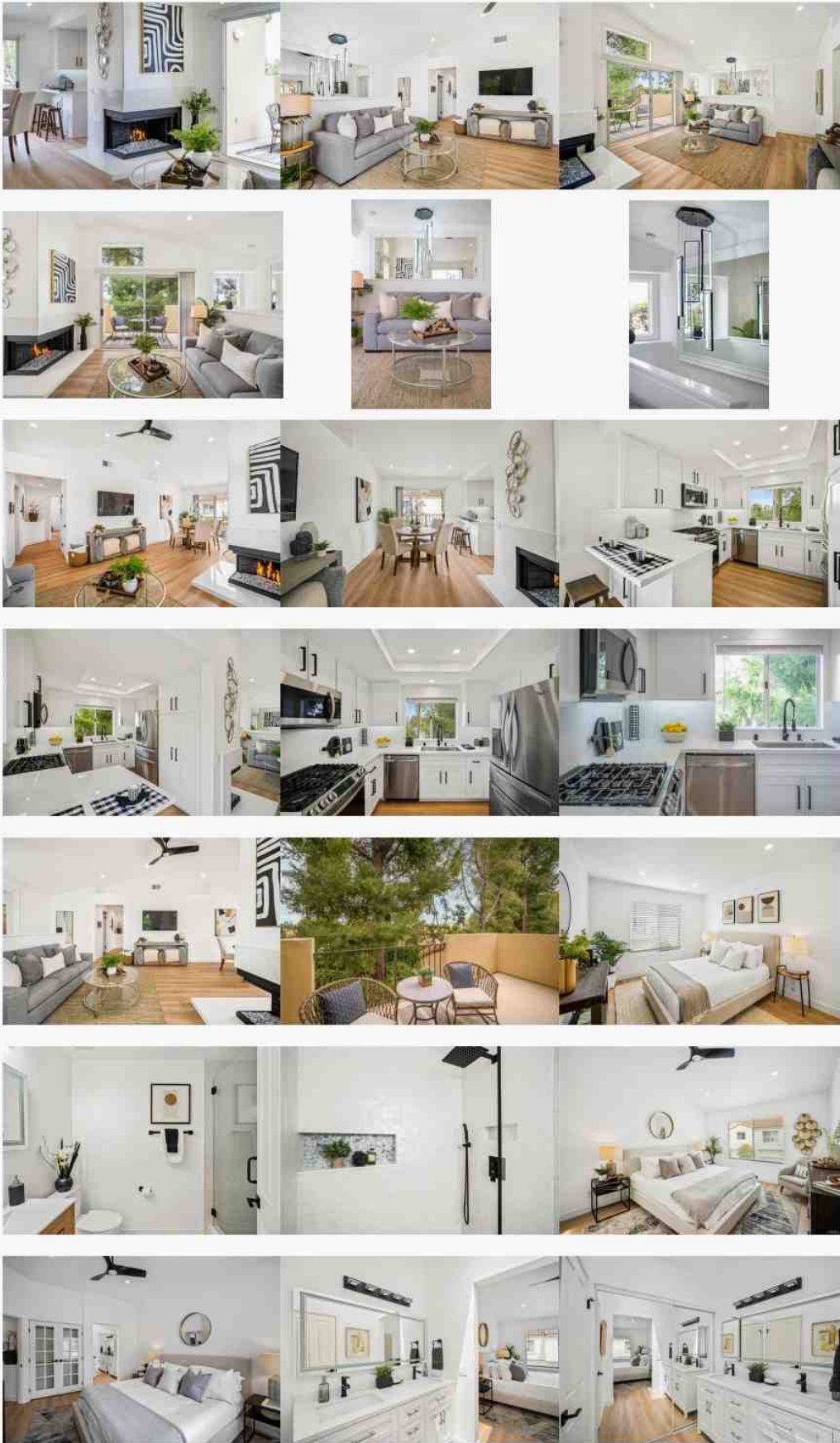
SHOWING INFORMATION		
SHOW CONTACT TYPE: Agent	LOCK BOX LOCATION:	OCCUPANT TYPE: Vacant
SHOW CONTACT NAME: Paul	LOCK BOX TYPE: None	OWNER'S NAME:
SHOW CONTACT PH: 9499296670		
SHOW INSTRUCTIONS: First showings at Open Houses on Saturday 4/22 and Sunday 4/23. After that, easy to show. Please call or text Paul Brutoco at 949-929-6670 or Bryan Gerlach at 949-241-9059 to make arrangements. Some notice appreciated.		
DIRECTIONS: Golden Lantern, right on Marina Hills Drive, left on Parc Vista, left on Fleurance,		

AGENT / OFFICE	CONTACT PRIORITY	
LA: (LGGERLBRY) Bryan Gerlach	LA State License: 01906646	1.LA CELL: 949-241-9059
CoLA: Blake Litterelle	CoLA State License: 02116793	2.LA EMAIL: bgerlach@PACIFICSIR.com
LO: (LGPSI) Pacific Sotheby's International Realty	LO State License: 01767484	
LO PHONE: 949-494-3600	LO FAX:	
CoLO: Pacific Sotheby's Int'l Realty	CoLO State License: 01767484	
CoLO PHONE: 949-494-3600	CoLO FAX:	
	Offers Email: bgerlach@pacificsir.com	

COMPARABLE INFORMATION			
CLOSE PRICE: \$870,000	BA: (QCBRUTPAU) Paul Brutoco	CoBA: (LGGERLBRY) Bryan Gerlach	CONCESS FINANCING COSTS \$:
LIST PRICE: \$889,000	BO: Pacific Sotheby's Int'l Realty	CoBO: Pacific Sotheby's International Realty	CONCESS PROP IMPROV COSTS \$:
LIST \$ ORIGINAL: \$889,000	BA State License: 02146711	CoBA State License: 01906646	CONCESS BUYER BROKER FEE \$:
PURCH CONTRACT DATE: 05/01/23	BO State License: 01767484	CoBO State License: 01767484	CONCESS CLOSING COSTS \$:
COE DATE: 06/05/23			CONCESS OTHER COSTS \$:
DAM/CDAM: 11/11			CONCESS AMOUNT (TOTAL) \$: \$0
BUYER FINANCING: Cash			CONCESSION CMTS: NA



71 Fleurance MLS



71 Fleurance MLS



191 Fleurance MLS

191 Fleurance St, Laguna Niguel 92677

STATUS: Closed

LIST/CLOSE: \$1,069,000/\$1,079,000

Parc Vista East to Fleurance. Condo is on the left.



BED / BATH: 3/2,1,0,0
SQFT(src): 1,464 (A)
PRICE PER SQFT: \$737.02
LOT(src): 0/0 (A)
LEVELS: Two
GARAGE: 2/Attached
YEAR BUILT(src): 1992 (ASR)
PROP SUB TYPE: CONDO/A
DAM / CDAM: 23/23
SLC: Standard
PARCEL #: 93340375
LISTING ID: OC24119563

[Listing has Supplements](#)

DESCRIPTION

PRICE IMPROVEMENT! Beautiful **VIEW** condo located in the desirable, Marina Hills community of Encore. Former **MODEL** home. This completely upgraded and luxurious condo offers 3 bedrooms and 3 bathrooms. 32x32 high quality, Italian porcelain tile throughout first floor. Kitchen features brand new island with quartz countertop and stack stone backsplash matching living room fireplace, stainless steel appliances...Viking refrigerator and Bosch dishwasher. Both living room and kitchen have access to spacious patio with lovely views of hills and city lights, perfect for relaxing or entertaining. Exquisite gas fireplace with white and beige stack stone all the way to the ceiling and pre wired for mounting TV adorns the living room. The convenience of a first floor bedroom is great with the high quality Murphy bed installed with closets and shelves on each side for maximum storage and built in window seat. Small but efficiently appointed office with Quartz countertops and bookshelves, make for a perfect and private home office. Enjoy those city light and hill views from the Master bedroom balcony. En suite Master bath with large double sink vanity, walk in shower with dual shower heads and walk in, cedar closet. Secondary bedroom on the second floor has en-suite bathroom and double-mirrored closet doors. This condo has a private walkway to the entrance with gorgeous landscaping and palm trees, plus a tropical landscaped walkway to the patio from side of the house. Other notable features include newer windows throughout, inside laundry, 2 car garage with epoxy flooring and plenty of storage. Encore has its own pool and spa. Enjoy access to Marina Hills amenities including Olympic size pool, clubhouse, tennis courts, pickleball courts, bocce courts, basketball court, along with several parks within the community. Nearby walking/biking trails lead to renowned Salt Creek Beach and beyond. Shopping, dining and harbor just minutes away. The attention to detail and luxurious upgrades make this condo truly special!

EXCLUSIONS:

INCLUSIONS:

AREA: **LNSLT - Salt Creek**
SUBDIVISION: **Encore (MHE)/Encore (MHE)**
COUNTY: **Orange**
SENIOR COMMUNITY?: **No**
CERTIFIED 433A?:

LIST \$ ORIGINAL: **\$1,125,000**
BASEMENT SQFT:
COMMON WALLS: **1 Common**
Wall
PARKING: **Direct Garage**
Access, Driveway, Garage,
Garage Faces Front
HORSE:
PROBATE AUTHORITY:

SELLER WILL CONSIDER
CONCESSIONS IN OFFER:
ROOM TYPE: **Family Room,**
Kitchen, Laundry, Main
Floor Bedroom, Primary
Bedroom, Walk-In Closet
EATING AREA: **Breakfast**
Counter / Bar, In Kitchen

COOLING: **Central Air**
HEATING: **Central**
VIEW: **City Lights, Hills, Panoramic, Trees/Woods**
WATERFRONT:
LAUNDRY: **Individual Room**

PROP SUB TYPE:
Condominium (Attached)

STRUCTURE TYPE: **Multi Family**

COMMON INTEREST: **Condominium**

INTERIOR

INTERIOR: **Open Floorplan, Quartz**
Counters
MAIN LEVEL BEDROOMS: **1**
MAIN LEVEL BATHROOMS: **1**

ACCESSIBILITY:
APPLIANCES: **Dishwasher, Disposal,**
Gas Oven, Gas Range, Gas Water
Heater, Ice Maker, Range Hood,
Refrigerator, Water Heater Central
KITCHEN FEATURES: **Quartz Counters,**
Remodeled Kitchen, Self-closing cabinet
doors
BATHROOM FEATURES: **Bathtub, Bidet,**
Shower, Shower in Tub, Double Sinks in
Primary Bath, Dual shower heads (or
Multiple), Exhaust fan(s), Privacy toilet door,
Quartz Counters, Remodeled, Upgraded,
Walk-in shower

FLOORING: **Laminate, Tile**
ENTRY LOC/ENTRY LVL: **ground level/1**
FIREPLACE: **Family Room**

EXTERIOR

EXTERIOR:
FENCING:
DIRECTION FACES:

SECURITY: **Carbon Monoxide**
Detector(s), Smoke
Detector(s)
SEWER: **Public Sewer**

LOT: **Park Nearby**
POOL: **Association,**
Community, In Ground, Lap

PATIO/PORCH: **Patio, Patio Open, Tile**
SPA: **Association, Community, In Ground**

BUILDING

BUILDER NAME:
MAKE:
BUILD MODEL:
TAX MODEL:

ARCH STYLE: **Mediterranean**
DOOR:
WINDOW:

ROOF: **Tile**
FOUNDATION DTLS:
PROP COND: **Turnkey,**
Updated/Remodeled

CONSTR MTLs:
OTHER STRUCT:
NEW CONSTRUCTION YN: **No**

GARAGE AND PARKING

ATTACHED GARAGE?: **Attached**
UNCOVERED SPACES: **2**

PARKING TOTAL: **4**
REMOTES:

GARAGE SPACES: **2**
RV PARK DIM:

CARPORT SPACES:

GREEN

GREEN ENERGY GEN:
WALK SCORE:

GREEN ENERGY EFF:

GREEN SUSTAIN:

GREEN WTR CONSERV:

POWER PRODUCTION

POWER PRODUCTION: **No**

GREEN VERIFICATION: **No**

191 Fleurance MLS

COMMUNITY

HOA FEE: **\$440/Monthly**
HOA FEE 2: **\$205/Monthly**
HOA FEE 3:
COMMUNITY: **Biking , Curbs, Hiking , Park, Sidewalks, Street Lights, Suburban**

HOA NAME: **Marina Hills Encore**
HOA NAME 2: **Marina Hills**
HOA NAME 3:
HOA AMENITIES: **Pickleball, Pool, Spa/ Hot Tub, Barbecue, Playground, Tennis Court(s), Sport Court, Biking Trails, Hiking Trails, Clubhouse, Recreation Room**

HOA PHONE: **949-346-9999**
HOA PHONE 2: **714-508-9070**
HOA PHONE 3:
OF UNITS: **1**
UNITS IN COMMUNITY: **124**
STORIES TOTAL: **2**

HOA MANAGEMENT NAME: **Encore**
HOA MANAGEMENT NAME 2: **Optimum Professional Property Managment**
HOA MANAGEMENT NAME 3:

LAND

LAND LEASE?: **No**
PARCEL #: **93340375**
ADDITIONAL APN(s): **No**

LAND LEASE AMOUNT:
LAND LEASE AMT FREQ:
LAND LEASE PURCH?:
LAND LEASE RENEW:
LAND LEASE EXP DATE:

UTILITIES: **Cable Available, Electricity Connected, Natural Gas Connected, Sewer Connected**
ELECTRIC:
WATER SOURCE: **Public**
LOT SIZE DIM:
ASSESSMENTS: **Unknown**

TAX LOT: **11**
TAX BLOCK:
TAX TRACT #: **13940**
ZONING:
TAX OTHER ASSESSMENT: **\$16**
TAX OTHER ASSESS SOURCE: **Estimated**

SCHOOL

HIGH SCHOOL DISTRICT: **Capistrano Unified**
HIGH SCH DIST SOURCE:

ELEMENTARY:
ELEM SOURCE:
ELEMENTARY OTHER:

MIDDLE/JR HIGH:
MIDDLE/JR SOURCE:
MIDDLE/JR HIGH OTHER:

HIGH SCHOOL:
HIGH SOURCE:
HIGH SCHOOL OTHER:

LISTING

DATES

BAC: **2%**
BAC RMRKS:
DUAL/VARI COMP?: **Yes**
LEASE CONSIDERED?: **No**
CURRENT FINANCING: **Conventional**
POSSESSION: **Close Of Escrow**
SIGN ON PROPERTY?: **Yes**
CONTINGENCY LIST: **Standard Contract Contingencies**

TERMS: **1031 Exchange, Cash, Conventional, Fannie Mae, FHA, VA Loan**
LIST AGRMT: **Exclusive Right To Sell**
LIST SERVICE: **Full Service**
AD NUMBER:
DISCLOSURES: **CC And R's**
INTERNET, AVM?/COMM?: **Yes/Yes**
INTERNET?/ADDRESS?: **Yes/Yes**
NEIGHBORHOOD MARKET REPORT YN?: **Yes**

LIST CONTRACT DATE: **06/12/24**
START SHOWING DATE:
ON MARKET DATE: **06/12/24**
PRICE CHG TIMESTAMP: **07/02/24**
STATUS CHG TIMESTAMP: **08/07/24**
MOD TIMESTAMP: **08/07/24**
EXPIRED DATE: **12/11/24**
PURCH CONTRACT DATE: **07/09/24**
CLOSE DATE: **08/07/24**

CONTINGENCY:
PRIVATE REMARKS: Photos taken when property was occupied. Property is now vacant. Email offers to linda@lindabhomes.com. Seller's choice of services, Corner Escrow & First American Title. Natural Hazard Report provided by First American Natural Hazard Disclosures. No Exceptions. Commission paid only to members of the Board & MLS Subscribers. Buyer to verify all information in MLS. The information contained herein is not verified. Potential buyers should take all steps necessary to satisfy themselves by consulting third party experts regarding all aspects of the property, including accuracy of information provided, square footage, Amenities, Inclusions, Exclusions, and any additional information that could factor into a decision to purchase the property.

SHOWING INFORMATION

SHOW CONTACT TYPE: **None**
SHOW CONTACT NAME: **Linda**
SHOW CONTACT PH: **949-525-6792**
SHOW INSTRUCTIONS: **Vacant. Go Direct.**
DIRECTIONS: **Parc Vista East to Fleurance. Condo is on the left.**

LOCK BOX LOCATION: **Front door**
LOCK BOX TYPE: **Supra**

OCCUPANT TYPE: **Vacant**
OWNER'S NAME:

AGENT / OFFICE

CONTACT PRIORITY

LA: **(SBATTLIN) Linda Battisti**
CoLA:
LO: **(301453) Re/Max Property Connection**
LO PHONE: **949-388-8822Ext:0**
CoLO:
CoLO PHONE:

LA State License: **01900159**
CoLA State License:
LO State License: **01891031**
LO FAX: **949-388-8160**
CoLO State License:
CoLO FAX:
Offers Email: **linda@lindabhomes.com**

1.LA CELL: **949-525-6792**
2.LA EMAIL: **linda@lindabhomes.com**

COMPARABLE INFORMATION

CLOSE PRICE: **\$1,079,000**
LIST PRICE: **\$1,069,000**
LIST \$ ORIGINAL: **\$1,125,000**
PURCH CONTRACT DATE: **07/09/24**
COE DATE: **08/07/24**
DAM/CDAM: **23/23**
BUYER FINANCING: **Conventional**

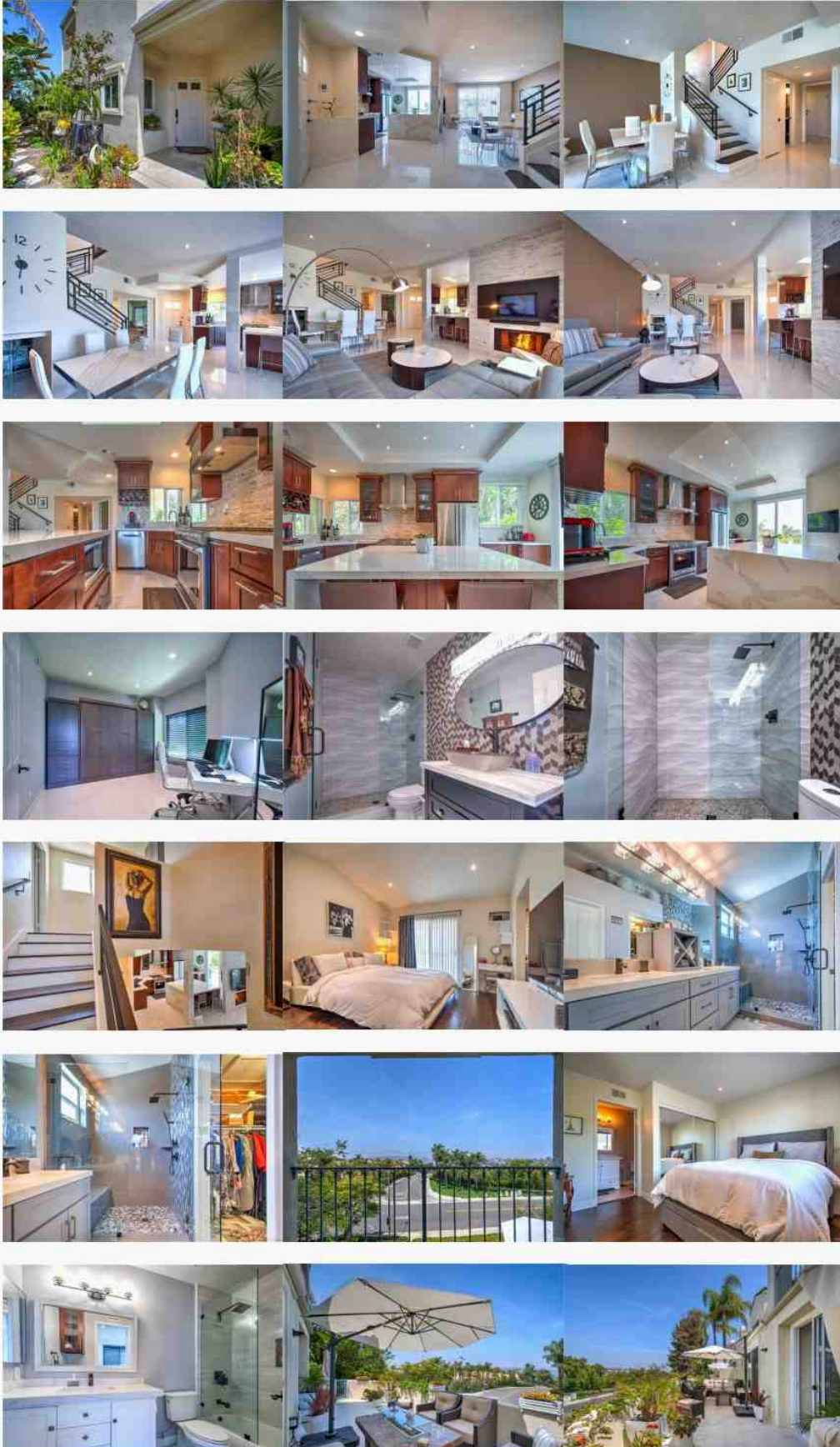
BA: **(LSTANJOH) John Stanaland**
BO: **DOUGLAS ELLIMAN OF CALIFORNIA, INC.**
BA State License: **01223768**
BO State License: **01947727**

CoBA: **(NP41754) Andrew Ly**
CoBO: **Douglas Elliman Of California**
CoBA State License: **01997630**
CoBO State License: **01947727**

CONCESS FINANCING COSTS \$:
CONCESS PROP IMPROV COSTS \$:
CONCESS BUYER BROKER FEE \$:
CONCESS CLOSING COSTS \$:
CONCESS OTHER COSTS \$:
CONCESS AMOUNT (TOTAL) \$: **\$0**
CONCESSION CMTS: **none**



191 Fleurance MLS



191 Fleurance MLS



AGENT FULL: Residential LISTING ID: OC24119563 Printed by Mark Buhler, State Lic: AR021550 on 06/20/2026 5:19:08 PM

191 Fleurance MLS

199 Fleurance St, Laguna Niguel 92677

STATUS: Closed

LIST/CLOSE: \$1,000,000/\$990,000

Golden Lantern to Marina Hills Drive West, to Parc Vista East. Continue up the hill until Fleurance Street



BED / BATH: 3/2,1,0,0
SQFT(src): 1,464 (A)
PRICE PER SQFT: \$676.23
LOT(src): 0/0 (A)
LEVELS: Two
GARAGE: 2/Attached
YEAR BUILT(src): 1994 (ASR)
PROP SUB TYPE: CONDO
DAM / CDAM: 34/34
SLC: Standard
PARCEL #: 93340403
LISTING ID: 24432695

DESCRIPTION

Discover unparalleled living in the highly sought-after Encore community of Marina Hills, where breathtaking views and a prime location make this townhome truly extraordinary. Perched at the pinnacle point of the neighborhood, this end-unit home offers panoramic vistas over the park and the rolling hills of the coastal countryside beyond. This rare gem features a private entry and a spacious 1,464 sq. ft. floor plan, giving it the feel and privacy of a single-family home, with stunning views from every window. Light, bright, and airy, the interior is infused with coastal breezes that flow through sliding doors, leading to a serene private patio, perfect for relaxation or entertaining. Inside, two upper ensuite bedrooms include a primary suite with a balcony that offers endless views and refreshing breezes. The primary bath is well-appointed with dual sinks and a generously sized walk-in closet. The home also includes a versatile lower-level office/den that can easily function as a 3rd bedroom, along with three full bathrooms and plantation shutters throughout. Move-in ready with fresh paint and new flooring, this home is perfect for dog lovers, and those seeking an active lifestyle. Located directly across from Parc Vista Park, you'll have easy access to green spaces and outdoor activities. Encore offers a resort-like pool and spa, while residents enjoy access to the Marina Hills clubhouse, an Olympic-sized pool, six tennis courts, and hiking trails leading to the ocean.

EXCLUSIONS:

INCLUSIONS:

AREA: LNSLT - Salt Creek
SUBDIVISION: Encore
(114)/Encore (114)
COUNTY: Orange
SENIOR COMMUNITY?: No
CERTIFIED 433A?:

LIST \$ ORIGINAL: \$1,000,000
BASEMENT SQFT:
COMMON WALLS:
PARKING: Guest
HORSE:
PROBATE AUTHORITY:

SELLER WILL CONSIDER
CONCESSIONS IN OFFER:
ROOM TYPE: Den, Living
Room
EATING AREA: Dining Room

COOLING: Central Air
HEATING: Central, Natural Gas
VIEW: Bluff, Panoramic, Park/Greenbelt
WATERFRONT:
LAUNDRY: Individual Room

PROP SUB TYPE: Condominium ()

STRUCTURE TYPE:

COMMON INTEREST:

INTERIOR

INTERIOR: Ceiling Fan(s)
MAIN LEVEL BEDROOMS:
MAIN LEVEL BATHROOMS:

ACCESSIBILITY:
APPLIANCES: Dishwasher, Gas Cooktop,
Microwave, Refrigerator
KITCHEN FEATURES: Granite Counters
BATHROOM FEATURES: Vanity area

FLOORING: Laminate
ENTRY LOC/ENTRY LVL: Main Level/0
FIREPLACE: Living Room, Gas

EXTERIOR

EXTERIOR:
FENCING: Stucco Wall
DIRECTION FACES:

SECURITY:
SEWER: Sewer Paid

LOT:
POOL: Community, Gunite, In
Ground

PATIO/PORCH: Concrete
SPA: Community, In Ground

BUILDING

BUILDER NAME:
MAKE:
BUILD MODEL:
TAX MODEL:

ARCH STYLE: Mediterranean
DOOR:
WINDOW: Shutters

ROOF:
FOUNDATION DTLS: Block
PROP COND:

CONSTR MTLs: Stucco
OTHER STRUCT:
NEW CONSTRUCTION YN: No

GARAGE AND PARKING

ATTACHED GARAGE?: Attached
UNCOVERED SPACES:

PARKING TOTAL: 2
REMOTES:

GARAGE SPACES: 2
RV PARK DIM:

CARPORT SPACES:

GREEN

GREEN ENERGY GEN:
WALK SCORE:

GREEN ENERGY EFF:

GREEN SUSTAIN:

GREEN WTR CONSERV:

POWER PRODUCTION

POWER PRODUCTION:

GREEN VERIFICATION:

COMMUNITY

HOA FEE: \$205/Monthly
HOA FEE 2: \$440/Monthly
HOA FEE 3:
COMMUNITY:

HOA NAME:
HOA NAME 2:
HOA NAME 3:
HOA AMENITIES: Picnic Area,
Playground, Tennis Court(s),
Paddle Tennis, Bocce Ball
Court, Biking Trails, Hiking
Trails, Clubhouse, Pet Rules

HOA PHONE:
HOA PHONE 2:
HOA PHONE 3:

OF UNITS: 124
UNITS IN COMMUNITY:
STORIES TOTAL: 2

HOA MANAGEMENT NAME: Optimum Professional Property Manager
HOA MANAGEMENT NAME 2:
HOA MANAGEMENT NAME 3:

LAND

LAND LEASE?: No

LAND LEASE AMOUNT:

UTILITIES:

TAX LOT:

191 Fleurance MLS

PARCEL #: 93340403 ADDITIONAL APN(s): No	LAND LEASE AMT FREQ: LAND LEASE PURCH?: No LAND LEASE RENEW: LAND LEASE EXP DATE:	ELECTRIC: WATER SOURCE: LOT SIZE DIM: ASSESSMENTS:	TAX BLOCK: TAX TRACT #: ZONING: TAX OTHER ASSESSMENT: TAX OTHER ASSESS SOURCE:
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SCHOOL

HIGH SCHOOL DISTRICT: HIGH SCH DIST SOURCE:	ELEMENTARY: ELEM SOURCE: ELEMENTARY OTHER:	MIDDLE/JR HIGH: MIDDLE/JR SOURCE: MIDDLE/JR HIGH OTHER:	HIGH SCHOOL: HIGH SOURCE: HIGH SCHOOL OTHER:
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LISTING

DATES

BAC: BAC RMRKS: DUAL/VARI COMP?: LEASE CONSIDERED?: No CURRENT FINANCING: POSSESSION: SIGN ON PROPERTY?: Yes CONTINGENCY LIST: CONTINGENCY: PRIVATE REMARKS:	TERMS: LIST AGRMT: Seller Reserved LIST SERVICE: Full Service AD NUMBER: DISCLOSURES: CC And R's, Homeowners Association INTERNET, AVM?/COMM?: Yes/Yes INTERNET?/ADDRESS?: Yes/Yes NEIGHBORHOOD MARKET REPORT YN?:	LIST CONTRACT DATE: 08/24/24 START SHOWING DATE: ON MARKET DATE: 08/24/24 PRICE CHG TIMESTAMP: STATUS CHG TIMESTAMP: 10/04/24 MOD TIMESTAMP: 10/19/24 EXPIRED DATE: 08/10/25 PURCH CONTRACT DATE: 09/25/24 CLOSE DATE: 10/04/24
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SHOWING INFORMATION

SHOW CONTACT TYPE: SHOW CONTACT NAME: Debbie Toohey SHOW CONTACT PH: 7609029600	LOCK BOX LOCATION: Call Listing Agent,Front Door LOCK BOX TYPE: Supra 	OCCUPANT TYPE: Vacant OWNER'S NAME:
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SHOW INSTRUCTIONS: **Showing Instructions: Go direct. Lockbox located on the front door. Showing Information: Go Direct**
DIRECTIONS: **Golden Lantern to Marina Hills Drive West, to Parc Vista East. Continue up the hill until Fleurance Street**

AGENT / OFFICE

CONTACT PRIORITY

LA: (CLW-49168) Debbie Toohey CoLA: John Cyr LO: (CLW-5990) BHG Desert Lifestyle Properties LO PHONE: 760-646-8886 CoLO: BHG Desert Lifestyle Properties CoLO PHONE: 760-646-8886	LA State License: 01260508 CoLA State License: 01384441 LO State License: 01934679 LO FAX: 760-646-8885 CoLO State License: 01934679 CoLO FAX: 760-646-8885 Offers Email:	1.LA CELL: 760-902-9600 2.OTHER: 3.LA EMAIL: debbietoohey@gmail.com 4.CoLA CELL: 760-880-1666 5.OTHER: 6.CoLA EMAIL: johndcyr1961@gmail.com
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COMPARABLE INFORMATION

CLOSE PRICE: \$990,000 LIST PRICE: \$1,000,000 LIST \$ ORIGINAL: \$1,000,000 PURCH CONTRACT DATE: 09/25/24 COE DATE: 10/04/24 DAM/CDAM: 34/34 BUYER FINANCING:	BA: (B39648) Jeffrey Smith BO: House of Realty BA State License: 01824589 BO State License: 01824589	CoBA: () CoBO: CoBA State License: CoBO State License:	CONCESS FINANCING COSTS \$: CONCESS PROP IMPROV COSTS \$: CONCESS BUYER BROKER FEE \$: CONCESS CLOSING COSTS \$: CONCESS OTHER COSTS \$: CONCESS AMOUNT (TOTAL) \$: CONCESSION CMTS:
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191 Fleurance MLS



37 Fleurance MLS

37 Fleurance St, Laguna Niguel 92677

STATUS: Closed

LIST/CLOSE: \$799,900/\$803,000

Use GPS



BED / BATH: 2/2,0,0
SQFT(src): 1,108 (SEE)
PRICE PER SQFT: \$724.73
LOT(src): 27,062/0.6213 (A)
LEVELS: One
GARAGE: 2/Detached
YEAR BUILT(src): 1993 (ASR)
PROP SUB TYPE: CONDO/A
DAM / CDAM: 19/107
SLC: Standard
PARCEL #: 93340334
LISTING ID: OC25165763

DESCRIPTION

Nestled in the Heart of Laguna Niguel, you will find peace and serenity in the highly sought after and ocean close community of Encore in Marina Hills. The Jewel of Laguna Niguel! Owner has spared no expense and completely remodeled the home! New Mohawk vinyl plank flooring installed throughout the home, complemented by newer Milgard windows that enhance both energy efficiency and aesthetic appeal. The kitchen has recently been remodeled with new pure Quartz Tahoe Blue countertops & reverse osmosis water filtration. Kitchen also features a metal graphite farm sink paired with a modern touchless faucet, combining style with convenience. Both bathrooms have been tastefully remodeled, featuring new vanities, granite countertops, dual sinks and beautifully updated stonework in the showers. All soft close drawers and cabinets. This home also features recessed lighting with LED lights and all electrical for the tv's has been tucked into the wall. Oversized 2 car garage with shelving and epoxy flooring! This property features one of the largest driveways in the community, perfect for accommodating family gatherings and guest parking! The Marina Hills Community clubhouse offers a full-kitchen and fireplace adjacent to the pool area, a 75 ft. Junior Olympic size swimming pool, wader pool, spa, showers and restrooms. There are barbeque areas, 6 tennis courts and pickleball courts. A walking path off Parc Vista leads down to Salt Creek Trail by which you can walk all the way to Salt Creek Beach. Marina Hills Park has soccer fields, basketball courts, bocce ball courts, picnic tables and a play structure. Conveniently located near shopping, dining, hiking and biking trails, public and private schools, local beaches and the harbor.

EXCLUSIONS: INCLUSIONS:

AREA: LNSLT - Salt Creek SUBDIVISION: Encore (MHE)/Encore (MHE) COUNTY: Orange SENIOR COMMUNITY?: No CERTIFIED 433A?:	LIST \$ ORIGINAL: \$799,900 BASEMENT SQFT: COMMON WALLS: 1 Common Wall PARKING: Driveway, Concrete, Garage Faces Front, Oversized HORSE: PROBATE AUTHORITY:	SELLER WILL CONSIDER CONCESSIONS IN OFFER: ROOM TYPE: All Bedrooms Up, Kitchen EATING AREA: Breakfast Counter / Bar, In Kitchen	COOLING: Central Air HEATING: Central VIEW: Canyon, City Lights WATERFRONT: LAUNDRY: Gas Dryer Hookup, In Garage, Washer Hookup
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PROP SUB TYPE: Condominium (Attached)	STRUCTURE TYPE: House	COMMON INTEREST: Condominium
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INTERIOR

INTERIOR: Ceiling Fan(s), Quartz Counters, Recessed Lighting MAIN LEVEL BEDROOMS: 2 MAIN LEVEL BATHROOMS: 2	ACCESSIBILITY: None APPLIANCES: Convection Oven, Dishwasher, Freezer, Disposal, Gas Oven, Gas Range, Microwave, Refrigerator, Water Heater, Water Purifier KITCHEN FEATURES: Kitchen Open to Family Room, Quartz Counters, Self-closing drawers BATHROOM FEATURES: Bathtub, Double sinks in bath(s), Exhaust fan(s)	FLOORING: Vinyl ENTRY LOC/ENTRY LVL: Ground/1 FIREPLACE: Living Room, Gas
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EXTERIOR

EXTERIOR: Balcony FENCING: DIRECTION FACES:	SECURITY: SEWER: Public Sewer	LOT: POOL: Association, Community	PATIO/PORCH: Covered SPA: Community
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BUILDING

BUILDER NAME: MAKE: BUILD MODEL: TAX MODEL:	ARCH STYLE: Contemporary DOOR: WINDOW:	ROOF: Spanish Tile FOUNDATION DTLS: Slab PROP COND: Turnkey	CONSTR MTLs: Stucco OTHER STRUCT: NEW CONSTRUCTION YN: No
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GARAGE AND PARKING

ATTACHED GARAGE?: Detached UNCOVERED SPACES:	PARKING TOTAL: 2 # REMOTES: 1	GARAGE SPACES: 2 RV PARK DIM:	CARPORT SPACES:
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GREEN

GREEN ENERGY GEN: WALK SCORE:	GREEN ENERGY EFF:	GREEN SUSTAIN:	GREEN WTR CONSERV:
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POWER PRODUCTION

POWER PRODUCTION: No	GREEN VERIFICATION: No
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COMMUNITY

HOA FEE: \$445/Monthly HOA FEE 2: \$225 HOA FEE 3:	HOA NAME: Encore @ Marina Hills HOA NAME 2: Marina hills Planned Community	HOA PHONE: 714 5089070 HOA PHONE 2: 9493469999 HOA PHONE 3:	# OF UNITS: 1 # UNITS IN COMMUNITY: 124 STORIES TOTAL: 2
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COMMUNITY: **Curbs, Gutters, Street Lights**

HOA NAME 3:
HOA AMENITIES: **Pool, Spa/Hot Tub, Fire Pit**

HOA MANAGEMENT NAME: **Powerstone**

HOA MANAGEMENT NAME 2:

HOA MANAGEMENT NAME 3:

LAND

LAND LEASE?: **No**
PARCEL #: **93340334**
ADDITIONAL APN(S): **No**

LAND LEASE AMOUNT:
LAND LEASE AMT FREQ:
LAND LEASE PURCH?:
LAND LEASE RENEW:
LAND LEASE EXP DATE:

UTILITIES: **Sewer Available, Water Available**
ELECTRIC:
WATER SOURCE: **Public**
LOT SIZE DIM:
ASSESSMENTS: **Unknown**

TAX LOT: **5**
TAX BLOCK:
TAX TRACT #: **13940**
ZONING:
TAX OTHER ASSESSMENT: **\$16**
TAX OTHER ASSESS SOURCE: **Estimated**

SCHOOL

HIGH SCHOOL DISTRICT: **Capistrano Unified**
HIGH SCH DIST SOURCE:

ELEMENTARY:
ELEM SOURCE:
ELEMENTARY OTHER:

MIDDLE/JR HIGH:
MIDDLE/JR SOURCE:
MIDDLE/JR HIGH OTHER:

HIGH SCHOOL:
HIGH SOURCE:
HIGH SCHOOL OTHER:

LISTING

BAC:
BAC RMRKS:
DUAL/VARI COMP?: **No**
LEASE CONSIDERED?: **No**
CURRENT FINANCING:
POSSESSION:
SIGN ON PROPERTY?:
CONTINGENCY LIST: **Standard Contract Contingencies**
CONTINGENCY:
PRIVATE REMARKS:

TERMS: **Cash to New Loan, Conventional**
LIST AGRMT: **Exclusive Right To Sell**
LIST SERVICE: **Full Service**
AD NUMBER:
DISCLOSURES: **CC And R's**
INTERNET, AVM?/COMM?: **Yes/Yes**
INTERNET?/ADDRESS?: **Yes/Yes**
NEIGHBORHOOD MARKET REPORT YN?: **Yes**

DATES

LIST CONTRACT DATE: **07/23/25**
START SHOWING DATE: **07/23/25**
ON MARKET DATE: **07/23/25**
PRICE CHG TIMESTAMP:
STATUS CHG TIMESTAMP: **08/28/25**
MOD TIMESTAMP: **08/28/25**
EXPIRED DATE: **10/15/25**
PURCH CONTRACT DATE: **08/11/25**
CLOSE DATE: **08/28/25**

SHOWING INFORMATION

SHOW CONTACT TYPE: **Agent**
SHOW CONTACT NAME: **George**
SHOW CONTACT PH: **7146583041**
SHOW INSTRUCTIONS: **Open House Saturday August 9th 12 to 3! Please do not use Showingtime!**
DIRECTIONS: **Use GPS**

LOCK BOX LOCATION: **Front railing**
LOCK BOX TYPE: **Supra**

OCCUPANT TYPE: **Owner**
OWNER'S NAME: **Miss Sunshine**

AGENT / OFFICE

LA: **(SLAMBGE0) George Lambert**
CoLA:
LO: **(H33210) Huntington Beach Realty Inc**
LO PHONE: **714-960-8541Ext:0**
CoLO:
CoLO PHONE:

LA State License: **01439829**
CoLA State License:
LO State License: **00986463**
LO FAX: **714-536-1467**
CoLO State License:
CoLO FAX:
Offers Email: **hbgeorge3@gmail.com**

CONTACT PRIORITY

1.LA CELL: **7146583041**
2.LA CELL: **7146583041**
3.LA CELL: **7146583041**
4.LA TEXT: **7146583041**
5.LO PHONE: **714-960-8541**
6.LA EMAIL: **hbgeorge3@gmail.com**

COMPARABLE INFORMATION

CLOSE PRICE: **\$803,000**
LIST PRICE: **\$799,900**
LIST \$ ORIGINAL: **\$799,900**
PURCH CONTRACT DATE: **08/11/25**
COE DATE: **08/28/25**
DAM/CDAM: **19/107**
BUYER FINANCING: **Conventional**

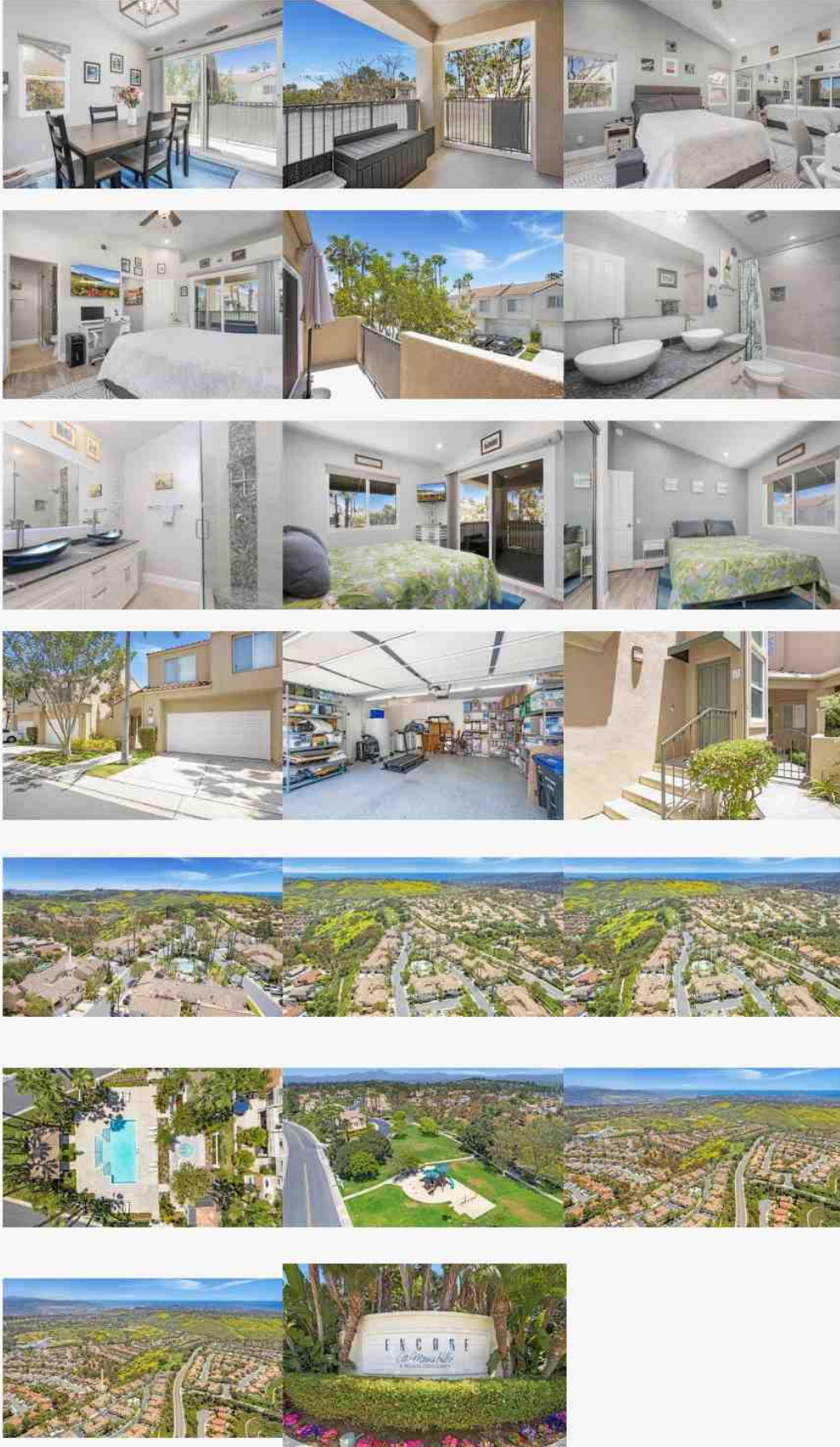
BA: **(OCUTIDMON) Lyn Utidjian**
BO: **Luxre Realty, Inc.**
BA State License: **01823984**
BO State License: **01897290**

CoBA: **()**
CoBO:
CoBA State License:
CoBO State License:

CONCESS FINANCING COSTS \$: **\$0**
CONCESS PROP IMPROV COSTS \$: **\$0**
CONCESS BUYER BROKER FEE \$: **\$12,045**
CONCESS CLOSING COSTS \$: **\$500**
CONCESS OTHER COSTS \$: **\$0**
CONCESS AMOUNT (TOTAL) \$: **\$12,545**
CONCESSION CMTS: **Buyer gave seller 17 days of free rent back.**



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AGENT FULL: Residential LISTING ID: OC25165763

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