



# Appraiser's Guide to CMAs

3 hr CE Class

with Academy of Real Estate by D.S. Murphy





- D. Scott Murphy, Chairman of the Georgia Real Estate Appraiser's Board, owns both DS Murphy as well as the Academy of Real Estate.
- Offices across the nation, from California to Florida
- Experienced staff with geographic core competencies
- Well-versed in all types of valuation assignments



# D.S. Murphy

Experts Valuing Communities.





# What is your house really worth?



This is how appraisers see it



This is how lenders see it



This is your house



This is how buyers see it



This is how tax assessors see it





## Appraised Value:

The estimated fair market value of a property as developed by a licensed, certified appraiser following accepted appraisal principals.

## Market Value:

As defined by the *Uniform Standards of Professional Appraisal Practice (USPAP)*, 2018 Edition:

“a type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal.”

# CMA

## Competitive Market Analysis

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An analysis generated to estimate the value range of the subject property in order to arrive at a reasonable list price.

# Appraisal

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An unbiased estimate of market value based on three approaches to value. \*Must be completed by a State Licensed Appraiser

Agents are not allowed to complete appraisals of property *to render an opinion of market value*. However, in order to accurately list a home an agent must have the necessary skills to develop a CMA in order to suggest a reasonable list price. The same holds true for an agent working for the buyer.



# Competency

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- Though "*competency*" goes beyond geographical expertise, it is important to take this element into consideration.
- Where is the subject located? Which geographic elements are most important?
- Who must have geographical expertise?
- Why is geographical expertise important?



# CMAAs & Appraisals



**Both follow the same  
basic 3-step process**

- 1. Research**
- 2. Field work**
- 3. Report**

## Brokers / Agents

- **Suggests to clients a range – list price**
- **Should seek advice for complex cases**

## Appraisers

- **Extracts an appraised value**
- **USPAP – competency**

**\*\* Certified appraiser have years of experience and training, there is an Art & Science to appraising.**



# Zillow's Zestimate

- Probably one of the first searches your client did.
- Banks don't issue loans in accordance with estimated price values from websites.
- Appraisals are proprietary, not public knowledge. Confidential information can only be shared with the client.





# Subject Property





# Describe your subject neighborhood

- You must put yourself in the shoes of a typical buyer
- Determine the most important features of the subject property. Those which have the greatest impact on the value.

\*Unfortunately, the one which is often closest to the top of the list is Gross Living Area (GLA)

- County – either used county or use FMLS/MLS area numbers
- Schools
- Subdivision
- Style





# Criteria

- Age – typical want to stay within 5 years of the subject. The same “era” of home.
- Lot size – particularly if the property is located on a large lot, acreage or has some special view amenity such as golf course, lake, etc.
- Basement VS Non-Basement
- Room count and bedroom/bathroom count  
\*difficult to search by
- Pool? Accessory unit?
- Special circumstances







# Data sources



COMPFLD  
VALUATION INFORMATION SYSTEMS

DashboardWorkfileData ManagementSupportMy ProfileLogout

Viewing record 1 of 4 county.  
300 Oxford Hall Dr, Alpharetta, Ga 30005

Record Data

PrintRedefine SearchSearch ResultsFlag RecordAdd To

AppraisalTax DataDeed TransferSketch (0)Images (0)Plat MapSat MapFlood Map

Address Data

Primary Data

Aero Map Code	487-G-02	Sub Division	Concord Hall
Address	300 Oxford Hall Dr	Improvement Type	Detached
City	Alpharetta	Census Tract	
Zip	30005	Property Rights	Pud Fee Simple
Unit			
Legal Description			

Physical Data

Stories	1	Exterior Walls	Frame
Age		Design(style)	
Year Built	0	Lot Size	8,712
Rooms	7	Acreage	0.20
Bed Rooms	4	Site Influence	
Bath(s)	2.1	Location	
GLA SqFt	1877	Parking	2 Built-in Garage
Basement		Heating/Cooling	central
Finish	Slab	Water	Public
Fireplaces			Public
Pool			





# Comparable search:

- Don't limit yourself too much with too many search parameters.
- Since we "cannot" search by square footage you may want to choose a larger number of potential comparables. The goal is to end up with 5-7 good sold comparables. That may take 10-15 sales.
- We also want to look closely at similar active listings and pending sales. These will help you determine what the property IS NOT worth. We also want to end up with 5-7 good active and as many good pending sales as possible – these are truly your best "comps".





# FMLS/MLS – Accuracy Counts!



Residential			
#:3592197	Sold	Broker: PRAY01	Area: 42
<u>2397 Wellborn Hills Court</u>	<u>FMLS</u>	<u>Neighborhoods</u>	<u>Media: 1</u>
City: LITHONIA	State: GEORGIA	County: DEKALB	Yr Built: 1999
Subdivision: Wellborn Creek			
Lvls	Bdrms	Baths	Hlf Bth
Upper	3	2	0
Main	0	0	1
Lower	0	0	0
Total	3	2	0
Lake: NONE			
Style: A-Frame			
Directions: I 20 East to Panola Rd. left to Wellington Hwy Wellborn Rd., left into subdivision.			

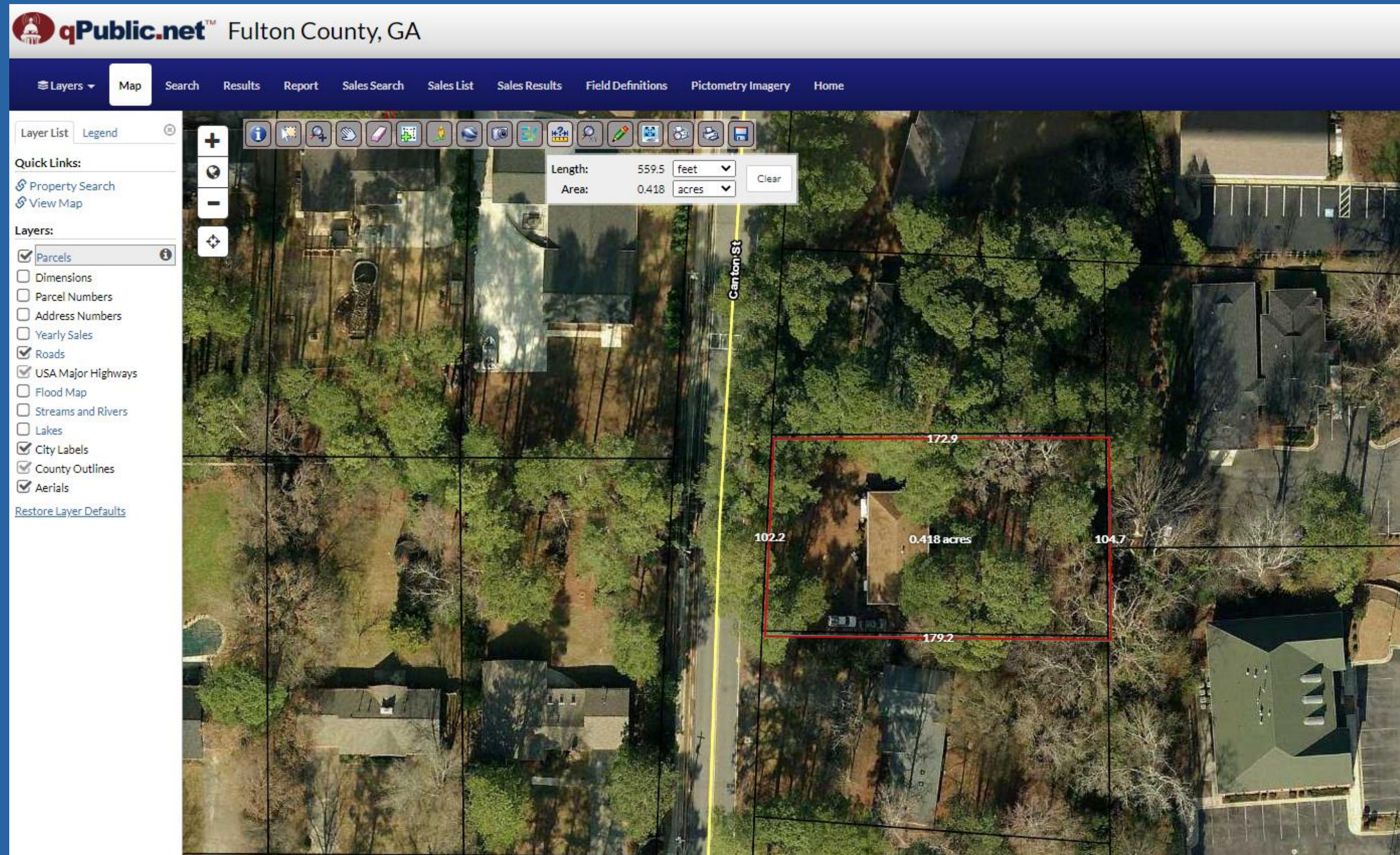
**Public Remarks**

Beautiful, like new, move in condition. Dream home, must see, lots of extras.

A-Frame?????



# Little Yellow Ruler





# Bedroom

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A room of adequate size – generally 100+ sf  
Must have :

## The 6 factors are ...

- Closet
- Window (means of ingress and egress)
- Door
- 100+ sq ft
- Heat and cooled and finished to the same quality as the rest of the house
- Convenient access to a FULL bathroom
  - \*\*\*Must be above grade to be considered in the GLA of the appraisal





# Discussion Time...

## Is it a bedroom?



# Key Definitions

## **Gross Living area (GLA):**

GLA, as defined by HUD (The Department of Housing and Urban Development) is the total area of finished, above-grade residential space. It is calculated by measuring the outside perimeter of the structure and includes only finished, habitable, above-grade living space. *NOTE:* Fannie Mae considers a level to be below-grade if any portion of it is below-grade, regardless of the quality of its finish or the window area of any room. All measurements are based on American National Standards Institute (ANSI) measuring standards. (ANSI site to show standards – insert)







# GLA?

Gross Living Area





# Subject Property – Let's dive in...





# Subject Property

- Colonial – 2 Story home
  - Exterior Finish Material – Siding
  - Slab – no basement or crawl space
  - Deck, screened porch – backyard space
  - 2 Car Attached Garage
- Tennis/Pool community – Annual fee/Management Company





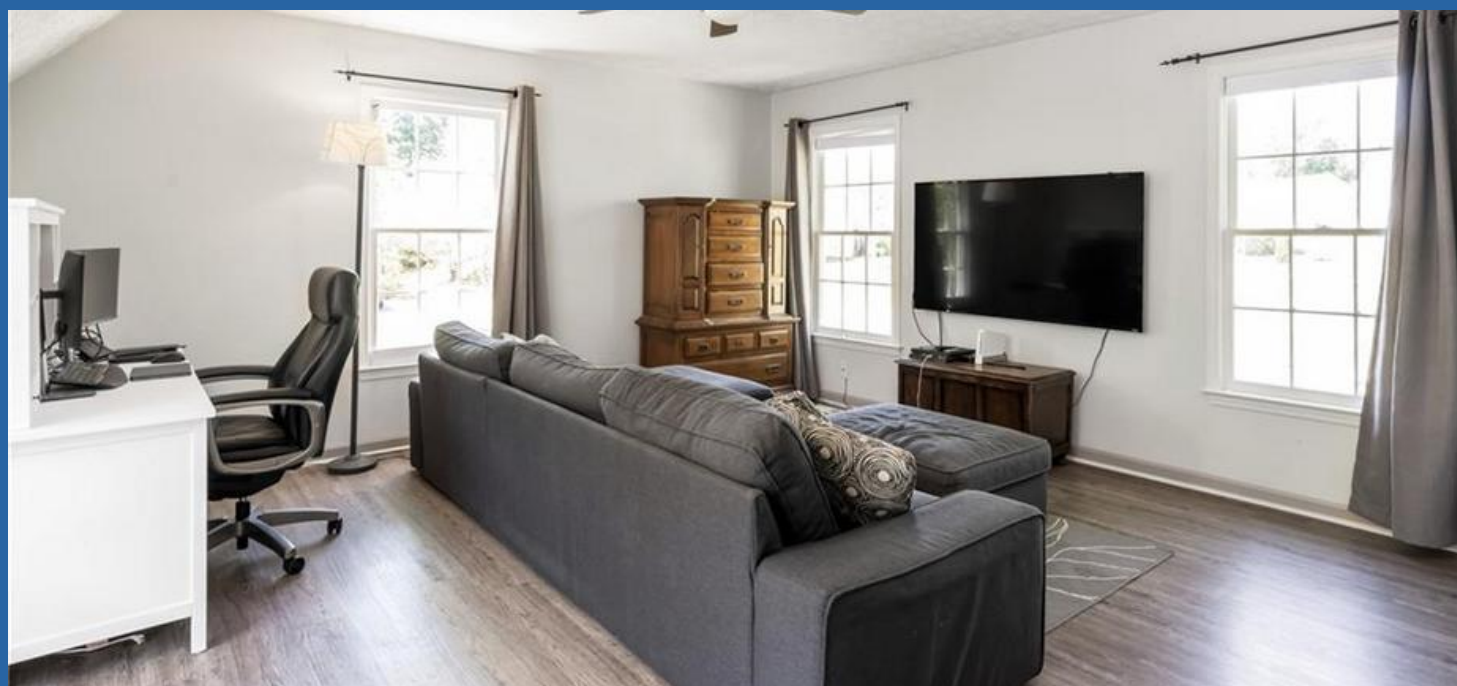
# Subject Property: Interior Photos













# Field work

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- Drive through the neighborhood and familiarize yourself with important features; parks, schools, commercial
- Inspect the subject property
- Make notes of improvements
- Measure the property????
- Drive by your comparables and make notes







Looks can be deceiving...





Google Earth





# Factors that affect value



- Consistency
- Condition and appeal
- Quality
- Construction and layout
- Location
- Proximity to commercial
- Supply & Demand



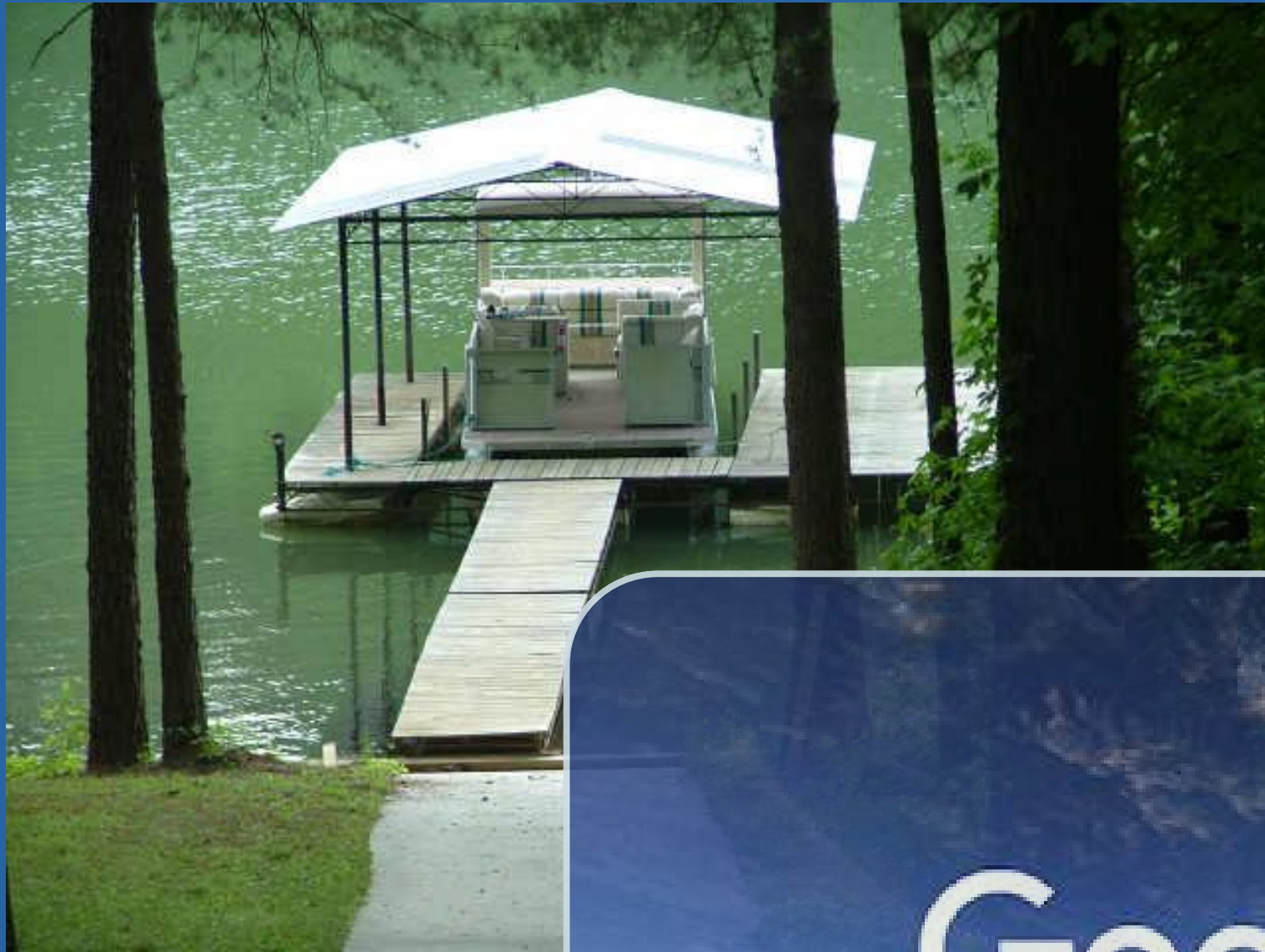
# Factors that affect value

- Physical – wear and tear on the improvements, deferred maintenance
- External – exterior influences on the site – ie, traffic, commercial or industrial, airport
- Functional – over-improvement, poor design, or flow





# Factors that affect value



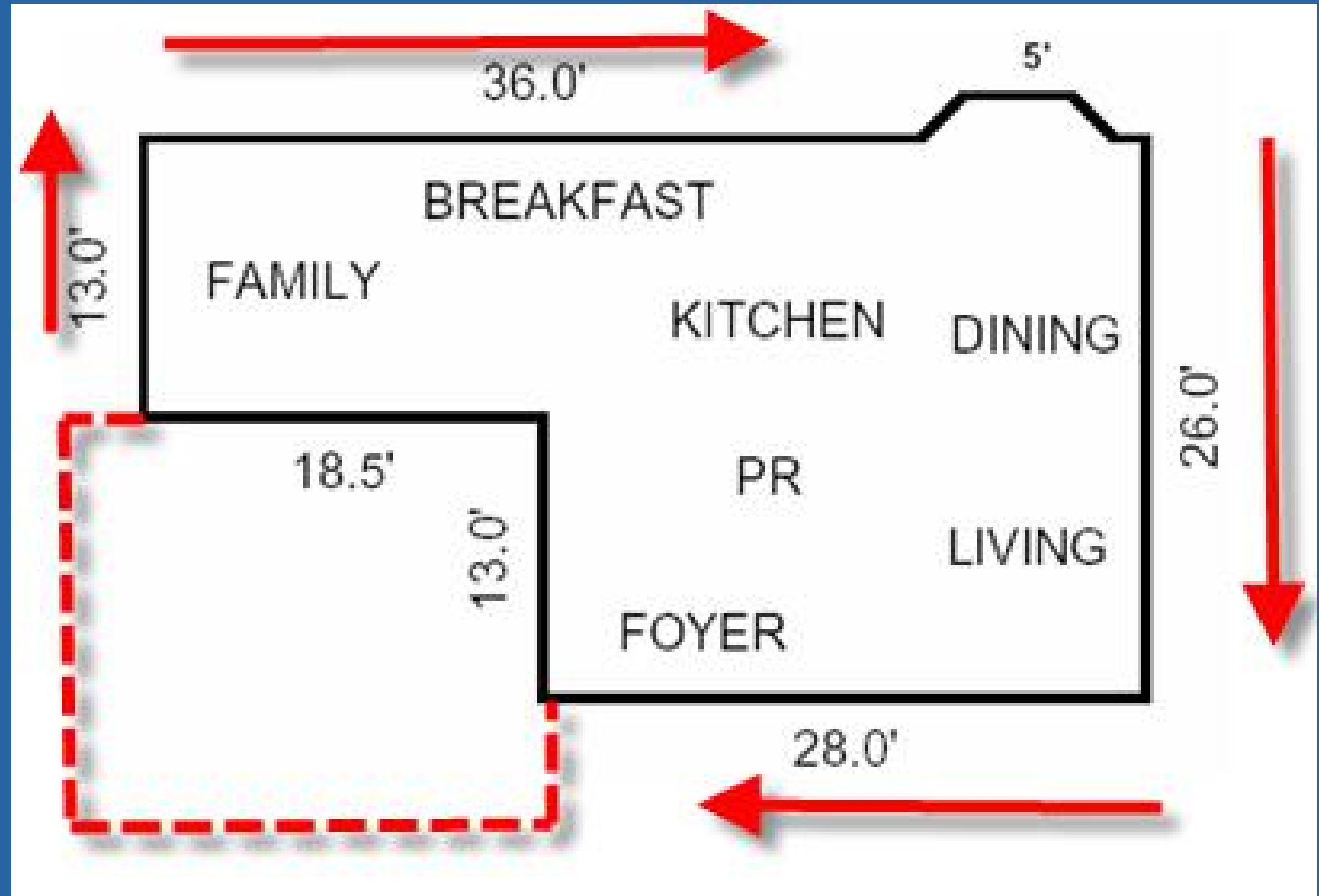
Google Earth





# Sketch

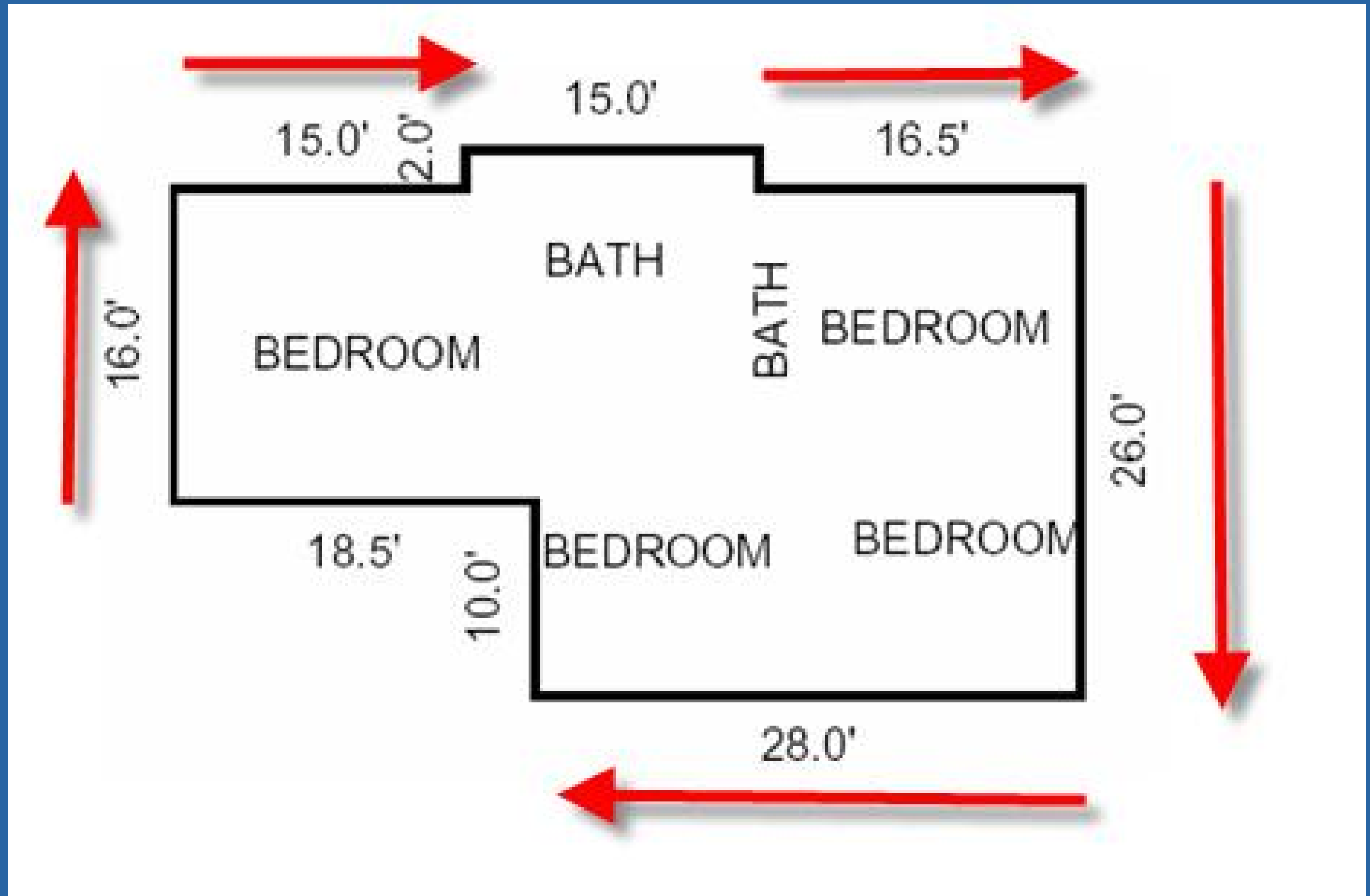
- Measure exterior dimensions of house to calculate Gross Living Area



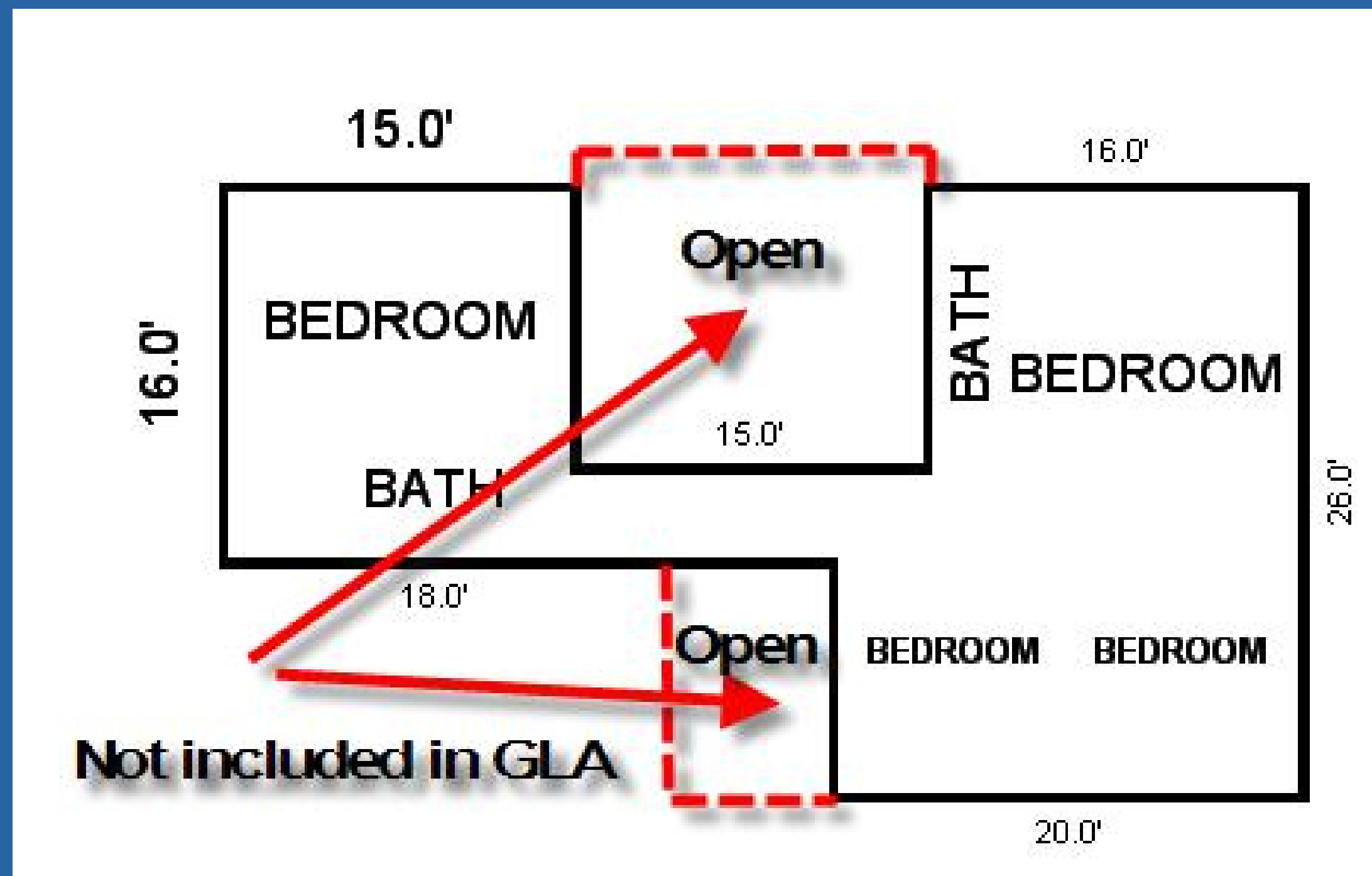


# Sketch

- Separate living areas







Sketch – (open areas not inc. in GLA)



# Why Measure?

Tax Assessors in different jurisdictions use different standards square footage information. Some include “all area under roof” which means that a screen porch may be included. If an addition was not permitted, the “new” square footage may not be included in the assessors reported square footage. Some assessors report only the footprint, and you have to apply a multiplier to get the true total. (i.e. a two-story house with equal lower and upper levels, each containing 1000 square feet, would be reported as 1000 square feet, based on the footprint, and a multiplier of “2” is applied to get the total.)





# Eliminate outliers in search results



- Compare data and search for outliers in any category
- Look at exterior photos
- Examine the room counts and layouts
- Narrow or widen the search according to results





# Subject Property – quick exterior reminder







# Look at Exterior Photos: Pendings

Which property or properties would you eliminate?

Which property or properties would you keep?







# Look at Exterior Photos: Closed Sales

Which property or properties would you eliminate?

Which property or properties would you keep?



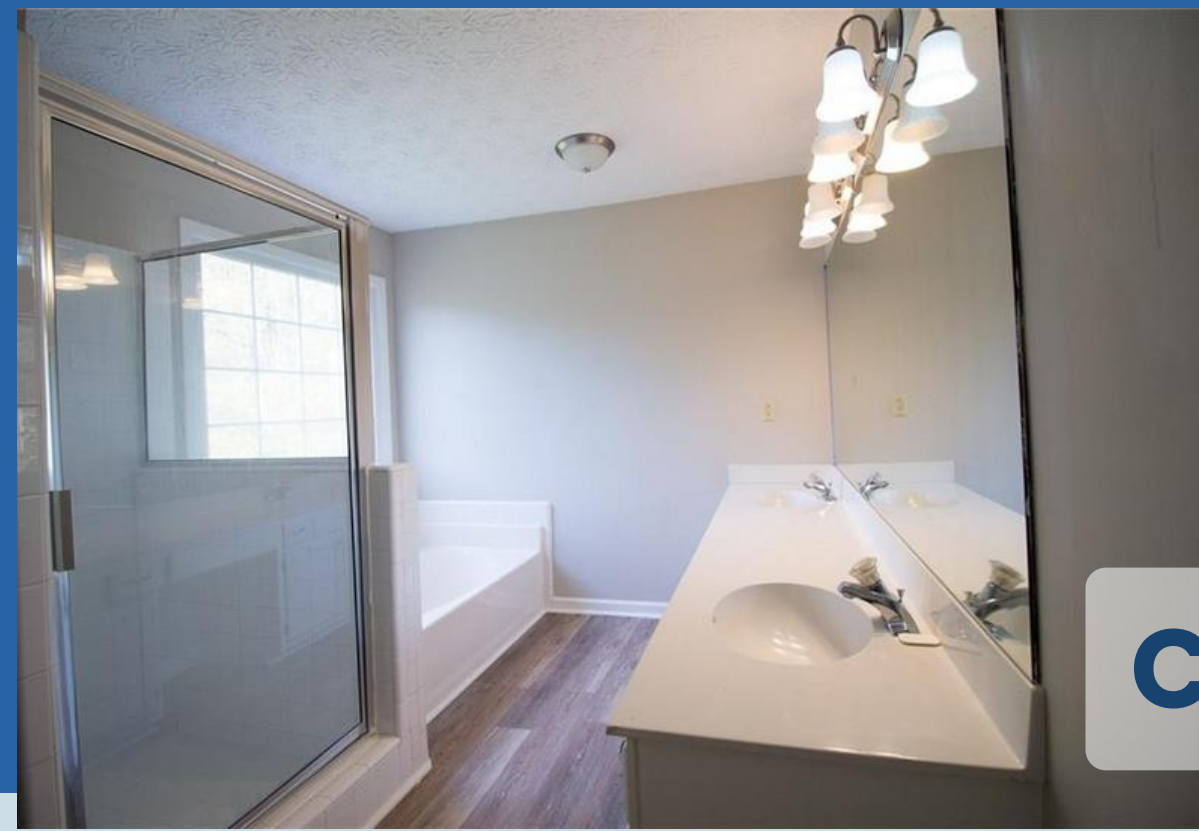


## Analysis of Comparables:

- Print the sales and listings you have narrowed it down to and review the information closely. Use common sense if something does not appear to match photos and contact the agent for clarification if necessary.
- Review the photos closely and compare the home to your subject property. Look for the comparables which most closely resemble your property.
- Interior features – kitchen & baths
- Exterior features – brick/frame/stucco/amenities
- Make notes on your printouts
- Eliminate any which vary significantly from your subject
- But do not eliminate too many until you have cross referenced other sources







**Comp 1 Interior Photos**





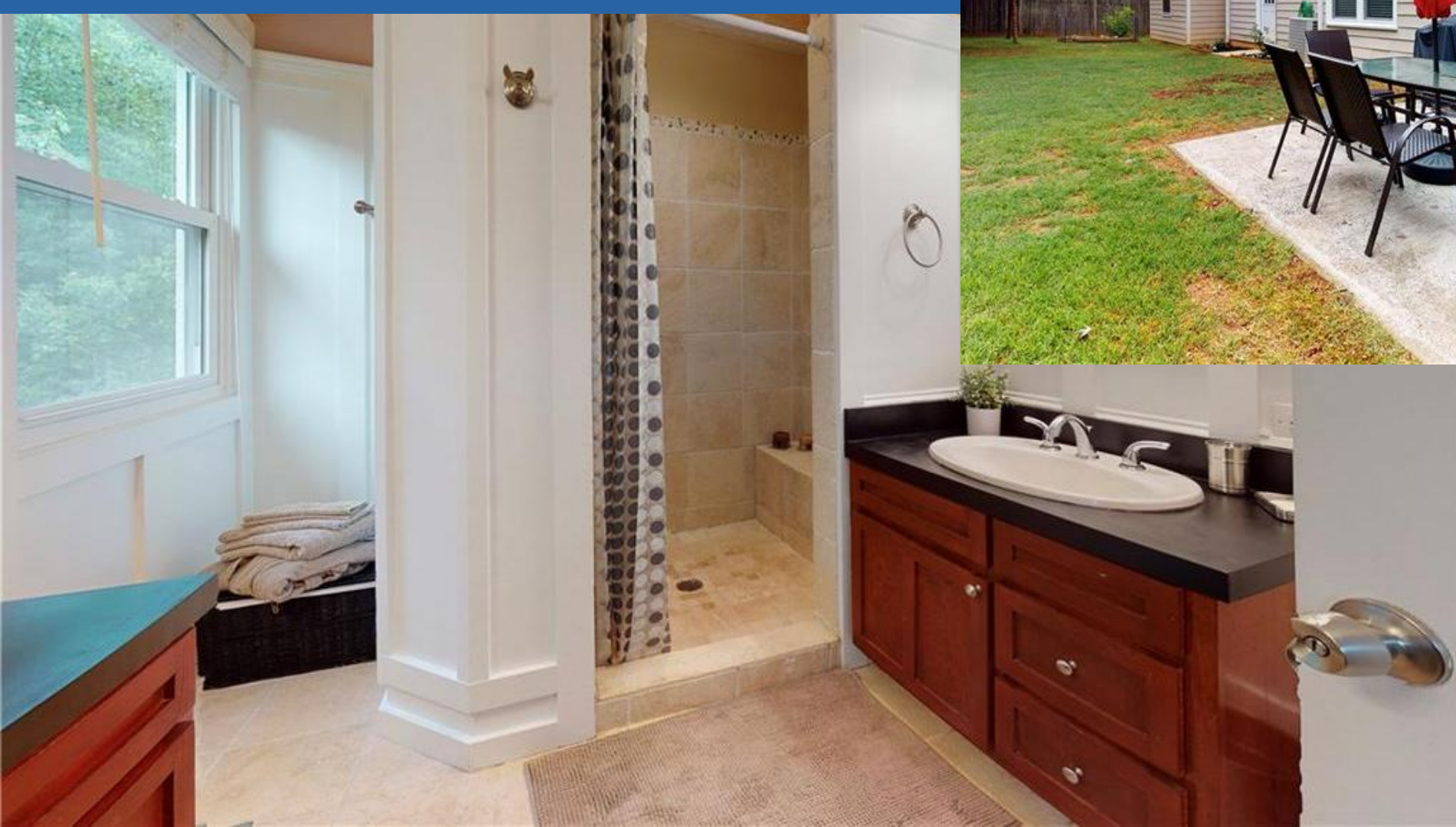
**Comp 2 Interior Photos**





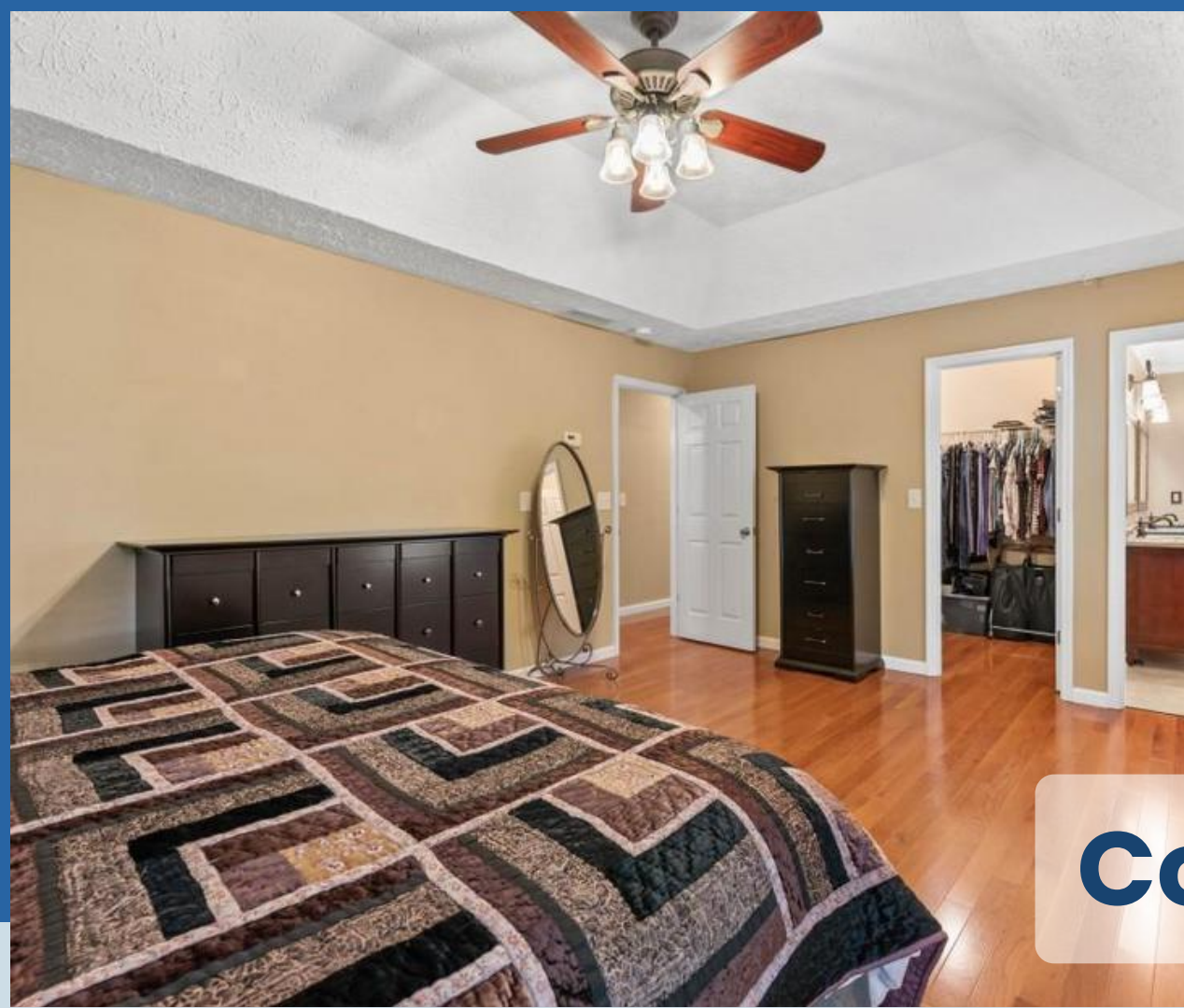
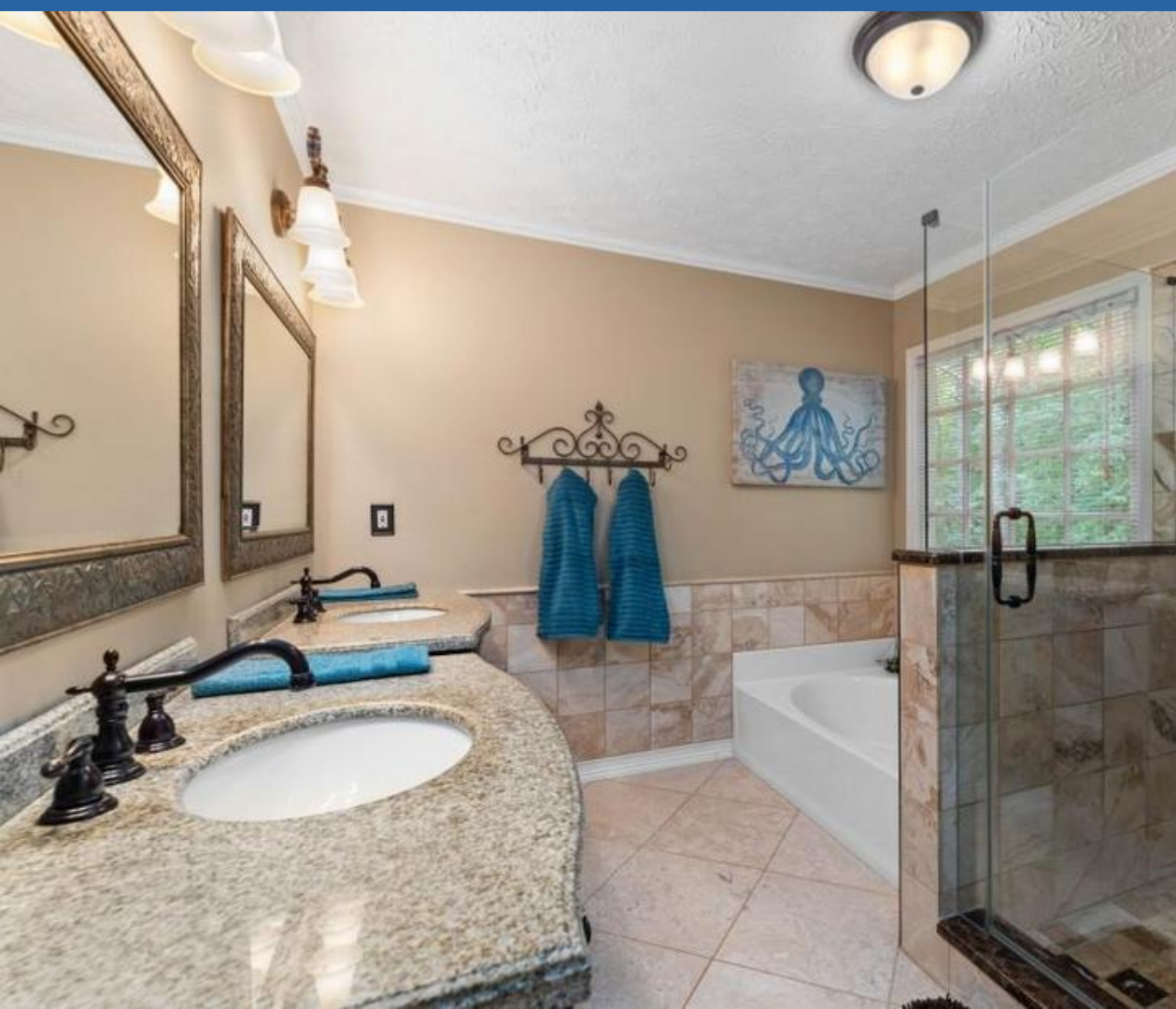
**Comp 3 Interior Photos**





**Comp 4 Interior Photos**





**Comp 5 Interior Photos**



# Comparable Map

What do you notice upon first glance?

What questions does this bring up?

Consider placement within neighborhood AS WELL AS placement within the larger picture





## Adjustments:

- Adjustments are based on the incremental difference a buyer is willing to pay for the given feature
- While somewhat rooted in cost, cost does not always equal value
- CSS – comp SUPERIOR SUBTRACT
- CIA – comp INFERIOR ADD





# CSS & CIA - Example

ANALYSIS	ITEM	SUBJECT			COMPARABLE NO. 1			COMPARABLE NO. 2			
	18000 CARRIAGE PARK LANE Address DULUTH				3280 LAKEHEATH DRIVE DULUTH			11735 CARRIAGE PARK DULUTH			
	Proximity to Subject				.5 MILE N			SAME STREET			
	Sales Price	\$	NA		\$	194,900		\$	1		
	Price/Gross Liv. Area	\$	0.00		\$	89.94		\$	91.75		
	Data and/or Verification Sources				FMLS,PUB REC REDLINK			FMLS,PUB REC REDLINK			
	VALUE ADJUSTMENTS	DESCRIPTION			DESCRIPTION		+(-)\$ Adjustment	DESCRIPTION		+(-)\$ A	
	Sales or Financing Concessions	NA			CONV \$3828 SC			CONV \$3501 SC			
	Date of Sale/Time	NA						3 MONTHS AGO			
	Location	SUBUR						SUBURBAN			
	Leasehold/Fee Simple	FEE S						FEE SIMPLE			
	Site	.24 AC					000	.13 ACRES			
	View	AVERA						AVERAGE			
	Design and Appeal	2 ST T						2 ST TRAD			
	Quality of Construction	AVERA						AVERAGE			
	Age	1994					000	1993			
	Condition	GOOD			GOOD			GOOD			
	Above Grade	Total	Bdms	Baths	Total	Bdms	Baths	Total	Bdms	Baths	
	Room Count	40	8	4	2.50	8	4	2.50	8	4	2.50
	Gross Living Area	2,037 Sq.Ft.			2,167 Sq.Ft.		-5,200	2,048 Sq.Ft.			

2167 - 2037 = 130 SF  
130 x \$40/SF = \$5200

This sale is larger than the subject so we must take the total away from its sales price

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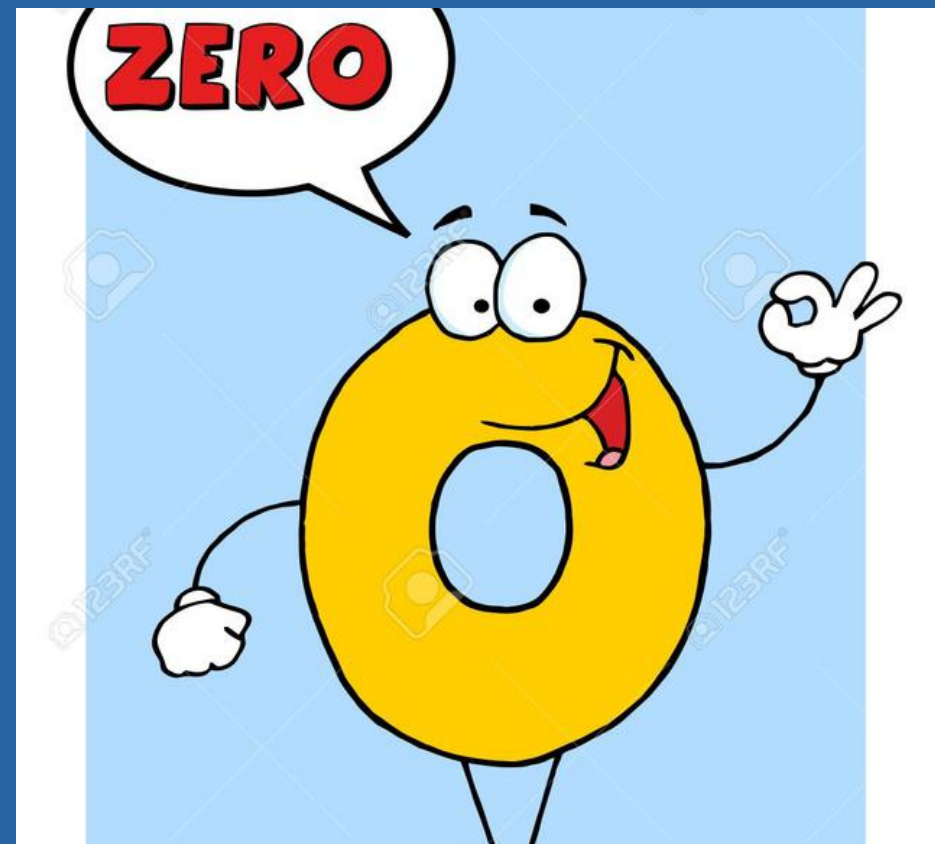




# Always adjust TO the subject



The best adjustment for a feature is...



That means you have comparables with similar features.  
Adjustments are derived and extracted from the market based on the actions of  
buyers and sellers



# A Word About Bracketing – GLA



Total	Bdrms.	Baths	Total	Bdrms.	Baths		Total	Bdrms.	Baths		Total	Bdrms.	Baths	
8	4	3	9	5	4	-7,500	10	4	2.5	+4,000	9	5	4	-7,500
	3,017	sq.ft.		3,562	sq.ft.	-21,800		3,452	sq.ft.	-17,400		2,838	sq.ft.	+8,000

Larger GLA

Smaller GLA



# A Final Word About Bracketing

If all adjustments are in the same direction, there is no support (guardrails) for the adjustment, and the value may be overstated (+ adjustments) or understated (- adjustments)

What happens when you do not bracket GLA

	Total	Bdms.	Baths	Total	Bdms.	Baths		Total	Bdms.	Baths		Total	Bdms.	Baths	
50.00	9	4	2.5	8	4	2.5		8	4	2.5		8	4	2.5	
	2,032 sq. ft.			2,356 sq. ft.			-16,200	2,814 sq. ft.			-39,100	3,287 sq. ft.			-62,800

All larger GLA

	Total	Bdms.	Baths	Total	Bdms.	Baths		Total	Bdms.	Baths		Total	Bdms.	Baths	
5.00	9	4	2.5	8	4	2.5		8	4	2.5		8	4	2.5	
	2,032 sq. ft.			2,356 sq. ft.			-1,600	2,814 sq. ft.			-3,900	3,287 sq. ft.			-6,300

Uses a smaller adj/sf

The appraiser can significantly overstate the value!







Property	Location	FMLS #
<input checked="" type="checkbox"/> Residential Detached <input type="checkbox"/> Residential Attached	<b>Map Search:</b> No Map Selected ? [ ] miles of [ ] <a href="#">My Location</a>	[ ] ?
<b>Property Subtype</b> Single Family Residence Or Not	St # [ ] Dir Pfx [ ] St Name [ ] Street Suffix [ ] Dir Sfx [ ] Unit # [ ] <a href="#">More</a>	<b>Price</b> [ ] ? <input checked="" type="checkbox"/> (000s)
<b>Status - Date or Range</b> <a href="#">Select All</a> <a href="#">Select None</a> ? <input checked="" type="checkbox"/> Active <input checked="" type="checkbox"/> Active Under Contract <input checked="" type="checkbox"/> Coming Soon <input type="checkbox"/> Pending <input type="checkbox"/> Hold <input type="checkbox"/> Withdrawn <input type="checkbox"/> Expired <input checked="" type="checkbox"/> Closed 0-365	County [ ] ? Or Not City [ ] ? Or Not Zip Code [ ] ? Elementary School: Gwin Oaks [ ] ? Or Not High School: [ ] ? Or Not Area [ ] ? And Or Not Subdivision/Complex [ ] ?	<b>Property Details</b> Total Bedrooms [ ] ? Total Full Baths [ ] ? Square Footage [ ] ? Acres [ ] ? Year Built 1980-2000 ? Lake Name: [ ] ? None Allatoona Andrews Arrowhead Berkeley Lake Blackshear Or Not
<b>Interior</b>		
<b>Bedroom Features:</b> None In-Law Suite/Apartment Master on Main Oversized Master Roommate Floor Plan Sitting Room Or And Or Not	<b>Bedrooms on Main:</b> [ ] ?	<b>Dining Room Features:</b> ? None Butlers Pantry Dining L Great Room Open Concept Seats 12+ Or And Or Not
<b>Kitchen Features:</b> ? None Breakfast Bar Breakfast Room Cabinets Other Cabinets Stain	<b>Basement Description:</b> ? None Bath/Stubbed Boat Door Crawl Space Daylight	<b>Laundry Features:</b> ? None Common Area In Basement In Bathroom In Garage In Hall Or And Or Not
		<b>Common Walls:</b> ? No Common Walls 2+ Common Walls End Unit No One Above No One Below
		<b>Additional Rooms:</b> ? Bonus Room Computer Room Den Exercise Room Family Room





Criteria											
Previous		Next		1-32 of 32		Checked 32		All · None · Page		Display my:JAL at 100	
<input checked="" type="checkbox"/>	#	MLS #	Status	List Price	Close Price	Address	Square Footage	Levels/Stor	Acres	Yr Built	Be
	<input checked="" type="checkbox"/>	1	<a href="#">6869679</a>	C	\$350,000	350,000	<a href="#">1395 Bullock Place</a>	2,724	1 and 1/2	0.52	1993 4
	<input checked="" type="checkbox"/>	2	<a href="#">6895070</a>	C	\$372,000	360,000	<a href="#">3194 Wood Springs Court SW</a>	2,166	1	0.61	1996 3
	<input checked="" type="checkbox"/>	3	<a href="#">6874373</a>	C	\$274,900	269,500	<a href="#">354 Ansley Brook Drive</a>	2,038	Multi/Split	0.28	1983 3
	<input checked="" type="checkbox"/>	4	<a href="#">6898613</a>	C	\$340,000	362,000	<a href="#">1161 MARY LEE Lane SW</a>	3,314	2	0.45	1984 4
	<input checked="" type="checkbox"/>	5	<a href="#">6878057</a>	C	\$390,000	410,000	<a href="#">838 Devonshire Place</a>	3,178	1	0.45	1982 4
	<input checked="" type="checkbox"/>	6	<a href="#">6860215</a>	C	\$279,900	285,000	<a href="#">3690 Willow Mill Drive</a>	2,192	Multi/Split	0.45	1983 3
	<input checked="" type="checkbox"/>	7	<a href="#">6854343</a>	C	\$325,000	335,000	<a href="#">3131 Connemara Trace</a>	2,322	1	0.29	1994 3
	<input checked="" type="checkbox"/>	8	<a href="#">6843118</a>	C	\$275,000	285,000	<a href="#">1057 Gwens Trail SW</a>	2,008	2	0.42	1981 3
	<input checked="" type="checkbox"/>	9	<a href="#">6849188</a>	C	\$259,900	260,500	<a href="#">3255 Brownlee Lane</a>	1,909	2	0.60	1995 3
	<input checked="" type="checkbox"/>	10	<a href="#">6815185</a>	C	\$240,000	245,000	<a href="#">404 Comanche Trail</a>	1,908	2	0.34	1985 3
	<input checked="" type="checkbox"/>	11	<a href="#">6804190</a>	C	\$255,000	250,000	<a href="#">266 RIDGEDALE Way</a>	1,875	2	0.28	1986 3
	<input checked="" type="checkbox"/>	12	<a href="#">6807575</a>	C	\$140,000	160,000	<a href="#">591 Oak Road SW</a>	1,188	1	0.00	2000 3
	<input checked="" type="checkbox"/>	13	<a href="#">6788462</a>	C	\$297,900	305,000	<a href="#">3317 Rae Place</a>	2,861	2	1.33	1984 4
	<input checked="" type="checkbox"/>	14	<a href="#">6802056</a>	C	\$249,900	255,000	<a href="#">3401 Rae Place</a>	1,440	1	0.51	1980 3
	<input checked="" type="checkbox"/>	15	<a href="#">6783493</a>	C	\$339,000	330,000	<a href="#">3142 Garmon Oak Court</a>	3,404	2	0.40	1989 4
	<input checked="" type="checkbox"/>	16	<a href="#">6776070</a>	C	\$365,000	350,000	<a href="#">250 Sageglen Road</a>	2,161	2	0.45	1986 4
	<input checked="" type="checkbox"/>	17	<a href="#">6780320</a>	C	\$349,900	346,000	<a href="#">351 Silver Creek Run</a>	2,948	2	0.37	1988 4
	<input checked="" type="checkbox"/>	18	<a href="#">6777966</a>	C	\$255,000	225,000	<a href="#">328 Shire Way</a>	1,796	2	0.48	1980 3
	<input checked="" type="checkbox"/>	19	<a href="#">6747403</a>	C	\$275,000	277,000	<a href="#">836 Marbrook Drive</a>	2,282	2	0.52	1980 4
	<input checked="" type="checkbox"/>	20	<a href="#">6766137</a>	C	\$219,900	219,000	<a href="#">495 Ridgedale Way</a>	2,050	2	0.33	1985 3
	<input checked="" type="checkbox"/>	21	<a href="#">6739576</a>	C	\$259,900	267,000	<a href="#">331 Princeton Way</a>	2,368	2	0.41	1980 3
	<input checked="" type="checkbox"/>	22	<a href="#">6736239</a>	C	\$229,990	219,000	<a href="#">2654 Crystal Court</a>	1,615	1	0.30	1984 3
	<input checked="" type="checkbox"/>	23	<a href="#">6752530</a>	C	\$299,900	305,000	<a href="#">3788 LEE RIDGE Way SW</a>	2,492	2	0.41	1984 4
	<input checked="" type="checkbox"/>	24	<a href="#">6734396</a>	C	\$349,900	355,000	<a href="#">3210 Royal Creek Way SW</a>	3,366	2	0.37	1997 4
	<input checked="" type="checkbox"/>	25	<a href="#">6734397</a>	C	\$260,000	250,000	<a href="#">2668 Crystal Lane</a>	3,252	2	0.34	1986 5
	<input checked="" type="checkbox"/>	26	<a href="#">6734398</a>	C	\$209,900	203,000	<a href="#">1161 Gwens Trail SW</a>	1,692	1	0.45	1982 3
	<input checked="" type="checkbox"/>	27	<a href="#">6734399</a>	C	\$275,000	277,000	<a href="#">836 Marbrook Drive</a>	2,282	2	0.52	1980 4

actions Refine Save Carts

Criteria Email Print CMA Directions Stats Export Quick CMA Cloud CMA ShowingTime






## Print 32 Properties

Print which format(s)? To select multiple at once, hold Ctrl while you click (option key, on a Mac).

Agent Full - W/Map  
Agent Thumbnail  
360 Property View  
Agent Short  
Listing History Report  
Buyer One Page (No Sold Info)  
Buyer Full  
Buyer Full - W/Map  
Buyer Full - W/Documents  
Buyer Short  
Hot Sheet  
Flyer Report  
Flyer Report - No Price  
No Photo Full  
No Photo Short  
Photo Gallery 12  
Photo Gallery 25  
Photo Gallery 40  
Photo Gallery 200  
Hit Counters  
Multi-Map  
----- Reports below print as PDF only -----  
**1004MC Report**  
Quick CMA  
Quick CMA 8.4

Print without header or footer ▼

- ☐ First page, last page  
☐ Every page  
☐ Print with roll-outs (if any) open  
☒ Print search criteria  
☐ Ink saver; if any, don't print images

 One or more of the selected displays or reports can only be printed as a PDF. Options above do not apply to PDF-only reports.

 [Back to Results](#)

 [Email PDF](#)

 [Print to PDF](#)

 [Preview](#)

 [Print](#)



## Fannie Mae 1004MC Statistics

Property Type is 'Residential' Property is 'Residential Detached' Status is one of 'Active', 'Active Under Contract', 'Coming Soon' Status is 'Closed' Status Contractual Search Date is 07/27/2021 to 07/27/2020 Elementary School is 'Gwin Oaks' Year Built is 1980 to 2000 Basement is one of 'None', 'Crawl Space'

Inventory Analysis	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months
Total # of Comparable Sales (Settled)	19	3	4
Absorption Rate (Total Sales/Months)	3.17	1.00	1.33
Total # of Comparable Active Listings	0	0	1
Months of Housing Supply (Lst/Ab. Rate)	0.00	0.00	0.75
Median Sale & List Price DOM	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months
Median Comparable Sale Price	\$260,000	\$285,000	\$317,500
Median Comparable Sales DOM	10	6	6
Median Seller Paid (Closing Costs)	\$3,000	\$2,500	\$250
Median Comparable List Price (Listings Only)	\$0	\$0	\$300,000
Median Comparable Listings DOM (Listings Only)	0	0	1
Median Sale Price / Median List Price %	100.04%	103.64%	102.44%

\*The total number of Comparable Active Listings is based on listings that were On Market on the end date of the specified time periods above.

### Percentage Difference Calculator

Result: 19.91341991342

Difference of 260000 and 317500 are **19.91341991342%**

#### Steps:

Difference of 260000 and 317500 =  $|260000 - 317500| / ((260000 + 317500) / 2) = 57500 / 288750 = 0.1991341991342 = 19.91341991342\%$

317500 is a **22.115384615385%** increase of 260000.

#### Steps:

Percentage of increase =  $|260000 - 317500| / 260000 = 57500 / 260000 = 0.22115384615385 = 22.115384615385\%$

Value 1   
Value 2   

Calculate
Clear

Time Adjustment				
	Months	%	per mth	Adjustment %
	6	22.12	1.843333333	0.1106
Sales \$	300000			\$ 33,180







# Writing The Rebuttal

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- Only 1 submission, cannot send more docs later
- Most lenders have a required form you must use
- Most likely additional comps will be required.
- Make sure data is accurate (must use reliable source)



*I can do a CMA now!*  
*How is a prelisting appraisal different?*

Good question!





## Consultation Appraisal™

- Be sure your listing is priced correctly – make sure your seller is not leaving money on the table.
- Know the true size of the subject property
- We will offer suggestions on updates or improvements to unlock additional profits for your seller
- Negotiate with power and conviction
- Be aware of any potential bank appraisal issues
- Be aware of any repairs a bank appraisal would call for
- Excellent way to convince buyers of the home value
- We are your consultant throughout the transaction
- If a subsequent bank appraisal comes in below our value, **WE will (assist) rebuttal letter and have it to you within 24 hours! We win most of the time.**
- This keeps the transaction on track and virtually guarantees you will not have an appraisal issue
- Standard fees start at just \$500

## One of the Nation's Largest Appraisal Firm

### **Here to serve you**

- residential appraisals
- complex appraisals
- commercial appraisals
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