



Pro Tips FOR PRICING

1

SIMILAR LOT SIZE

The size of a lot can make a big difference in value. Make sure that the sales you are using to comparable to yours offer similar lot sizes.

2

SIMILAR FOUNDATIONS

If your home does not have a basement, use sales without basements. If your home does have a basement, make sure that the sales you are looking at have basements that are similar in size and utility. (walk-out vs. no walk-out, etc.)

3

BRACKETING

Try and find a number of comparable sales that bracket the specific features of your home like lot size, age, gross living area (GLA), bedroom and bathroom count, garage size and basement features and finishes.

4

LOCATION

Use sales within the neighborhood of your home, or comparable neighborhoods, if there are truly none that have sold in your neighborhood in recent years.) Make sure that the homes you use offer comparable views and locations. If your home is on a busy street, look for sales on busy streets. If you have a golf course or wooded view, look for sales with similar views.

5

GLA MUST BE ACCURATE

Gross living area is an extremely important aspect of value. Make sure that you know the gross living area of your home. Often, county assessors and other public data sources are inaccurate. You can hire an appraiser to measure your home to ensure that you have an accurate GLA.

6

CONDITION & QUALITY

Make sure that the homes you are using to compare yours to are truly comparable in terms of condition, overall updates, upgrades and quality of construction. If you can't make this determination, call an appraiser who can help you.