



Appraisal Experts, Inc

Kelly Kellogg, The Appraisal Expert 407-644-8885

CMA ADJUSTMENT GUIDE (HYPOTHETICAL SAMPLE)*

2018

HOME PRICE:	\$125,000	\$250,000	\$500,000	\$1,000,000
Age Difference	\$500 - \$1,500/year	\$1,000 - \$3,000	\$2,000 - \$5,000	\$2,000 - \$10,000
Open Pool	\$6,000 - \$10,000	\$8,000 - \$15,000	\$10,000 - \$20,000	\$15,000 - \$40,000
Screen Encl. Pool	\$9,000 - \$15,000	\$12,000 - \$20,000	\$15,000 - \$30,000	\$25,000 - \$50,000
Heated Spa	\$1,000 - \$3,000	\$2,000 - \$5,000	\$4,000 - \$6,000	\$5,000 - \$8,000
Screen Porch	\$2,000 - \$4,000	\$3,000 - \$6,000	\$4,000 - \$10,000	\$8,000 - \$12,000
Covered Porch	\$1,500 - \$3,500	\$2,500 - \$5,500	\$4,000 - \$8,000	\$7,000 - \$11,000
Screen Patio	\$1,000 - \$3,000	\$2,000 - \$5,000	\$4,000 - \$8,000	\$6,000 - \$12,000
Covered Patio	\$1,000 - \$2,500	\$1,500 - \$4,000	\$3,000 - \$7,000	\$5,000 - \$10,000
Fireplace	\$1,000 - \$2,000	\$2,000 - \$3,000	\$2,000 - \$5,000	\$4,000 - \$6,000
3 vs. 2 Car Garage	\$3,000 - \$5,000	\$4,000 - \$7,000	\$6,000 - \$10,000	\$9,000 - \$12,000
Wood Fence	\$1,000 - \$2,000	\$1,500 - \$2,500	\$2,000 - \$3,500	\$2,000 - \$5,000
Pond/Greenbelt Views	\$5,000 - \$12,000	\$8,000 - \$25,000	\$15,000 - \$50,000	\$25,000 - \$100,000
Golf View (depends on area)	\$5,000 - \$12,000	\$8,000 - \$25,000	\$15,000 - \$50,000	\$25,000 - \$100,000
Extensive C-tile	\$2,000 - \$7,000	\$4,000 - \$9,000	\$5,000 - \$12,000	\$10,000 - \$20,000
Hardwood Floor	\$2,000 - \$7,000	\$4,000 - \$9,000	\$5,000 - \$12,000	\$10,000 - \$20,000
Full Bathroom	\$2,000 - \$4,000	\$3,000 - \$5,000	\$4,000 - \$8,000	\$6,000 - \$10,000
Granite vs. Formica	\$2,000 - \$4,000	\$4,000 - \$7,000	\$6,000 - \$10,000	\$8,000 - \$15,000
Corian vs. Formica	\$2,000 - \$3,000	\$3,000 - \$6,000	\$5,000 - \$9,000	\$7,000 - \$14,000
Tile Roof vs. Shngls	\$4,000 - \$8,000	\$5,000 - \$10,000	\$7,000 - \$12,000	\$8,000 - \$20,000

© * This is a general guide for resales. Adjustments vary, are market driven & depend on market/area/condition/quality. ABC's of a CMA, by Kelly Kellogg shares market derived formulas that assist agents on how to determine accurate adjustments for a CMA.

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We service Metro Orlando: Orange, Seminole, Osceola, W Volusia, E Lake, SE Polk Counties



Kelly Kellogg, The Appraisal Expert

Residential Appraiser • Author • Speaker • Pricing Strategist • Expert Witness

Author: *ABC's of a CMA, Comparative Market Analysis*

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Kelly Kellogg, President/Owner of Appraisal Experts, Inc. & Author, ABC's of a CMA is a native of the Orlando area and graduate of the University of Florida. She sold real estate for seven years, and has 20 years experience expertly appraising residential real estate in metropolitan Orlando area. Appraisal Experts ensures an EXPERTLY completed real estate valuation. The appraisers at Appraisal Experts, Inc. are professional, courteous, and Realtor friendly. Our valued clients include Lenders, Realtors, Attorneys, Buyers, Sellers and Investors.

Services

Appraising Residential Real Estate in Metropolitan Orlando,
Orange, Seminole, Osceola, W Volusia, E Lake, SE Polk Counties

- Residential
- FHA
- Lakefronts
- Relocation
- Cash Buyers
- Expert Testimonials
- Multi-Million \$ Properties
- Listing/Selling
- Vacant Land
- House Measures
- Estates
- Bankruptcy

We use SupraKey



ABC's of a CMA, Comparative Market Analysis, by Kelly Kellogg, is a guide for agents which shares tips on the latest underwriting requirements and teaches strategies to assist the agent in preparing a thorough, accurate and defensible CMA. Agents armed with this knowledge, have a distinct advantage over the competition.

Buy the book @ www.TheAppraisalExpert.com

Call for a Presentation or Personalized Workshop

Topics: Overcoming Appraisal Hurdles/ABC's of a CMA

We help agents become "experts" when making CMA adjustments, understanding Market Absorption Rate

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Thank you for referring Appraisal Experts, Inc.
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