



# Robin Talks Real Estate

## Hot Topic: Appraisals

You must appraise real estate to sell it. If you have a Realtor that you trust, they can point you in the right direction

*Realtor Robin Jones*

Appraising is the science of determining the value of a home. Your real estate appraiser must be state-licensed and certified.

Don't confuse a comparative market analysis with an appraisal. Realtors use CMAs to determine a realistic asking price. Your appraiser's report will be much more detailed.

Here is what your appraisal should include:

- Details about the property with comparisons of up to three similar properties.
- An evaluation of the real estate market in your area.
- A listing of the features and characteristics of your home, including a description of the lot, exterior and foundation.
- A visual assessment of your home, including approximate age, overall condition, number of bedrooms and bathrooms, etc.
- A description of equipment in the kitchen and a description of the attic and garage, if applicable.
- Materials in each room, such as floor covering and trim.
- A listing of utility systems like heat and electricity.
- Statements about issues that may decrease the property's value.
- Documentation of serious flaws.
- An estimate of the value of the home.

If the appraisal uncovers unexpected problems, know that most problems are fixable. An appraisal is NOT a home inspection which takes an in-depth look at the structural soundness of your home.

Remember, don't panic if your appraisal is low, because a good Realtor will make the deal work.

**Contact Realtor Robin Jones**

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