

“TYPICAL ADJUSTMENTS FOR CMA”

(USE AS GUIDELINES ONLY! - ASK EXPERIENCED AGENTS)

	<u>Price Range #1</u> \$ 75,000 / \$ 150,000	<u>Price Range #2</u> \$ 150,000 / \$ 250,000	<u>Price Range #3</u> \$ 250,000 / \$ 350,000	<u>Price Range #4</u> \$ 350,000 / \$ 500,000	<u>Price Range #5</u> \$ 500,000 +
1. Square Footage	\$ 10.00 to \$ 20.00	\$ 15.00 to \$ 25.00	\$ 20.00 to \$ 40.00	\$ 35.00 to \$ 50.00	\$ 50.00 to \$ 75.00
2. Finished Lower Level	\$ 1,000 to \$ 5,000	\$ 3,000 to \$ 9,000	\$ 6,000 to \$ 20,000	\$ 15,000 to \$ 20,000	\$ 20,000 +
A. With Bath / Powder Room	\$ 1,000	\$ 1,500 to \$ 2,000	\$ 2,500 to \$ 4,000	\$ 5,000 to \$ 7,500	\$ 7,500 +
3. Exposed Lower Level	\$ 1,000 to \$ 2,000	\$ 2,000 to \$ 4,000	\$ 4,000 to \$ 7,000	\$ 4,000 to \$ 7,000	\$ 10,000 +
4. No Basement (Deduction)	(-) \$ 4,000 to \$ 8,000	(-) \$ 8,000 to \$ 15,000	(-) \$ 20,000 or more	(-) \$ 20,000 or more	(-) \$ 25,000 +
5. Bedrooms (no adj. for over 4)	\$ 2,000	\$ 3,000 to \$ 4,000	\$ 7,500 to \$ 10,000	\$ 7,500 or more	\$ 7,500 +
6. 1st Floor Master Bedroom			\$ 5,000	\$ 7,500	\$ 10,000 +
7. 1st Floor Family Room	\$ 2,500	\$ 3,500	\$ 4,500	\$ 5,000	\$ 7,500 +
8. 1st Floor Study / Den				\$ 2,500 +	\$ 5,000 +
9. Full Bath (up to 2)	\$ 2,500 to \$ 3,000	\$ 3,000 to \$ 4,000	\$ 4,000 to \$ 5,500	\$ 10,000	\$ 10,000 +
10. Full Baths (over 2 above grade)	\$ 1,000	\$ 2,500	\$ 5,000	\$ 5,000	\$ 7,500 +
A. Whirlpool/Super Bath in Mstr	\$ 500 to \$ 1,000	\$ 1,000 to \$ 2,000	\$ 3,000 to \$ 5,000	\$ 5,000	\$ 5,000 +
B. Powder Room	\$ 1,500 to \$ 2,000	\$ 2,000 to \$ 3,000	\$ 3,000 to 4,000	\$ 4,000	\$ 5,000 +
11. Central Air	\$ 2,000 to \$ 3,000	\$ 2,500 to \$ 4,000	Install	Install	Install
12. Heat Type: Elect BB / Radiant	(-) \$ 1,000 to \$ 2,500	(-) \$ 2,500 to \$ 5,000	Add New System	Add New System	Add New System
13. Attached (vs) Det. Garage/Integral	\$ 500	\$ 2,500	\$ 5,000	\$ 5,000 to \$ 10,000	\$ 10,000 +
A. 1 Car Garage	\$ 2,000 to \$ 3,000	\$ 2,500 to \$ 3,500	\$ 4,000 to \$ 5,000	\$ 25,000	\$ 25,000 +
B. 2 Car Garage	\$ 3,500 to \$ 5,000	\$ 5,000 to \$ 6,500	\$ 6,000 to \$ 8,000	\$ 10,000 to \$ 20,000	\$ 10,000 to \$ 20,000 +
C. 3 Car Garage	\$ 1,000	\$ 2,000	\$ 5,000 to \$ 10,000	\$ 5,000 to \$ 10,000	\$ 5,000 to \$ 10,000 +
14. Florida Room	\$ 1,000 to \$ 3,000	\$ 2,000 to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 10,000 to \$ 15,000	\$ 15,000 +
15. Screened Porch	\$ 1,000 to \$ 1,500	\$ 1,500 to \$ 2,500	\$ 2,500 to \$ 3,500	\$ 3,500 to \$ 5,000+	\$ 5,000 +

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	<u>Price Range #1</u> \$ 75,000 / \$ 150,000	<u>Price Range #2</u> \$ 150,000 / \$ 250,000	<u>Price Range #3</u> \$ 250,000 / \$ 350,000	<u>Price Range #4</u> \$ 350,000 / \$ 500,000	<u>Price Range #5</u> \$ 500,000 +
16. A. Creek Lot / Outdoor Living	\$ 3,000 to \$ 5,000	\$ 10,000 to \$ 15,000	\$ 15,000 to \$ 30,000	\$ 15,000 to \$ 50,000	\$ 50,000 +
B. Lot Appeal / Location	Up to \$ 2,000	\$ 2,000 to \$ 5,000	\$ 5,000 to \$ 15,000 +/-	\$ 15,000 +/-	\$ 20,000 +/-
C. Deck / Patio	\$ 500	\$ 500 to \$ 1,000	\$ 2,500 to \$ 3,500	\$ 5,000 +	\$ 7,500 +
D. Swimming Pool	\$2,000 to \$3,000	\$ 2,500 to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 10,000 to \$ 20,000	\$ 50,000 +
E. Landscaping	Up to \$ 1,000	Up to \$ 5,000	Up to \$ 15,000	\$ 15,000 +	\$ 20,000 +
F. Hot Tub	No Value	\$ 500 to \$ 1,000	\$ 500 to \$ 1,000	\$ 2,000	\$ 2,500 +
G. Environmental Power Lines / Cell Towers / Etc.	(-) \$ 3,000 to \$ 7,000	(-) \$ 5,000 to \$ 12,000	(-) \$ 10,000 to \$ 30,000	(-) 10,000 to \$ 30,000	(-) \$ 30,000 +
H. Steep Drive / Busy Roads	(-) \$ 1,000 to \$ 5,000	(-) \$ 2,000 to \$ 10,000	(-) \$ 10,000 to \$ 20,000	(-) \$ 10,000 to \$ 20,000	(-) \$ 20,000 +
I. Acreage (more than lot)	\$ 10,000 +	\$ 10,000 +	\$ 15,000 +	\$ 25,000 +	\$ 25,000 +
17. A. Fireplace (1)	\$ 1,000 to \$ 1,500	\$ 1,500 to 2,000	\$ 2,500 to \$ 3,000	\$ 5,000 +	\$ 5,000 +
B. Fireplace (2)		\$ 500	\$ 2,000	\$ 2,500 +	\$ 2,500 +
18. Age of Home	Up to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 7,500 to \$ 15,000	\$ 10,000 to \$ 20,000	\$ 10,000 to \$ 20,000
A. Condition / Upgrades	Up to \$ 5,000	Up to \$ 10,000	Up to \$ 15,000	\$ 25,000 +	\$ 25,000 +
B. New Kitchen	Up to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 10,000 to \$ 20,000	\$ 15,000 to \$ 25,000	\$ 25,000 +
19. Brick / Dryvit / Stone = A. Front	Up to \$ 1,000	\$ 1,500 to \$ 3,500	\$ 5,000 to \$ 10,000	\$ 10,000 to \$ 15,000	\$ 15,000 +
B. 3 Sides	Up to \$ 2,000	\$ 3,000 to \$ 5,000	\$ 8,000 to \$ 12,000	\$ 15,000 to \$ 20,000	\$ 20,000 +
C. All	Up to \$ 2,500	\$ 5,000 to \$ 7,000	\$ 10,000 to \$ 15,000	\$ 20,000 to \$ 25,000	\$ 25,000 +
20. 9' + Ceilings		\$ 2,500	\$ 5,000	\$ 5,000 to \$ 7,500	\$ 7,500 +
21. Architectural	Up to \$ 2,000	Up to \$ 3,000	Up to \$ 5,000	Up to \$ 10,000	Up to \$ 15,000

- There should no longer be adjustments made for appreciation due to the slowing of the market & the decline in appreciation in the last quarter of 2006.
- Comparables used should always be the most recent available & should almost never be greater than six (6) months old unless it is an almost perfect match to the “subject property” & no others are available. A perfect match would be defined as: The same style, size, amenities, usually in the same development, and/or by the same builder.
- Comparables size in square footage should usually be within ten (10) percent of the “subject property”. Remember, if any portion of the space is below or partially below grade it cannot be used in the square footage calculation. It can be given value, but not considered as part of the square footage. It can be noted in the listing as finished area below grade.
- It is usually best to stay within the same School District, Township & County if at all possible.
- Make sure when you use comparables that are out of the subdivision of the subject property that they are located in a similar neighborhood in terms of price, size, styles, age, construction materials, etc. With a changing market, it is important to consider the competition & how they effect price.
- Remember, this is not a science, it is a way of making an educated guess (your opinion) of what the value of a property will be in the marketplace. It is also good to note that although the Seller gets to set the “Asking Price” with your help, the Market will ultimately determine the “Selling Price”.
- If you have questions or concerns, always ask the Broker, Manager or a Seasoned Agent for advice.

TYPICAL ADJUSTMENTS for CMA"

(USE AS GUIDELINES ONLY! - ASK EXPERIENCED AGENTS)

	Price Range #1 \$80,000/ \$120,000	Price Range #2 \$120,000/ \$225,000	Price Range #3 \$225,000/ \$400,000	Price Range #4 \$400,000+
1. Square Footage	\$ 10,000 to \$ 15,000	\$ 16,000 to \$ 25,000	\$ 25,000 to \$35,000	\$ 35,000 to \$ 50,000
2.. Finished LL	\$ 1,000 to \$ 4,000	\$ 3,000 to \$ 9,000	\$ 6,000 to \$ 20,000	\$ 15,000 +
A. With Bath/Powder Room	\$ 1,000	\$ 1,500 to \$ 2,000	\$ 2,500 to \$ 4,000	\$ 5,000+
3. Exposed LL	\$ 1,000 to \$ 2,000	\$ 2,000 to \$ 4,000	\$ 4,000 to \$ 7,000	\$ 4,000 to \$ 7,000
4. No Basement (Deduction)	-\$ 4,000 to \$ 8,000	-\$ 8,000 to \$ 15,000	-\$ 20,000 or more	-\$ 20,000 or more
5. Bedrooms (no adjustment for over 4)	\$ 2,000	\$ 3,000 to \$ 4,000	\$ 7,500 to \$ 10,000	\$ 7,500 or more
6. Full Bath (up to 2)	\$ 2,000	\$ 2,500 to \$ 5,000	\$ 10,000	\$ 10,000
7. Full Baths (over 2 above grade)	\$ 1,000	\$ 2,500	\$ 5,000	\$ 5,000
A. Whirlpool in Master	\$ 500 to \$ 1,000	\$ 1,000 to \$ 2,000	\$ 3,000 to \$ 5,000	\$ 5,000
B. Powder Room	\$ 500 to \$ 1,000	\$ 1,000 to \$ 2,000	\$ 2,500	\$ 3,000
8. Central Air	\$ 2,000	\$ 2,000 to \$ 5,000	\$ 10,000 / Install	Install
9. Heat Type: Elect DB	-\$ 1,000 to \$ 2,500	-\$ 2,500 to \$5,000	Add New System	Add New System
Elect. Radiant	-\$ 1,000 to \$ 2,500	-\$ 2,500 to \$5,000	New System/-\$10,000	Add New System
10. Attached vs Detached Gar.	\$ 500	\$ 2,500	\$ 5,000	\$5,000 to \$10,000
A. 1 Car Garage	\$ 1,000 to \$ 2,000	\$ 4,000 to \$ 5,000	\$ 25,000	\$25,000
B. 2 Car Garage	\$ 2,000 to \$ 5,000	\$ 3,000 to \$ 5,000	\$ 10,000 to \$ 20,000	\$ 10,000 to \$ 20,000
C. 3 Car Garage	\$ 1,000	\$ 2,000	\$ 5,000 to \$ 10,000	\$ 5,000 to \$ 10,000
11. Florida Room	\$ 1,000 to \$ 3,000	\$ 2,000 to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 10,000+
12. Screened Porch.	\$ 500 to \$ 1,000	\$ 1,000 to \$ 2,000	\$ 1,000 to \$ 3,000	\$ 3,000+
13.. A. Creek Lot/Outdoor Lvg.	\$ 3,000 to \$ 5,000	\$ 10,000 to \$ 15,000	\$ 15,000 to \$ 30,000	\$ 15,000 to \$ 50,000
B. Lot Appeal/Location	Up to \$ 2,000	\$ 2,000 to \$ 10,000+/-	\$ 5,000 to \$ 15,000+/-	\$ 15,000+/-
C. Deck/Patio	\$ 500 to \$ 1,000	\$ 1,000 to \$ 2,500	\$ 1,000 to \$ 5,000	\$ 5,000+
D. Swimming Pool	Up to \$ 2,000	Up to \$ 5,000	Up to \$ 10,000	\$ 10,000+
E. Landscaping	Up to \$ 1,000	Up to \$ 5,000	Up to \$ 15,000	\$ 15,000+
F. Hot Tub	No Value	\$ 500 to \$ 1,000+/-	\$ 500 to \$ 1,000+/-	\$ 2000+/-
G. Environmental Power Lns/Cell Tws/Etc.	-\$ 3,000 to \$ 7,000	-\$ 5,000 to \$ 12,000	-\$ 10,000 to \$ 30,000	-\$10,000 to \$ 30,000.
H. Steep Drive/Busy Rds.	-\$ 1,000 to \$ 5,000	-\$ 2,000 to \$ 10,000	-\$ 10,000 to \$ 20,000	-\$ 10,000 to \$ 20,000
I. Acreage (more than lot)	\$ 10,000+	\$ 10,000+	\$ 15,000+	\$ 25,000+
14. Fireplace (1)	\$ 1,000	\$ 2,500	\$ 5,000	\$ 5,000+
Fireplace (2)		\$ 500	\$ 2,000	\$ 2,500+
15. Age of Home/Upgrades	Up to \$ 5,000	\$ 5,000 to \$ 10,000	\$ 7,500 to \$ 15,000	\$ 10,000 to \$ 20,000
A. Condition	Up to \$ 5,000	Up to \$ 10,000	Up to \$ 15,000	\$ 25,000+
B. Dated Interior Busy Wallpaper/etc.	Up to \$ 5,000	\$ 5,000 to \$ 15,000	Up to \$ 20,000	\$ 25,000+
C. New Kitchen	Up to \$ 2,500	\$ 3,000 to \$ 7,000	\$ 7,000 to \$ 15,000	\$ 15,000+
D. Interior Upgrades	Up to \$ 1,000	Up to \$ 5,000	Up to \$ 10,000	\$ 15,000+
16. Brick/Dryvit/Stone				
A. Front	Up to \$ 1,000	\$ 1,500 to \$ 3,500	\$ 5,000 to \$ 10,000	\$ 10,000+
B. 3 Sides	Up to \$ 2,000	\$ 3,000 to \$ 5,000	\$ 8,000 to \$ 12,000	\$ 15,000+
C. All	Up to \$ 2,500	\$ 5,000 to \$ 7,000	\$ 10,000 to \$ 15,000	\$ 20,000+
17. 9+ Ceilings		\$ 2,500	\$ 5,000	\$ 5,000+
18. 2 Story Spaces		Up to \$ 3,000	Up to \$ 5,000	\$ 7,500+