



Pre-Appraisal Tools at PocketAppraisal.com

PocketComps Value Estimator Tool

Interactive tool that uses comps to determine value, most similar to appraisal value process

Direct links to Zillow, Redfin, and Realtor

Recent Local Appraisal Turn Times

Provided by Kairos Appraisal Services

Guaranteed Appraisal Fee Requests

Property Questionnaire

Additional information about the property, including photos, that is often provided to the appraiser. Also includes pre-scheduling form.

ACE+PDR

Alternative appraisal reports that can be requested for \$250 each. Receive property report, condition report, 3D room-by-room tour, and potentially avoid the appraisal process.

How to Pick Comps Like an Appraiser

Closed sales only (no active, or pending sales)

Choose closed sales within past six months whenever possible

One-story houses require one-story comps

Two-story houses require two-story comps

Keep bed/bath count within one whenever possible

Keep lot size similar (within 20% whenever possible)

Keep GLA similar (within 20% whenever possible)

Choose homes with similar style

Choose homes built in the same time frame

Stay within a mile whenever possible

Below-ground living area is valued differently from above-ground

Ceilings must be at least 7 feet tall in 50% of the rooms to count as GLA

Choose homes with similar "features" (pools, view, basement, etc)

Three comps are plenty; there is rarely a need for more than five



PREPARE FOR APPRAISAL INSPECTION

Deep Clean Your House

Gather Receipts From
Upgrades & Renovations

Finish Small Projects

Check All CO2 & Smoke Detectors

Clear the Area Around
Your Water Heater



www.KairosAppraisal.com

HOW TO SUCCEED IN AN ROV (Reconsideration of Value)

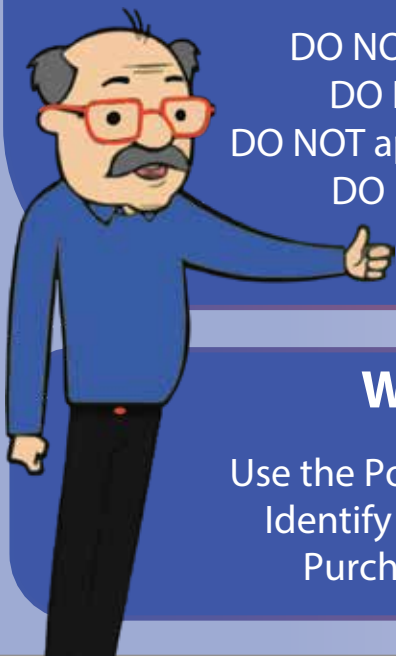
Acknowledge that they are a licensed and experienced professional. Make it an information-gathering call, not an inquisition. It's about the appraiser and their approach, not your expertise.

Present only comps from within the appraiser's established distance from the subject property (if the furthest comp was 1.9 miles, do not offer comps further than 1.9 miles).

Only present comps from within the appraiser's established time frame of closed sales (if the oldest sold comp closed 8 months ago, provide closed sales from within the last 8 months).

Present only comps that support your value estimate (do not use comps that require large adjustments).

DO NOT provide more than three comps
DO NOT use pending or active sales
DO NOT approach the appraiser without comps
DO NOT cite Zillow or Redfin values



WIN LISTINGS WITH YOUR APPRAISAL KNOWLEDGE

Use the PocketComps interactive value tool to determine value the way an appraiser will. Identify list price vs. sales price trends to determine and present a better listing price. Purchase the ACE+PDR for the 3D tour and a chance to earn an appraisal waiver.

USPAP FAQ 18 ...

A contract sale price can be a good indicator of a property's market value, and it may be logical and reasonable for the appraiser to conclude that they are the same. **However, this is not always the case.** In some situations, a contract price will exceed what is typical in a market. In other situations, a contract price will be less than what is typical.

AIR FAQ 53 ...

Can the real estate agent provide comparable data and/or explain their pricing strategy to the appraiser? **In many cases, real estate agents can be a good source of data in the market in which the subject property is located.**

Does AIR prohibit the appraiser from talking with the real estate agent involved in the subject transaction? **AIR does not prohibit the appraiser from talking with the real estate agent.**

